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TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

Vol. LXX. No. 1 NEW YORK, MAY 6, 1920 Per Annum, $2.00 Six Months, $1.00

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(Special Correspondence, Foreign Press Service, Inc.)

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Since the loss of Cuba, Porto Rico and the Philippines, the question of introducing tobacco into Spain has been brought up several times, but the proposal has always been confronted by government timidity and the opposition of the monopoly. Though France, Belgium, Switzerland, Germany, Holland and Hungary have each developed tobacco growing on a greater or smaller scale, Spain, with a climate as well adapted to the cultivation of the plant as Turkey, has stood aloof. It was the general dearth of tobacco in Europe during the world war that made an issue of the demand of Spanish agriculturalists for the right to grow tobacco. However, the fact that the tobacco monopoly law expires in 1921, now impels the government to study the whole question of Spanish tobacco trade anew, and the Spanish Ministry of Ways and Means has published a decree authorizing "experiments" with tobacco on the plantations of Spain.

As a matter of fact, Spain will begin the new activity with some information at hand already. In 1901, experiments were carried out in various parts of the country under the government School of Agricultural Engineers. Moreover, the various "moonshine" products have furnished samples enough to test in advance the possibilities of the different regions. Past experience shows that though the leaf grown in the Balearic Isles, in Alpujarra, Catalonia and the coast districts of Andalusia is of fine texture and burns evenly and well, it is either without aroma and taste or else is strong and ill-smelling. In practice these illicit products never cut any figure on the markets because of their poor quality. They served only the private consumption of the farmers who grew them. On the other hand, the tobaccos of Motril and Almunecar in the province of Granada turned out well, and it is largely in the districts of Malaga and of the Alhambra that the new attempts on a large scale will be made. In general, the whole southeast of Spain presents fine climatic conditions for tobacco growing.

The new government decree asks the farmers interested in tobacco growing simply to provide for land cultivation and curing barns. Owing to the technical complexity of the curing process required for Spain, the finishing treatment of the product will be in charge of an official commission of experts. Licenses for growing tobacco will be issued, however, under very close restrictions. The Spanish department of agriculture is in possession of a wealth of information regarding Cuban tobacco, and only those lands and districts fulfilling conditions similar to those existing in Cuba will be allotted to the experiments. In the curing process, the Spanish experts will apply the methods favored in Germany, Hungary and Holland. German investigations have proven that not less than five microorganisms contribute to the perfection of the Havana leaf, one bacterion producing the aroma, another influencing the texture of the dried product, the others contributing to the reduction of nicotine. The European plant is provided with these microbes after cutting, by bathing the leaves in a preparation made from Havana tobacco. This treatment, while it did not result in a perfect tobacco, nevertheless furnished a usable article. The Spanish commission announces that it has been able to perfect this old process in several respects.

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For a hundred years or more tobacco was freely grown in the Iberian peninsula. In 1630 the government passed a law which left the cultivation still in private hands, but under government proprietorship of the product. In 1701 the government monopoly in the sale and production of tobacco was instituted, and private growing was abolished. In 1887 the present arrangements for exploiting the monopoly were introduced, whereby, for ten years, the monopoly was leased to a private company. In 1896 that contract was renewed for a period of twenty-five years, which expires on June 1, 1921. Under the present contract, 90 per cent of the net profits from the monopoly revert to the government, which made 311 million pesetas from this source in 1919. This is nearly a twenty-five per cent increase over the earning of 1913 (221 millions), or over the low figures for 1914 and 1915 (respectively, 220 and 218 millions). During these years, tobacco consumption has not increased materially in Spain, but prices have risen owing to the scarcity of the product.

Spanish experts predict that the regulations just issued by the government for the cultivation of tobacco in Spain will have to be considerably modified before home production can amount to anything important. The necessity of protecting the monopoly has resulted in a multitude of prohibitions and injunctions which will prove they claim decidedly irksome to the farmer and make him loath to undertake a line of produce which subjects him to such minute supervision. On the other hand, the present high prices of the imported leaf may incline many land owners to make the first attempt.

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Relative to Spanish tobacco imports and the cultivation of tobacco in Spain, Chester Lloyd Jones, American commercial attache at Madrid, writes as follows: "Strict Government regulation of the tobacco trade has long obtained in the Kingdom of Spain. The sale of tobacco was first made a monopoly in 1636, and the renting out of the privilege of sale of tobacco was first tried in the beginning of the eighteenth century. The later contracts have involved the obligation on the part of the renting company to assure that the local market shall be well supplied. The disposition of 1864 declared that the company should undertake "that there shall not fail to be maintained in the places of sale a supply of the product in question" under penalties which, at the fourth failure to maintain a supply, made possible the forfeiting of the company's rights.

"The present contract, dating from April, 1887, renewed October, 1900, and modified July 11, 1909, contains similar provisions, and contemplates also the cultivation of tobacco within the country itself, since its twelfth clause provides that two years after the concession of the monopoly cultivation should be permitted under rules "which shall be fixed by the Administration in agreement with the contractor." Practically continuously since 1887 there have been demands that local production of tobacco be encouraged in order to do away with the dependence on foreign markets. These petitions have been supported uniformly by all the assemblies and congresses of agricultural interests beginning in 1888. The petitions have had increasing force since Cuba and the Philippine Islands, formerly the chief sources of supply for the Spanish market, have passed out of Spanish control. A new contract is now under consideration.

"During this latter period the Philippine Islands have continued to be one of the chief sources of tobacco imports into Spain, except for the highest grades of leaf tobacco and cigars which are bought now, as formerly, in Cuba. In recent years the actual purchases in the Philippine Islands have relatively declined, while those in the United States have increased.

"The imports, by the Compañía Arrendataria, of leaf tobacco for its factories, and of cigars, in the years 1912-1918, inclusive, and in the first eight months of 1919 were as follows (metric ton=2,204.6 pounds):

Kinds of tobacco and countries of origin.	1912.	1913.	1914.	1915.	1916.	1917	1918.	1919 (first 8 months)
LEAF TOBACCO.	*Metric tons.*	*Metric tons.*	*Metric tons.*	*Metric tons.*	*Metric tons.*	*Metric tons.*	*Metric tons*	*Metric tons.*
Germany	187	.....	.....	.....	.....	.....	.....	.....
Cuba	734	237	1,003	1,575	968	356	.....	2,735
United States	11,854	9,821	2,866	2,418	5,901	10,325	.....	11,159
Philippines	8,720	9,482	7,547	6,877	7,134	4,577	.....	5,185
Paraguay	486	1,200	171	674	341	.....	.....	.....
Dutch possessions in Oceania	5,496	2,771	3,191	5,385	.....	.....	.....	1,548
Brazil	.....	1,215	1,343	1,570	846	2,981	.....	.....
Netherlands	.....	500	.....	.....	.....	.....	.....	.....
English possessions in Asia	.....	2,111	.....	.....	.....	.....	.....	.....
Uruguay	.....	.....	59	.....	.....	.....	.....	.....
Porto Rico	.....	.....	.....	.....	.....	416	.....	.....
Dominican Republic	.....	.....	.....	.....	.....	94	.....	.....
Other countries	3	5	2	2	2	3	.....	849
Total	27,480	27,342	16,182	18,501	15,192	18,752	22,592	21,476
CIGARS.								
Cuba	38	41	84	50	44	87	.....	58
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Other countries	1	.....	1	1	.....	1	.....	1
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All the tobacco that is brought into the country, except a small amount imported by individuals under the so-called Tarifa de Regalía, approved by the royal order of March 23, 1906, is introduced by the Compañía Arrendataria de Tabacos, which at present controls the monopoly of sale and manufacture within the country. Except for cigars from Cuba and the Philippines, the import is almost exclusively of leaf tobacco for the company's factories.

"The rising prices of tobacco and the increasing tobacco scarcity in the local market have recently given renewed insistence to the demands for the privilege of cultivating the plant locally. Experiments already made indicate that in certain regions of Spain good results can be obtained. In trials made at Zaragoza the yield per hectare (hectare=2.47 acres) showed great variations—2,944 kilos (kilo=2.2 pounds) of dried leaf were obtained from seed of the Virginia Lacks variety, 1,444 kilos were obtained from the so-called Kentucky seed. Vuelta abajo yielded only 201 kilos, though it is believed that efforts at acclimatization might make this variety one which would give a heavier crop.

"Up to the present time, however, the permission to cultivate, which appears to have been contemplated in the contract entered into by the Compañía Arrendataria de Tabacos in April, 1887, has never been granted, since the regulations under which the plant could be grown have not been issued. On December 30, 1919, a royal order issued (published in the Gaceta de Madrid, Jan. 17, 1920, page 178 and following) authorizing the planting of tobacco under strict regulation. The rules adopted are intended rather to encourage experiments in tobacco culture than to outline the conditions under which extensive cultivation may be carried on. That which is produced may be devoted to local use, through the Compañía Arrendataria de Tabacos, or may be exported. Permissions to cultivate the crop are granted only to landowners who can prove to the Government that they are in a position to cultivate the crop to advantage, and who are willing to undertake plantings of such size and located in such places that Government supervision can be given in an effective manner. Strong guaranties must be given to insure that there shall be no fraud practiced upon the revenue."

INCREASED PRODUCTION

Is the nation's greatest demand—Greater economy urged—Synopsis of resolutions adopted at the eighth annual convention of the Chamber of Commerce of the United States.

ATLANTIC CITY, N. J., May 3.—Increased production and economy in expenditure were put forward by the Chamber of Commerce of the United States in its eighth annual meeting just ended here as a solution of many of the country's industrial and social problems. A national program of increased production was drawn up by the more than three thousand business men attending and was put forward in a series of resolutions.

Joseph H. Defrees, of Chicago, formerly vice-president and chairman of the executive committee of the Chamber, and at one time president of the Chicago Association of Commerce, was named to head the institution in the place of Homer L. Ferguson, of Newport News, Va., who retired after a one year term.

The resolutions of the meeting, which was called an "Increased Production Convention," declare that:

The country's problems can be largely solved through increased production and economy must be practiced by public authorities and by every citizen.

A treaty of peace should be put into effect without more delay.

The government should refrain from entering any field of business where it can be conducted by private enterprise.

American ideals should be maintained.

Agricultural organizations should be taken into the chamber as an integral part of business.

Railroad transportation facilities should be built up.

Congress should expedite shipping legislation as the means of giving the country a merchant marine.

Adequate appropriation should be made for development of waterways.

The traction situation should be improved.

Pivotal industries should be protected.

It is the duty of every one to join in preventing firewaste.

It is imperative that the war department delay no longer in making final disposition of war plants and machinery.

Public welfare requires that immediate compensation be made for war damages.

Changes in postal rates without determination of the results on business enterprise may have inequitable effects.

A national budget should be adopted.

The Chamber should hold a referendum on taxation.

The Chamber opposes a general cash bonus given to all men who served in the war without any discrimination.

Provision should be made for supplying populations with the necessities of life in emergencies.

More Tobacco Taxes

Of proposals to increase revenue, now before Congress, the following is one that is said to be receiving serious consideration.

Tax on Cigars, Tobacco and Manufactures Thereof

Sec. 706. (a) On cigars, cigarettes, tobacco and snuff manufactured in or imported into the United States, and sold between December 1, 1920, and November 30, 1922, both dates inclusive, by the manufacturer or importer, or removed during such period for consumption or sale, there shall be levied, collected and paid under the provisions of existing law, in addition to the taxes now imposed thereon by law, the following taxes to be paid by the manufacturer or importer thereof:

On cigars of all descriptions made of tobacco, or any substitute therefor and weighing not more than three pounds per thousand, 25 cents per thousand. On cigars made of tobacco, or any substitute therefor, and weighing more than three pounds per thousand, if manufactured to retail at not more than 5 cents each, 50 cents per thousand.

If manufactured or imported to retail at more than 5 cents each, and not more than 8 cents each, $1.00 per thousand.

If manufactured or imported to retail at more than 8 cents each, and not more than 15 cents each, $1.50 per thousand.

If manufactured or imported to retail at more than 15 cents each, and not more than 20 cents each, $2.00 per thousand, and

If manufactured or imported to retail at more than 20 cents each, $3.00 per thousand.

Of cigarettes made of tobacco, or and substitute therefor, and weighing not more than three pounds per thousand, $1.00 per thousand; and

Weighing more than three pounds per thousand, 80 cents per thousand; and on tobacco and snuff, 2 cents per pound.

(b) The taxes imposed by this section shall be levied, assessed, collected and paid on the same basis, in the same manner, and subject to the same provisions of law including penalties, as the taxes imposed by sections 700 and 701 of the Revenue Act of 1918.

Hard to Get Belgian Glass

C. E. Herring, American trade commissioner at Brussels, reports that it is almost useless for American manufacturers and importers to visit Belgium or conduct negotiations in the hope of obtaining shipments of plate glass. The syndicate of plate-glass manufacturers (Mutuelle des Glaceries Belges) is overwhelmed with domestic and export orders, including several hundred from the United States, which can not be filled under present conditions. The syndicate since the war has adopted the policy of attempting first to supply its pre-war customers at home and abroad; but production is so insufficient that old customers in the United States and other export markets are receiving less than 50 per cent of their average pre-war purchases. The entire output of the Belgian plate-glass works is disposed of by the syndicate, and it is useless for prospective purchasers to apply to individual factories.

GETTING RESULTS QUICKLY

Albert Frank & Co. the First Advertising Agents to Erect Their Own Building

Progressive advertising firms in New York have kept pace with the tremendous growth of the advertising business within recent years. It remained for Albert Frank & Co., however, to achieve the distinction of being the first advertising agency in this country to build their own home.

The firm began to do business in 1872, under the name of Mandel & Frank. During all these years the firm has changed its place of business only five times. In each instance the old quarters were given up and the new ones selected because of the necessity of more space and increased facilities to meet the rapid increase in business.

And that is what is happening now. The six addresses have been 67-69 William St., 149 Broadway, 152 Broadway, 71 Broadway, 25 Broad St., and 26 Beaver St. Since May 1 it has been 14 Stone St.

There Albert Frank & Co. have built a handsome new home. It is a steel and brick six-story and basement structure, with an ornamental sandstone front.

One of the features of this undertaking is the speed with which it has been accomplished. Only on Feb. 10 did they take title to the property, on which stood an old brick building, that was found to be absolutely useless for the purposes of the firm.

It was sold and torn down. In its place has been erected—in only two and a half months—a model structure throughout, from the best materials. In fact, while in process of erection it came to be spoken of as "The Mushroom Building," because of the speed with which the work went forward, while on various other operations in the same neighborhood work was practically at a standstill. The Charles G. Duffy Company had the general contract for the work.

Tobacco Stocks

	Bid	Asked
Am. Cigar Company.....	125	132
Am. Cigar pf.....	80	86
Am. Mach. & Fdy.....	125	150
American Snuff	95	101
American Snuff pf.....	79	85
American Sumatra	88½	89½
American Sumatra pf....	90⅛	95
American Tobacco	225¼	235
America Tobacco pf. new	91½	94
Conley Foil (new).....	23	26
Geo. Helme com.....	163	170
Geo. Helme pf.....	96	100
Imperial Tobacco	9½	10½
Johnson Foil	105	120
J. S. Young.....	125	135
J. S. Young pf.....	90	100
Liggett & Myers.....	160	165
Liggett & Myers B.....	150	175
Liggett & Myers pf.....	100	105
Lorillard P.....	136	138
Lorillard P. pf.....	104	108
McAndrews & Forbes...	157	162
McAndrews & Forbes pf.	85	92
Porto Rico Am. T.....	120	130
R. J. Reynolds "A".....	.600	625
R. J. Reynolds "B".....	490	510
R. J. Reynolds pf.....	100	103
Tobacco Products	63	64
Tobacco Products pf....	80¼	90
United Retail Stores.....	69⅝	70
Weyman Bru. com.....	162	170
Weyman Bru. pf.....	95	99

AGAINST THE INCREASE

Tobacco Is Sufficiently Taxed

A legislative bulletin, dated April 30, issued by the T. M. A., is as follows: "According to authentic information, the Ways and Means Committee of the House of Representatives is about to report a bill to provide additional revenue to cover the amount necessary to meet the proposed *Bonus* legislation.

"It is reported that among the various tax items tentatively agreed upon by the Ways and Means Committee there is included a proposed increase of thirty-three (33) per cent on cigars and tobacco, and an increase of sixty-six (66) per cent on cigarettes.

"From a yearly revenue of approximately one hundred million dollars paid by the tobacco industry under the pre-war tax rates, the revenue derived from the industry has been increased to such an extent that for the fiscal year ending June 30, 1920, under the existing tax rates, it will amount to two hundred and ninety-six million dollars.

"As a result of this extraordinary increase in taxation, the cigar branch of our industry has suffered a loss of business to the extent of 1,155,892,993 cigars per annum, as shown by comparing the withdrawals for consumption for the year 1919, which amount to 7,110,877,600, with those for 1917, the last year under the pre-war tax rates, which amounted to 8,266,770,593.

"So, too, the sales of tobacco and snuff have dropped from 481,140,957 lbs. in 1917, the last year under the pre-war tax rates, to 411,854,264 lbs. in 1919, under the increased tax rates.

"Needless to say, no branch of our industry—whether cigars, cigarettes or tobacco—can stand any additional taxation without suffering disaster. Moreover, if it should become the practice of Congress to place additional burdens upon any branch of the tobacco industry every time new revenue is needed, where and when will it end?

"This association will, of course, protest most earnestly against any increase in taxation on any of the tobacco products, and it will make every proper effort to convince the legislative powers of the unjustness of such action. But, in view of the supreme importance of this matter, it is urgently requested that every one connected with or interested in the tobacco industry at once express his views—by telegraph or letter—to the Hon. Joseph W. Fordney, chairman of the Ways and Means Committee, House of Representatives, Washington, D. C., as well as to the Congressmen of his own district, and every other Congressman that he may know.

"We would appreciate being advised of any action which you may take in the premises."

HE SMOKED 107 YEARS

Thomas Morris, an Old Welsh Shoemaker, Died at Grand Island, Neb., Aged 126.

GRAND ISLAND, Neb., May 3.—If the use of tobacco is prejudicial to health, if smoking assists to shorten a man's life, support for such a theory is not obtained in the experience of Thomas Morris, who died at his home here yesterday, aged 126.

The age of Morris can not be successfully disputed. There is documentary evidence to prove that he was born in North Wales on January 15, 1794.

He came to the United States in 1850. He came West and eventually he settled here. He was a shoemaker by trade and he worked in his cobbler shop here until he was 125 years old.

Until Prohibition became effective, Morris took a drink occasionally. And he was a confirmed smoker. He began to smoke when he was 19 years old. And every day for 107 years he "enioyed his pipe."

Because he was afflicted with a club foot, he was unable to enlist in the British army and serve in the Napoleonic wars. But one of the old man's most thrilling moments was associated with the return of Wellington from Waterloo.

Tobacco Companies Advantageously Financed

Ability to Obtain Money on Easier Terms Is Proof of Good Management and Certain Growth of Business.

"With some corporations financing their requirements on a basis as high as 8 per cent and first class railroads paying as high as 7 per cent interest, the position of the big tobacco companies stands out in sharp contrast. These concerns have experienced little difficulty in obtaining new capital. That requirements are not larger can be attributed to fact that conservative policies have been followed during last three years and resources have been carefully conserved. Managements of leading tobacco companies were able to see prosperous business conditions ahead and looked after requirements well in advance," says the *Wall Street Journal.*

The American Tobacco Co. in November, 1918, issued $25,000,000 7 per cent serial notes which eliminated the company's floating debt. Of this $5,000,000 was paid off Nov. 1 last, and the remaining $20,000,000 mature in annual instalments of $3,333,000 until Nov. 1, 1923, when final $10,000,000 will fall due. This has eliminated necessity for American Tobacco Co. to borrow additional money as price for leaf tobacco continued to advance and increasing business demanded larger supplies of raw materials.

Also the American Tobacco Co. has been able to purchase a cigarette paper factory in France from which shipments have been coming since Jan. 1, 1920. This is effecting a saving of $100,000 monthly, or $1,200,000 a year, equivalent to approximately 3 per cent on common share capitalization or one-third of amount required for redemption of notes during next three years.

From March 1, 1918, until June 1, 1919, inclusive, American Tobacco Co. paid dividends on common in scrip redeemable in class "B" non-voting common. At close of 1917 company's profit and loss surplus stood at $39,181,756. It had increased to $49,346,443 at the close of 1919. In the meanwhile scrip issued in payment of dividends amounted to $12,072,270. Under the company's offer to redeem scrip for "B" stock at 110, it will be necessary to issue $10,975,200 class B stock. Since 1917, increase in profit and loss surplus was $10,153,862, so that redemption of scrip will amount to little more than capitalizing increase in surplus in last two years.

Both the Liggett & Myers Tobacco Co. and the P. Lorillard Co. have found it necessary to raise additional capital recently. Both were able to meet their requirements through sale of common stock at par.

Liggett & Myers Tobacco Co. issued $5,374,100 additional common stock March 1 and will issue a similar amount June 1. P. Lorillard Co. issued $6,062,240 May 1. In both cases right to subscribe given stockholders commanded a premium in open market.

In August, 1919, R. J. Reynolds Co. issued $15,000,000 3-year 6 per cent gold notes, offered at a premium of from ½ of 1 per cent to 2 per cent. This was for the purpose of financing purchases of raw materials. At the beginning of this year, company gave shareholders right to subscribe to $10,000,000 new preferred stock. This was for the purpose of providing capital to take care of increased business. According to a director of company, its position with respect to working capital is strong and there is no need for financing in sight.

The General Cigar Co. was another company that took time by the forelock in the matter of financing. Last July it sold $5,000,000 of 7 per cent debenture preferred at par, and $5,000,000 common stock. This placed it in a position where it could acquire new plants and increase productive capacity.

This financing was done at a time when the tobacco industry was in throes of depression which followed the war boom. Despite many uncertainties which then existed, tobacco manufacturers saw brilliant prospects and laid their plans accordingly.

In the latter half of 1919 tobacco manufacturing recovered rapidly and companies went into 1920 with business on the upward trend. First quarter is usually poorest in the year but business was larger than usual in the first quarter of 1920. This is looked upon as indicating the largest year in history of the companies.

Because of the fact that buying of tobacco is seasonal, heaviest requirements of tobacco companies are at year-end, when there is an enormous carry-over of leaf. This is consistently reduced as it goes into process of manufacture. Since first of year, inventories of tobacco companies have come down rapidly, and position with respect to working capital has been correspondingly improved.

An Industrial Experiment in Danville

DANVILLE, May 2.—Though it is associated with cotton and not tobacco, an experiment in industrial management, proving successful here, may attract more than casual attention in other centers of manufacturing.

The six thousand operatives of the Dan River and Riverside Cotton Mills voted themselves a substantial increase in their earnings, which became effective today. Their action was made possible by the system of industrial democracy which was originated by H. R. Fitzgerald, President of the corporation, and went into operation last July. Under this system all rules governing the mill operatives and concerning their welfare are made by a democratic government, modeled after the American National Government.

A House of Representatives composed of employees and elected by their votes initiates legislation for their government. The House has 125 members; its first speaker ran a loom in the Riverside branch plant.

In this scheme of industrial Democracy, a Senate composed of foremen and administration officers of the $15,000,000 company is a co-ordinate branch of the Government. It has sixty-six members. A Cabinet made up of nine executive officers of the corporation sits as an advisory body for the two houses and possesses the power of veto on legislation. Just as Congress can override a veto by the President in Federal legislation, so a two-thirds vote of both houses of the Industrial Democracy can override the Cabinet's veto of its legislation.

Equal suffrage was recognized in the formation of the plan as essential to its justice. Two women are members of the Senate and nine of the House.

The owners of the mills estimated that a saving of more than $500,000 would be made in the first year by economies effected by the employees themselves in the operation of the system. The owners agreed to divide the profits resulting from the economies equally with the employees as a bonus, for the system does not contemplate the sharing of all the company's profits with the employees, but only of the profits resulting from their economies.

It would seem these products are greater than was expected. The Senate and House introduced a concurrent resolution ordering an increase of 10 per cent. in the bonus; but, not being avaricious the Senate and House made the increase contingent on the continuance of full-time work during a fifty-five hour week. The Senate and House passed the bill unanimously, and it was placed before the Cabinet. This was the first bill bearing on the employees' earnings and never was action by the Cabinet in Washington or, indeed, by the President of the United States, watched with greater interest.

The Cabinet—made up of nine of the corporation's executive officers, remember—approved the bill.

Many Will Miss "Mat" Berriman

Mathew Berriman of Berriman Bros., of Tampa and Chicago, died at Corinth, Miss., Sunday, a week ago. At the time of his death he was on his way from Chicago to Tampa.

"Mat" Berriman was one of the best known cigar manufacturers in the United States. Capable, popular, successful and deserving of success, he contributed largely to the upbuilding of a big business. And he made and held a host of friends in the trade.

He had been in poor health for some time. In fact, the death of his only son, Lieut. George W. Berriman, who was one of the first of America's heroes to be killed in France, was a blow from which "Mat" Barriman never fully recovered.

New York City Will Send a Number of Prominent Men to the National Cigar Leaf Tobacco Convention at Dayton

The Trustees of The Leaf Tobacco Board of Trade of New York met in the offices of The Stern-Mendelsohn Co., Tuesday afternoon and elected the following delegates to attend the Annual Convention of the National Cigar Leaf Tobacco Association at Dayton on May 24 and 25. The delegates chosen were Chas. R. Goldsmith, Joseph F. Cullman, Sr., Percival L. Lowe, Henry Rothenberg, Carl W. Wobbe, J. M. Rosenthal, Milton Greenhall, Wm. S. Brill, Friend Tobacco Co., Henry Fisher, Joseph Mendelsohn, Henry Oppenheimer, Benjamin H. Wasserman, Philip H. Wasserman, J. Rosenberg, Joseph Haas, John J. Fielding, Chas. Meisner and Benno Rosenwald.

Another meeting will be held Tuesday at the same place and hour to arrange details of the trip.

"Reynolds Tobacco" Stock

R. J. Reynolds Tobacco Co. class "B" common stock on Tuesday sold in odd lots at $510, a new high level. Odd lots of the "A" stock recently were turned over as high as $620. There are no substantial offerings of either class of stock around current levels, although there is a brisk demand.

"This demand is said to be based upon a contemplated readjustment of the capital of the company. Announcement may be made within a day or so," says the *Wall Street Journal.* It is understood that the plan involves an increase in the capitalization which would probably be followed by the declaration of a stock dividend. This dividend, it is expected, may amount to as much as 200 per cent.

"Par value of the shares under the plan now being considered will be reduced from $100 to $25 and shareholders will receive four new shares in exchange for each share held. If the stock dividend of 200 per cent is declared, it will give the present holder of one share twelve shares of new stock."

According to reports received in New York Tuesday, there were bids at Winston-Salem of $42 for the new stock.

It is expected that application will be made to list the new shares on the New York Stock Exchange.

CIGAR BOX QUESTION

To Be Brought Before the T. M. A. Convention by the Cigar Manufacturers of Greater New York

The movement of cigar manufacturers in protest against the increasing cost of cigar boxes was accelerated at a meeting of the Cigar Manufacturers' Association of Greater New York, Thursday night. The association decided to carry the question before the T. M. A. convention in Washington and appointed a committee to gather such statistical information and to take such steps as may be necessary to present a formal protest to the convention. This committee consists of Emil Klein, I. Rosenthal, and L. A. Lincoln.

A communication bearing on the subject was sent to Secretary Dushkind of the T. M. A., so that the association may be fully informed as to steps being taken.

Expressions at the meeting were to the effect that everything possible should be done to have the New York City cigar manufacturers 100 per cent strong behind the movement.

Why Cigar Boxes are Scarce and High

An Explanation from the South

Says the *Cigar Box:* "We are indebted to a good friend who has recently returned to the East after a trip through the lumber section of Mississippi and Arkansas for the following outline of conditions as he found them:

"Word has come from Mobile of the great scarcity of logs and a still further advance in the price of logs—and a poor quality at that.

"The increase may look like a big jump on top of the other raise, but if the cigar manufacturers who are making such a kick about the prices of cigar boxes had had the lumber man's experience of the past eighteen months, they would have advanced prices one hundred per cent.

"While on my trip I had occasion to go to Memphis and saw the river at forty and a half feet above normal, the highest since the big flood of 1912. I crossed the Mississippi River on a car float at night. It was pitch dark and we could not see a thing, except what the flash light of the steamer showed. We crossed a mile of what was ordinarily dry land before striking the river proper—went right over the tree tops. The river itself was more than a mile wide at that point and it was some experience!

"Incidentally I ran across some prices from veneer mills making stock for furniture. They are asking $20 per M ft. for poplar 1/20th inch thick, $50 per M ft. 3/16th inch thick, and $60 per M ft. for ¼ inch thick. This is not No. 1 stock by any means, and is rotary cut. No work on it except to dry it and ship it. The prices of cigar box lumber are very low compared to these.

"Here are some prices I have just received from one of the largest and most reliable houses in the business:

"Three-sixteenth inch gum drawer bottoms, $64.50 per M ft.; one-quarter inch gum drawer bottoms, $71.50 per M ft.

"This is ordinary stock, unselected for color, merely cut to sizes. Not one-tenth the work on it that there is in making cigar box lumber. The manufacturer gives as the reason for the apparently abnormal prices, lack of production, high cost of logs and labor.

"He must pay the larger part of his help whether the mills are running or not, in order to hold them. If any logs come on the market he must bid against the lumbermen to get them.

"Logs were never so scarce in the South before.

"I was in Arkansas and Mississippi, and the recent floods and storms have made matters much worse.

"Out of thirty-eight mills at Memphis, I was informed that not over six were running. All on account of the shortage of logs. Why wouldn't this make logs high, with practically every mill wanting them?

"At the mills in the South there is no lumber of any consequence. This means it will be several months before any lumber of any amount will come on the market, and in turn this means a continuance of present prices for some time to come. This applies to cigar box lumber, heavy lumber and rotary cut stock.

"The cigar box manufacturers will simply have to do the best they can until production becomes normal, and in the meantime pass along the advances to the cigar manufacturer, who has no hesitancy in passing it to the consumer."

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THE MANUFACTURER'S PREDICTION

In boyhood, he began to learn how to make cigars. He served his apprenticeship. He was properly taught. For years he continued to be a journeyman cigar maker, first in Cuba and later in New York. Wherever he was employed, he took pride in his work. He became more proficient. He had "skill in his fingers and ideas in his head." He studied tobacco, he experimented, actuated by a desire to be able to produce the very best. He earned what was considered "good money" in those days. And, each month he put away a part of his wages. Eventually, he went into business for himself. He commenced modestly, investing most of his small capital in choice Vuelta Abajo tobacco.

As a manufacturer, he was known to be square. Always he kept his word. He made good cigars. He depended on quality to promote sales. His profits were not large. At the outset he had a hard struggle. He succeeded slowly but surely. His ambition was to give good value and get a just price. He did. Merit advertises itself. His trade expanded. His clear Havanas became favorably known from coast to coast.

A likable man, hospitable, generous, kind, yet he was sufficiently old fashioned to want to run his own business.

He was willing to pay high wages for good work. He was ready always to help an employe, sick or in distress. He could overlook the short comings of an apprentice, he would make due allowance for the inefficiency of a beginner. But, when men who claimed to be skilled cigar makers proved themselves to be very indifferent workmen, he became impatient. When lazy, wasteful, incompetent, unfaithful employes attempted to tell him how he should conduct his factory, he was righteously indignant.

He didn't propose to have his reputation jeopardized. He wouldn't permit his brand to be made less excellent. He had no intention of allowing a high standard of quality to be lowered.

Concerning money matters, he wasn't so adamantine. He was disposed to be liberal. Memory took him back to hard times when he was a journeyman cigar maker. He remembered how big a dollar seemed to be in the days of his youth. He had compassion. He desired to be fair. And, cheerfully enough, from time to time, he agreed to pay more. Eager to increase production, he hoped that higher pay would assist in obtaining a larger output.

But, the more he paid per thousand, the less reliable the workmen were. They worked fewer hours per week. They stayed away from the factory at times when their services were most needed. Though their wages in part were responsible for reducing his profits, what did the workmen care?

He was a capitalist, a bourgeois to be squeezed on each possible occasion.

Instead of showing any appreciation or gratitude for good treatment and better pay, most of the cigar makers agitated constantly for greater increases. And too often, on some trumpery pretext, they would delay the work. Many of their complaints were but veiled excuses for creating trouble.

Wearing an $18 silk shirt and a pair of tan shoes that cost $23, a cigar maker would remind the boss of the high cost of living and suggest "a big strike" if another raise was not forthcoming. Such baiting continued for weeks. Goaded, almost to desperation the manufacturer continued to operate his factory because he had many customers clamoring for cigars. He felt obligated to supply the trade so far as he possibly could.

Eventually, in Tampa, the strike came. The workmen quit.

With a sigh of relief, the manufacturer turned the key in the door of his factory.

"When we open up again, conditions will be different," he said.

IN THE CAGAYAN VALLEY

The tobacco districts of the Cagayan Valley are associated in an important way with future developments and prosperity in the Philippines.

From Manila, a railroad, at a time not very distant will tap the valley. Also, port improvements in the vicinity of Aparri will enable large ocean going steamers to enter the Cagayan River. Thus given quicker, cheaper and more advantageous communication with other ports of the Philippines, this naturally rich region of Northern Luzon will begin to give the outside world a better idea of its productive capacity.

Despite its great agricultural possibilities, the Cagayan Valley at present is rather sparsely inhabited.

If attempt were made now to grow tobacco on all the potential tobacco land in the provinces of Isabela and Cagayan, not nearly enough labor could be obtained in the valley.

The natives do not lack intelligence, neither are they less industrious than others. For backward conditions that long have existed in the valley, it would be unfair to blame the inhabitants. Rather should they be credited for the efforts they have made in recent years.

The land and the climate are unusually favorable to tobacco growing. For more than a century, tobacco culture has been the chief industry in Isabela and Cagayan. Yet for the most part, in Spanish times, the people of the two provinces were deplorably poor.

Even after the Islands were under the American flag, the materialization of various plans for improvement did not immediately occur. More recently, however, have come assurances that great progress will be made in the Cagayan Valley. The rising generation of Filipinos is obtaining an education. The school system established in the Islands 20 years ago is attesting its influence on the entire population. In many respects the people of the Philippines are quite different from what they were in 1898. They have advanced greatly. In every walk of life they are manifesting ability. Things previously declared to be "impossible" are accomplished with apparent ease. A new day has dawned upon the Philippines.

General Frank McIntyre, chief of the Bureau of Insular Affairs, who returned to Washington, recently after making a trip of inspection to and through the Philippines, reports that the Filipinos have every promise of increased and enduring prosperity. Betterment, improvement, steady development is not restricted to the cities. In the country districts, special progress is being made. In all directions, one can see substantial gains achieved.

General McIntyre knows the Philippines. Concerning the Islands and their possibilities his knowledge is very accurate and comprehensive. And when General McIntyre endeavors to promote the welfare of the Filipinos, his heart is in his work. He is tireless, he is zealous, he is optimistic. The duties of his office are many and various. But to a notable extent they touch on the upbuilding of Philippine trade, the development of the resources of the archipelago and the safeguarding of insular finances.

On his trip to the Philippines, General McIntyre visited the Cagayan Valley. His journey was no junket. He sought information. And he took time and trouble to get it straight. He went over the route of the projected railroad. He inspected the tobacco experiment station. He looked over, carefully, the little farms that are demonstrating to the natives of the valley the value of improved methods. He went to the mouth of the river. He took account of the present obstructions to navigation. On the ground, he studied the plans and estimates of the engineers. He came away having definite ideas as to what should be done and what best could be done.

Indirectly, at least, as a result of his visit, the tobacco industry and the cigar trade will be benefited. For the greater development of the Cagayan Valley means, in years to come, a largely increased output of desirable tobacco.

WHAT KIND OF A TAX?

While apparently the most fair of all taxes, a tax on income in practice is often a tax on conscientiousness and honesty as well as on income. Many sources of income are difficult and often impossible for Government authorities to trace; there are wholesale opportunities for evasion. A consumption tax or a sales tax would be certain to compel these evaders to pay at least a part of their burden, and they would pay it in direct proportion to their expenditures. It has been urged that such a tax would not adequately reach the largest fortunes, but when the suggested tax is a supplement to the already existing income tax this objection has no force. While a flat rate on all sales would have the advantage of simplicity, this might be too dearly purchased at the expense of fairness. It would probably be better to exempt the tax on a few urgent necessities, such as foodstuffs, but to place an added percentage on articles of luxury and vanity. Many high-priced articles are bought not because they add to comfort, but simply because they are known to be high-priced. In such cases the tax would be paid entirely by the purchaser, without even the effect of apparently diminishing sales.

Representative Ackerman has introduced into the House of Representatives, a bill (H. R. 12821) which would place a tax of 1c on each 100 matches sold, whether of domestic or foreign manufacture, said tax to be paid by the person purchasing the matches.

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More now, perhaps, than ever before, men are taking note of the quality of the cigars they buy.

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The bigger the attendance, the more earnest the discussions that take place, the better for the entire trade will be the T. M. A. convention at Washington. Will you be there?

SHORT STORIES OF THE TRADE

Saunders & Karsch, leaf dealers, have moved to the corner of Burling Slip and Water street, New York.

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L. Goldberg, the leaf dealer, has moved to new quarters at No. 239 Pearl street, New York, immediately opposite to old quarters.

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Merritt W. Skinner, a representative of the R. J. Reynolds Tobacco Co., was married last week to Miss Lillian Hammond of Lewiston, Me.

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Though not so much is being said about developments there, New Orleans is gaining business steadily because of increased cigar production.

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Sartorius & Co., Havana leaf importers, have moved into their own building at No. 1 Burling Slip, New York. They had been at 136 Water street for many years.

—

A. A. Stanhope, who for several years was one of the office force of the International Planters Corporation, has left the company to engage in other business.

—

The Standard Leaf Tobacco Co. (Eli Bunzelman, President) has moved from 100 First street to more suitable quarters affording room for handling increased business at No. 244 Pearl street, New York.

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The Schulte Cigar Stores Co. has leased for a long term of years the triangular block at the junction of Summit and Sip avenues, at Jersey City, adjoining the Summit Avenue Station of the Hudson Tubes.

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Leo Michaels, president of Schinasi Bros., Inc., will represent the Tobacco Products Corporation at the convention of the Tobacco Merchants' Association to be held at the Hotel Willard, Washington, May 19, and 20.

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The new Ohio law provides that all dealers in cigarettes who have not obtained their new license by the fourth Monday in May or who do not display their tax receipts will be subject to penalty. The penalty is $200 for retailers and $800 for wholesale stores.

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Sidney Goldberg, president of Simon Batt & Co., is making an extended trip to the Pacific Coast. At present he is in Washington State. The second new factory of the company established out of the city will be operating about May 15. Business is exceedingly good with this concern.

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A strike took place in the factory of Harris & Son, No. 94 Greene street, New York, Tuesday morning. On account of the strike Harris has decided that he will not open his factory again in New York, but he will commence manufacturing elsewhere in the very near future, arrangements being practically completed for commencing work in another city.

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The entire third floor of the Terrell Building at Riverhead, Long Island, has been leased to a large cigar manufacturing concern, which will open a branch factory there. A representative of the concern, which also has a factory at Sayville, Long Island, has engaged a number of local cigarmakers. Riverhead already has a large cigar factory, J. H. Newins & Son, which was established half a century ago.

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Recently, according to the instructions, agents of the revenue department from Washington toured the first Pennsylvania district and reported to Mr. Lederer that in Philadelphia alone more than 5,000 concerns were noted that employed child labor. Subsequent information returns filed in connection with the child labor tax show that only 300 employers in the entire first district have supplied the desired information in their returns and paid their child labor tax.

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E. H. Briody, general western representative of Kraus & Co., Inc., of Baltimore, in company with John Christian, of the Steele-Wedeles Co., have been doing some great work placing La Teresa and the new packing of In-B-Tween seniors in Chicago. The new In-B-Tween packing, two cigars in foil, to retail for 25 cents is "a trade getter sure enough." The Kraus & Co. brands have a fine distribution in the loop and elsewhere. In fact they are selling so fast that Steele-Wedeles Co. is rushing hurry up orders for more goods.

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Whether Minneapolis will be represented at the Tobacco Merchants' Association convention to be held in Washington, May 19 and 20, depends upon the action to be taken by the Cigar Dealers' Association. This matter was threshed out at a meeting of the executive committee and it recommended that the sending of a delegate be abandoned. The Association adopted this recommendation, but upon request by several members the matter was reconsidered and action at an early date may be favorable to the sending of a representative.

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Chairman Frank Shealy of the South Carolina railroad commission, while in Lexington, S. C., one day last week, bought a Tampa made cigar. Immediately he "lighted up," intending to enjoy a smoke. But before the cigar had burned very far, there was an explosion. A bullet, from a .22 caliber cartridge, imbedded in the cigar shot out and struck the face of a negro girl who was standing near the cigar stand. The accident was not fatal. That such a thing could occur, however, was a case of carelessless or worse calling for an investigation at once. As yet, though, it has not been explained how the small cartridge happened to be in the cigar.

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Somewhere in the country, tied up in freight yards or lining sidetracks are hundreds of carloads of matches that New York City cigar dealers are waiting for anxiously. The stoppage of freight by strikes and embargoes has caused a famine in gift matches. So acute is the situation that the United Cigar Stores Co. has run out of the book matches that it gives to customers, and for the present is giving only a few loose ones with a purchase, just enough to get the man to the next stop. The great quantities held up is shown by the fact that during one month, January, 1920, the United gave away $15,000 worth of book matches in its Greater New York stores.

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While Barney J. Byer, proprietor of a small cigar and newspaper store at 74 Center street, New Haven, was out getting a bite to eat Wednesday night, a week ago, burglars took advantage of his absence, used a skeleton key on the front door and robbed the establishment of several cartons of cigarettes. Officer Welch, making rounds, discovered the door open and located Byer. An inventory showed that only the cigarettes were missing. In a hallway leading into the office of the New Haven *Union* the policeman later found part of the stolen goods. It is believed the thief hid the stuff there intending to return for it later. The officer kept watch of the doorway for some time but the looter failed to return for the hidden cigarettes.

Recent increases in the prices of cigar boxes have given new impetus to the movement looking to the use of tins as a substitute, which, so far, is hardly out of the experimental state. Now S. Monday & Sons, whose Brooklyn factory turns out cigars by the millions, have decided to use tins extensively and have ordered them in large quantities for use as soon as they are delivered. It has been found that tins are regarded very favorably by dealers in the West, much more so than in the East. Those used by the Mondays will be lined with cedar veneer and while the cost may not be much below that of the boxes, an uninterrupted supply of them can be depended on.

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Bronson-Lord & Co., a wholesale house dealing in tobacco, cigars and confectionery, is being established at 437 West Main street, Watertown, N. Y. The firm is composed of Frank A. Bronson of Binghamton, N. Y., president of the Bronson Tobacco Corporation of that city, Fred H. Lord of Carthage, N. Y., for many years the successful representative and manager of the Binghamton corporation in the northern counties, and Harold S. Lord, a prominent young business man of Watertown, who will take charge of the office management of the firm in Watertown. Bronson-Lord & Co. will be associated with the Bronson corporation of Binghamton insofar as it will derive the benefit of collective buying and other privileges of the large organization.

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It may be that 23 is the original and genuine "skiddoo" number, but you've got to tell it to someone else than Gustav A. Otto. Mr. Otto says so himself and he ought to know because he is doing a manufacturing and retail cigar business at No. 23 Broadway, Brooklyn, that has been on the same spot for fifty-three years. The business was started by his father-in-law, Charles Seidenzahl, in 1857 on Broadway, near the Plaza and ten years later moved to its present address, where it has remained continuously. This is one of the few cigar manufacturing enterprises that was adversely affected by prohibition, for the reason that it had built up a large patronage among saloons for which it made exclusive brands. The business thus lost, however, is being compensated for by private box trade that is being developed rapidly. The principal brands now are Night Stick, retailing for 18 cents, or three for 50 cents, and La Excepcion, formerly 10 cents, now 12, and which must be a good smoke because it has been made and sold regularly since the business was started sixty-three years ago.

—

The adoption of a seven-hour day by the Cigarmakers' International Union, effective May 1, 1921, will not greatly affect the industry except to improve the health of the workers, according to John Kammerer, secretary of local 25, at Milwaukee. Before the adoption of the eight-hour day by the union more than a score of years ago, Kammerer said, tuberculosis was prevalent among cigar makers, while now it has practically disappeared. "The general betterment of the health will come," he said, "through relieving the nervous strain under which cigarmakers work. Most of them work on piecework, and have proven that shorter hours have not interfered with production, but have enable the worker to spend more time out of doors, which means more exercise and better health generally. "Cigarmakers can earn as much as $50 or $60 a week under the piecework system," Kammerer admitted, "but the strain makes it impossible for them to keep up the pace for more than a week or two at a time."

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All Grades of North Carolina and Virginia Leaf Tobacco and Strips

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FARMVILLE - - - - - - NORTH CAROLINA, U. S. A.

Tobacco Acreage Slightly Increased in Georgia

About 25,000 Acres Will Be Planted—Profiting by the Experience of Last Year—A Shortage of Labor—Work Somewhat Retarded by Cool Weather—Steps to Encourage More Careful Cultivation—Valdosta Will Be a New Tobacco Market—Putting the Industry on a Permanent Basis—Much Money Being Invested in the Business.

April 29.—A careful survey of the tobacco section of South Georgia seems to indicate that there will be a slight decrease in acreage as compared with last year.

The decrease will probably be between 15 and 20 per cent. The greatest decrease will be in Stewart County and the counties directly south. Last year there were about 30,000 acres of tobacco planted in Georgia. The acreage this year will probably be about 25,000. This cut in acreage is due mainly to shortage of labor and to some of the farmers becoming discouraged last year because of the rainy season.

But this is not discouraging, and does not mean that less tobacco will be produced this year. With a normal season on, Georgia should produce as many pounds on two thirds the acreage she had last year.

The low yield of tobacco last year was due mainly to a very rainy season and to a large number of inexperienced growers. A great many of the new growers last year deposited most of their profits in the Bank of Experience. Those who draw on this account wisely will realize good returns on their investment.

Only a small amount of tobacco has been transplanted so far on account of rains and cool weather. However, if the weather is favorable more than half of the crop could be set by the 20th of April.

The cool weather is checking the growth of the tobacco somewhat, but this trouble can be overcome to a great extent by stirring the soil as soon as the tobacco takes root.

Most of the tobacco beds were sown in January and have a splendid stand of plants that will be ready to set in the field within a few days. There were a few plant bed failures, but this happens every year in all of the tobacco sections. A few beds, most of which were on white sand and unprotected, were killed by the freeze first part of March and a few others were destroyed by heavy rains. However, in most sections there will be enough surplus plants to supply those who lack for them.

Plants on some beds are thin and the growers are likely to be deceived in the number of acres they can set from their beds.

The majority of beds will furnish enough plants to set the entire acreage with only a few days interval between beginning and finishing transplanting. This is very desirable, since it causes the tobacco to develop evenly and uniformly.

The rains in some sections are causing the plants to develop a tender growth, but most of the farmers are keeping the weeds and grass out of the beds to prevent the plants becoming weak and spindling.

Since the Easter cool snap the canvas has been removed from a great many tobacco beds to allow the plants to toughen before transplanting in the field and to prevent the plants getting too large in cases where the farmers are not ready to transplant.

The bulk of the crop will be transplanted by the last of the month. Most of the higher grades come from early tobacco. Therefore, with the bulk of the crop planted early and with the experience of last season, Georgia should produce a crop of excellent tobacco if the weather conditions are normal.

The limiting factor in tobacco production in Georgia this year is the shortage of labor. Tobacco requires a great deal of hand labor, especially during the harvesting and curing season in June, July and August.

Labor saving machines can be used in preparing and cultivating the land and in transplanting, but only the personal machine can handle the golden weed properly at harvest time.

The tobacco industry in Georgia is fast being put on a permanent basis. The Imperial Tobacco Co., one of the largest in the country, will operate a $250,000 redrying plant at Tifton this year. The American Tobacco and Trading Co. will operate a $75,000 plant at Douglas, and Fitzgerald will operate a $50,000 plant. There will probably be a plant at Savannah. The fact that these big tobacco companies are investing their money in Georgia plants is not an indication that tobacco has come to Georgia to say but will enable the farmers to get as much out of their tobacco as the farmers in the old tobacco sections.

Valdosta is building a modern tobacco warehouse and is planning to sell her share of tobacco. This is probably the only new tobacco market that Georgia will have this season. Last year there were eight tobacco markets in Georgia that sold tobacco for their first season. These were located at Tifton, Blackshear, Nashville, Ashburn, Fitzgerald, Vidalia, Hazelhurst and Lumpkin. Until these markets opened the only Georgia markets were at Douglas, Abbeville, and Nicholls. All of the markets will operate this season with the possible exception of the one at Lumpkin.

Nashville is building another large warehouse and is getting ready to handle a large amount of tobacco this season.

Most of the Carolina warehousemen who operated tobacco warehouses in Georgia last year have sent representatives to their territory to assist the

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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

farmers in transplanting and will remain the entire season.

A number of the warehousemen are planting a crop of tobacco in the vicinity of their warehouse to show farmers how tobacco should be grown to get the most money out of it.

E. C. WESTBROOK,
Field Agent in Agronomy
in Charge of Tobacco Works.

Resolutions Adopted at Wilson

The meeting of the Tobacco Association at Wilson, N. C., last week, was attended by men prominent in the trade, representing the various markets of Eastern North Carolina. Those present included dealers, warehousemen and important planters. The general opinion, concerning what would be best for the tobacco industry, was expressed in resolutions adopted as follows:

"First—That under the circumstances of the unprecedented large crop of tobacco being grown in 1919 and sold at the highest average ever known and that every incentive was thus given to increase the tobacco production and as these prices were unduly high considering the size of the crop and the circumstances of the Central European countries, which take considerable quantity of bright tobacco, being debarred by the great depreciation of the rate of exchange, everything costing them five or six times as much as compared with the American dollar, and the further condition that there has been a sufficient stock of tobacco accumulated for all practical purposes, that everything points to much lower prices even if no more tobacco is produced than in 1919.

"Second—Under the prevailing condition of high labor, fertilizer and everything that contributes to the making of bright tobacco it has been deemed wise and appropriate to put these facts before the producers of bright tobacco with the expressed opinion of the leading tobacco men that the production of any larger quantity than was made last year would be fraught with the danger of very much lower prices, possibly less than the cost of production.

"Third—Therefore, the farmers are urged not to plant any crop that will produce more than was made last year, taking in consideration that the crop last year was considerably curtailed by excessive rains. If 470,000,000 pounds produced in 1919 created a surplus sufficient for the price of tobacco at the end of the season to be reduced one-half, without the last year's rains the surplus would have been 125,000,000 pounds more. The government estimates 15 per cent increase for 1920 for North Carolina, which with an average yield would bring the crop up considerably over 600,000,000 pounds, with the possible deplorable result as to the values, and, therefore, there is every apparent reason that the crop should be materially reduced as compared with last year in order that no more pounds of tobacco shall be produced.

"Fourth—Be it further resolved that these resolutions be sent to every leading bright tobacco market in Virginia, North and South Carolina and steps be taken to promulgate and get before the farmers as far as possible the action."

Coming Strong at Timmonsville

TIMMONSVILLE, S. C., April 29.—The American Tobacco Co., the R. J. Reynolds Tobacco Co., Liggett and Myers Tobacco Co., and the Wilson Tobacco Co., are all having large tobacco factories or prizeries erected here.

John E. Hughes & Co., are also arranging for a building for their buyer here. The building of these five large factories will be a big thing for the Timmonsville market. The number of pounds of tobacco handled at this market has increased so for the past few years that all of the big companies have had to enlarge their facilities.

The Imperial Tobacco Co. will not only have its old factory, but also the company has bought the American plant here. A. B. Turner has bought two additional factories in addition to the large factory he had.

The J. L. Taylor Co., and the Export Leaf Tobacco Co., will occupy the same buildings they used during the past season. The Timmonsville market for the past two years has been running neck and neck with the two leading markets of the State, and the tobacco people say that with these additional buildings and other improvements being made, Timmonsville should easily take the lead this year. It probably would have ranked first last year, but was handicapped by lack of factory room.

Another item of interest in the tobacco world is the organization here of the Banner Warehouse Co. with over 100 farmers as stockholders. This company has bought and will operate the Banner Warehouse during the coming season. They have also bought two pieces of property adjoining and contemplate making extensive improvements.

(*Continued on page* 10)

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Leaf Tobacco Dealers

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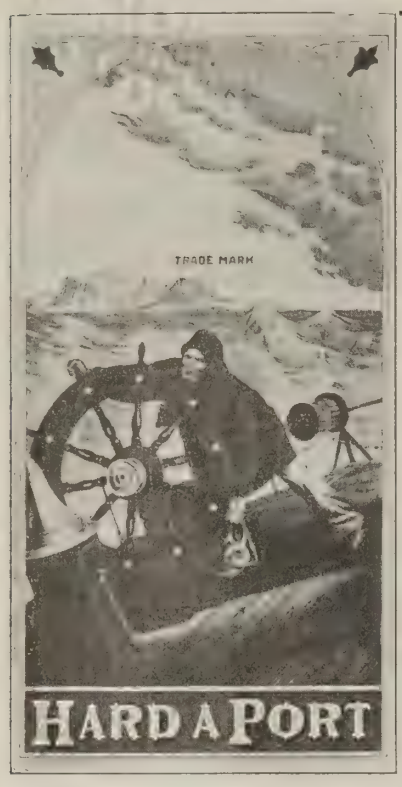

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A large variety of brands
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Trumps Cigarettes

Correspondence solicited from export houses.

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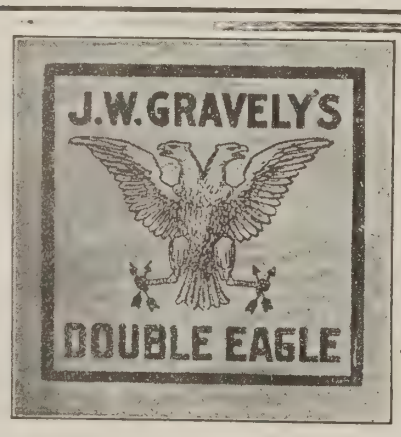

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We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

Land Banks Can't Make More Loans

Matters to Be Held in Abeyance Until the Supreme Court Speaks—Or Maybe Congress Will Provide a Way Out of Present Difficulties—A Question of Constitutionality—And a Financial Predicament.

WASHINGTON, May 4.—Farm loan operations of the farm loan land banks throughout the country will be forced to suspend for the next several months until a decision is obtained from the Supreme Court as to the validity of the Farm Loan Act and the present form of the farm loan bonds. This conclusion has been reached by the conferences of the members of the Farm Loan Board and presidents of the twelve farm loan banks, called to discuss the situation which has arisen out of the litigation over the tax exemption features of the farm loan securities.

Further trouble also is in store for the farm loan land banks as a result of loans made by the banks from private institutions to expedite Government loans to the farmers. When the Farm Loan Act first was questioned as to its constitutionality the board encountered considerable difficulty in the marketing of its securities. Anticipating a favorable and early decision by the Supreme Court upholding the validity of the measure the land banks borrowed funds to continue operations, giving as security for the advances farm mortgages taken from the farmers as collateral to secure Government loans.

To obtain a sufficient amount of money to meet the demands the farm loan banks agreed to the condition that they would repurchase the collateral given to secure the loans from the private banks and would refund the money borrowed on the call of the creditor banks. This condition at the time was thought unimportant in view of the prospects at that time for an early decision and the immediate re-establishment of the market for farm loan bonds by a favorable opinion by the United States Supreme Court.

Subsequently the United States Supreme Court has ordered a reargument of the whole question of the validity of the Farm Loan Act. This action of the court in asking the reargument of the case is interpreted in some quarters as indicating a division of the court on the question. In view of the summer recess of the court, rapidly approaching, the time required for the delivery of arguments on both sides of the question, and the time to be consumed by the court in deliberation before drafting its decision, it is not expected that decision can be made before the fall or winter session of the court.

Meanwhile the farm loan land banks must discontinue the extension of loans because of the lack of funds, and the impossibility of obtaining additional money through the sale of securities whose validity is in doubt. In addition, some provision must be made to retire the indebtedness of the land banks, caused by the borrowing of money from private banks.

A formal request soon may be made to Congress to appropriate necessary funds to remove the Federal Farm Loan land banks from their predicament, if the pending bill providing for an appropriation of this amount is found insufficient to meet the needs of the situation.

One plan under advisement by the conference is to have Congress amend the Federal Farm Loan act to permit the Secretary of the Treasury to purchase $100,000,000 of Farm Loan bonds. In this way, enough money would be obtained to permit the land banks to pay off their emergency loans, and continue operations probably until the Supreme Court announced its decision.

Yet another plan known to have been considered is that of the amendment of the act to permit the Secretary of the Treasury to make large deposits in the Federal Land banks. These deposits could be used to meet the emergency financial requirements of the banks.

During the first two years of the existence of the Farm Loan system the Secretary of the Treasury, under authority given him by the act, purchased farm loan bonds at the rate of about $100,000,000 a year. Some of the bonds purchased by the Treasury subsequently have been resold to the public, leaving about $100,000,000 of the securities remaining in the Treasury vaults.

Immediate action by Congress may be asked to prevent the total cessation of operations by the Farm Loan land banks, it was said.

Wilson's Good Progress

WASHINGTON, May 1.—Wilson, N. C., "the world's greatest bright tobacco market," has a population of 10,653, an increase of 58.6 per cent according to census reports made public to-day.

In the census announcements, North Carolina towns figure as follows:

Wilson, N. C., 10,653; increase, 3,936, or 58.6 per cent.

Marton, N. C., 1,397; increase 76, or 5.8 per cent.

Lumber Bridge, N. C., 202; increase 37, or 22.4 per cent.

Parkton, N. C., 382; increase 163, or 74.4 per cent.

St. Pauls. N. C., 1,147; increase 728, or 173.7 per cent.

Coming Strong at Timmonsville

(*Continued from page* 9)

The following officers were elected: Directors, Holland Lane, W. J. Watford, C. B. Winham, A. B. Hamer, Walter Anderson, Lamont Raines, C. H. Jones, P. H. Hancock, R. M. Humphrey, C. H. Powers, J. E. Hancock, W. E. Lea and E. Kirby.

The board elected W. E. Lea president; A. B. Turner, vice president, and J. E. Hancock, secretary and treasurer.

This will give Timmonsville market three strong warehouse firms with an abundance of capital to handle the business during the coming season. W. E. Lea has severed his connection with the Farmers' Warehouse Association and will devote his entire time to management of the Banner Warehouse Co.

Boatwright Arrives in Liverpool

DANVILLE, Va., May 1.—Cablegrams received here announce the safe arrival in Liverpool, England, of John Boatwright, who will remain several weeks in England and on the continent in the interest of the tobacco firm with which he is associated.

Diminished Trading at Paducah

PADUCAH, Ky., April 28.—Movement of tobacco on the market today fell off compared with that of last week. Price levels are uniformly low. Chute sales totaled fifteen loads. Leaf ranged from 7 to 17 cents and lugs from 3 to 4 cents. On the floor market 30,000 pounds changed hands. Quality was poor.

More than $1,500,000,000 a year is the value of tobacco products manufactured in the United States. More than a million and a half acres of land are devoted to the growing of the "weed." On the manufacturing side, the Government estimate of the capital invested in 1914 was $303,840,000, which was a low figure even then and is greatly exceeded now. The number of wage earners in manufacture in that year was 178,872, and their annual earnings $77,856,000.

In former times all tobacco confiscated by the English customs authorities was destroyed by burning in a furnace called the king's pipe. Nowadays all such tobacco, as well as that which is returned as unusable for smoking, is sold at auction.

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Direct from source of production to our clients.
Samples and quotations upon request.

Kentucky Tobacco Markets

LOUISVILLE, May 1.—The market was quiet and unimproved on the local breaks Friday. Offerings totaled 117 hogsheads, including 88 original inspections and 29 reviews. New burley offered was 84, new dark 3, and old burley 30.

The Planters-Farmers' warehouse sold 12 hhds. of new burley at $4.95 to $60; 3 hhds. of new dark at $4 to $5.35.

The Louisville warehouse sold 26 hhds. of old burley at $10 to $43, and 6 hhds. of new burley at $7 to $14.

The Turner warehouse sold 23 hhds. of new burley at $4.35 to $30.

The Kentucky and Peoples' warehouse sold 3 hhds. of old burley at $15 to $35.50; 27 hhds. of new burley at $3.40 to $39.

Main street warehouse sold 10 hhds. of new burley at $3 to $13.50.

Prices were considerably lower on Wednesday than they were last week on the tobacco breaks, and warehousemen, taking into consideration also the poor quality and inferior condition, characterized the day's market as the worst of the season.

One of the largest buyers is gradually retiring from the market, thereby aggravating the situation for the growers. Good tobaccos were from $2 to $5 lower than last week, and commons were $1 off, in the opinion of one warehouseman.

Planting is reported to be progressing favorably in some sections, but is retarded in others by the cool weather. It is much too early to make any predictions about prices for this year's crop, as the prices will depend upon the crop itself, foreign conditions, the financial situation, etc.

Offerings on Wednesday totaled 247 hogsheads, including 205 original inspections and 42 reviews. New burley offered was 170, new dark 36, and old burley 41.

Louisville Tobacco Board of Trade Report

Tobacco Sales for the Week and Year to April 30, 1920.

Warehouses	Auction Sales	Week Private Sales	Year for Week	Total Jan. 1, to Date
Turner	24	..	24	2,695
Kentucky	101	1	102	7,100
Main Street...	33	..	33	4,956
Planters-Farmers.....	86	10	96	5,737
Tenth Street..	35	1	36	4,467
Louisville	92	8	100	5,250
	371	20	391	30,205
Year 1919			285	33,334
Year 1918			957	41,050
Year 1917			190	33,584

CLASSIFICATION OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	77	268	345
Dark	2	44	46
	79	312	391

CLASSIFICATIONS OF SALES JAN. 1 TO DATE

	Old Crops.	1919 Crop.	Total.
Burley	5,479	23,599	29,078
Dark	246	881	1,127
	5,725	24,480	30,205

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	30,556	38,645	31,089
Dark	2,778	2,405	2,495
	33,334	41,050	33,584

Louisville Official Quotations.
April 30, 1920.

OLD.

	Burley Dark Red	Burley Bright Red	Colory	Manufacturing
Trash (green or mixed).....	.. to 7	.. to 9	15 to 18	.. to ..
Trash (sound)	8 to 11	12 to 15	26 to 28	.. to 12
Common Lugs	14 to 16	18 to 20	35 to 38	12 to 13½
Medium Lugs	20 to 23	24 to 26	45 to 48	14 to 15
Good Lugs	27 to 29	35 to 37	58 to 60	15 to 15½
Com. Leaf (short).....	17 to 19	22 to 24	28 to 30	15 to 16½
Common Leaf	22 to 25	28 to 30	38 to 40	16½ to 17½
Medium Leaf	27 to 29	37 to 39	45 to 48	18 to 25
Good Leaf	34 to 36	44 to 46	55 to 60	20 to 25
Fine and Selections	45 to 50	60 to 65	75 to 90½	.. to ..

1919 CROP

	Burley Dark Red	Burley Bright Red	Colory
Trash (green or mixed)	.. to 6	.. to 8	15 to 18
Trash (sound)	8 to 10	12 to 14	25 to 27
Common Lugs	13 to 15	18 to 20	35 to 38
Medium Lugs	20 to 22	24 to 26	46 to 48
Good Lugs	26 to 28	34 to 36	57 to 60
Com. Leaf (short)	16 to 18	22 to 24	28 to 30
Common Leaf	22 to 24	28 to 30	37 to 40
Medium Leaf	26 to 28	35 to 38	45 to 48
Good Leaf	33 to 35	44 to 46	55 to 60
Fine and Selections	40 to 45	60 to 65	80 to 98½

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

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90 Wall Street, New York

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CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

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Codes { Arnolds No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

FRIES & FRIES Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
CINCINNATI, OHIO

NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. Code: Arnold's No. 5 and 15.
A. B. C. 4th and 5th Edition. Western Union.

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md.

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ANNUAL CONVENTION, DAYTON, OHIO, MAY 24-25.

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H. E. SPELLMAN, Huntington, W. Va., 1 V.-P. — W. T. REED, Richmond, Va., 3d Vice-President.
G. E. WEBB, Winston-Salem, N. C., Sec.-Treas.
ANNUAL CONVENTION, ATLANTIC CITY, ST. CHARLES HOTEL, JUNE 17-18.

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CIGAR MANUFACTURERS' BOARD OF TRADE, INC.
ARTHUR WERNER, Secretary. Office, 51 Chambers St., N. Y.

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MAX MILLER, Secretary and Attorney, 135 Broadway, New York.

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Meeting 2d and 4th Thursday of each month at Terrace Garden, 145 East 58th St., New York.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American)

DIRECT IMPORTERS OF TURKISH TOBACCO

1605-1607 Sansom Street PHILADELPHIA, PA.

KENTUCKY TOBACCO MARKETS

TOBACCO BOARD OF TRADE REPORTS

(*Continued from page* 11)

Comparisons with Previous Years.		1920.	1919.	1918.
SALES.				
Total sales of new crop to date		27,721	35,405	44,326
Sales of new crop to date. Original inspection		22,897	30,556	40,468
REJECTION:				
Rejections this week	Burley	105	.....	.....
	Dark	11	.....	.....
	Total	116	64	40
Percentage of rejections to auction sales	Burley	32	.....	.....
	Dark	24	.....	.....
	Total	31	25	8
Rejections, Jan. 1 to date	Burley	7,367	.....	.....
	Dark	235	.....	.....
	Total	7,602	5,869	4,395
RECEIPTS.				
Receipts this week		492	238	1,402
Receipts, Jan. 1 to date		22,411	28,390	36,421

Receipts, Deliveries and Stocks for the Month and Year to April 30, 1920.

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to Date	Deliveries Jan. 1 to Date	Stocks This Date
Turner	222	380	1,862	2,059	933
Kentucky	283	843	4,984	5,086	3,837
Main St.	283	684	3,953	4,376	911
Planters-Farmers	1,290	681	4,582	4,860	535
Tenth St.	403	604	3,180	3,769	1,005
Louisville	396	540	3,850	4,037	2,748
	2,877	3,732	22,411	24,187	13,969
Year 1919	2,806	4,374	28,361	26,887	5,771
Year 1918	4,936	6,393	36,097	35,126	6,043
Year 1917	1,330	3,556	27,911	27,791	7,478

Last Month's Totals. (*March*)

Receipts last month	4673	
Deliveries last month	6410	
Stock last month	14824	
Decrease during month	855	
Present Unsold Stock.		
Burley	7845	Hhds.
Dark	682	"
Total unsold	8527	Hhds.
Unsold Stock in 1919.		
Burley	1994	Hhds.
Green River	17	"
Dark	895	"
Total unsold	2906	Hhds.
Unsold Stock in 1918.		
Burley	816	Hhds.
Dark	177	"
Total unsold	993	Hhds.

Tobacco Sales for the Month and Year to April 30, 1920.

Warehouses	Month Auction Sales	Month Private Sales	Total for Week	Year Jan. 1, to Date
Turner	245	2	247	2,695
Kentucky	808	3	811	7,100
Main Street	328	22	350	4,956
Planters-Farmers	870	48	918	5,737
Tenth Street	459	5	464	4,467
Louisville	549	115	664	5,250
	3,259	195	3,454	30,205
Year 1919			2,893	33,233
Year 1918			5,054	40,527
Year 1917			2,091	33,394

Classification of This Month's Sales

	Old Crops.	1919 Crop.	Total.
Burley	900	2,293	3,193
Dark	80	181	261
	980	2,474	3,454

Classifications of Sales Jan. 1 to Date.

	Old Crops.	1919 Crop.	Total.
Burley	5,479	23,599	29,078
Dark	246	881	1,127
	5,725	24,480	30,205

Classification of Sales to Same Date in

	1919	1918	1917.
Burley	30,472	38,176	30,952
Dark	2,761	2,351	2,442
	33,233	40,527	33,394

Comparisons with Previous Years.		1920.	1919.	1918.
SALES.				
Total sales of new crop to date		27,721	35,312	43,805
Sales of new crop to date. Original inspection		22,897	30,512	39,995
REJECTIONS.				
Rejections this month	Burley	902	.....	.....
	Dark	47	.....	.....
	Total	949	477	762
Percentage of rejections to auction sales	Burley	30	.....	.....
	Dark	18	.....	.....
	Total	29	18	17
Rejections Jan. 1 to date	Burley	7,367	.....	.....
	Dark	235	.....	.....
	Total	7,602	5,843	4,355
RECEIPTS.				
Receipts this month		2,877	2,806	4,936
Receipts, Jan. 1 to date		22,411	28,361	36,097

HELM GLOVER,
Secretary.

Paducah Market Report

PADUCAH, Ky., April 30.—Weather conditions have been favorable again this week for the movement of tobacco, and there has been a continual stream flowing in to the markets of this district, and all dealers are becoming crowded with stocks. There has not been what we would call a glut, more tobacco offered than can be taken care of, and prices have continued about the same as last week, possibly a little easier on tobacco out of condition. Prices for leaf on the floors and wagon markets in good condition range from 8 to 15 cents on low and common grades, and 16 to 22 cents for medium and good grades. Lugs range from 3 to 10 cents. Tobacco of good quality and extra length is holding up in price better than the low and common grades. Leaf in bad condition sells from 1 to 4 cents below leaf in good condition.

Very little riding is being done in the country at present, as the offerings in the markets are keeping the trade supplied. Prices are very unsatisfactory to sellers, and no doubt many farmers will be heavy losers on the 1919 crop. Practically all of them were looking for very high prices, but prices have dropped below the expectations of any of us. The season is just now well on with at least 70 per cent of the crop to come to market, and what prices eventually will be remains to be seen.

There is a move on, throughout the Dark District, with farmers to get some aid through the banks for financing those who wish to hold their crops. Then there is an association being formed with Felix G. Ewing of Tennessee at the head of it. Their objects I understand are to establish loose floors, having the tobacco graded, and a price put on each grade which they propose to sell to the trade. Just how much of the crop may go into this channel we can't say, but a great many seem to think that possibly 25 per cent of the crop may be handled in this way. Whether this scheme is going to succeed and what will finally become of the tobacco going into the association is problematical. No doubt, this year's crop will be greatly curtailed and the holding back of large quantities from the market will stimulate prices, but with the great volume of stock that will find its way to the open markets, the plans of the association to sell at present at higher prices than the market seems impossible. No doubt, farmers are much disturbed and are at a loss to know just what to do, and conditions are very much demoralized in this district, and I can see no help for the farmer in the near future. If they will grow a smaller crop and make better quality, no doubt the results will be more pleasing in the future.

Farmers are much behind with preparations for this year's crops on account of the continued wet weather. Plants are growing fast and will be ready for planting by the middle of May.

W. B. KENNEDY.

Silk Stockings and 40 Cent Tobacco

HOPKINSVILLE, Ky., April 29.—Forty-five women of the Church Hill neighborhood have organized the Churchill Grange, and Old Clothes Club with the slogan 'No more silk stockings until tobacco reaches 40 cents a pound."

They also have affiliated with the Christian County Overall Club.

Tobacco Sales Continue at Henderson

HENDERSON, Ky., Aphil 29.—Leaf Tobacco sold up to 34 cents today when 73,615 pounds were sold at $11.20. A number of growers received an average ranging from 20 cents to 25 cents. Floors were expected to close today, but on petition of growers they will remain open Friday and possibly all next week.

HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

10c TOBACCO

Guaranteed by
The American Tobacco Co.
INCORPORATED

You pipe smokers, mix a little "BULL" DURHAM with your favorite tobacco. It's like sugar in your coffee.

Henderson Tobacco Company

DEALERS IN LEAF TOBACCO

HETOCO TRADE MARK

Correspondence Solicited.
Samples on Application.

LEXINGTON, KY.

Cable address: "Phelon"

J. S. PHELON & CO.

Leaf Tobacco Brokers

Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Owensboro, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition

J. W. RUDOLPH & BRO.

Brokers and Exporters Fired and Air Cured Tobacco

MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.

Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

B. O. BURR & CO.

LEAF TOBACCO DEALERS

All Grades one sucker Tobacco

Samples Submitted. *Correspondence Solicited.*

BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.
Louisville, Ky., U. S. A.

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

No 15 CORK TIP

FIFTH AVENUE

EGYPTIAN CIGARETTES

I. B. K. NEW YORK.

FIFTH AVENUE

A Union Made Cigarette of Quality.
Mouthpiece
Plain or Cork.

EST. of I. B. KRINSKY

135 Grand Street
NEW YORK

Samples Submitted to Jobbers.

Finance for the Black Patch

CLARKSVILLE, Tenn., April 29.—(Special.)—Sentiment favorable to the formation of a $2,000,000 holding corporation as a help to financing the dark tobacco crop was expressed here today at a meeting of bankers from the dark tobacco section, as well as Louisville, Cincinnati, St. Louis and Nashville. No definite action was taken by the thirty-three bankers present, but it was the general opinion that such a corporation would be formed.

The meeting was presided over by Sterling Fort, who explained the recommendations made at the recent conference between dark belt planters and the War Finance Board at Washington. The plan outlined there included the formation of a $2,000,000 corporation which would be in a position to advance farmers money on their tobacco crops and enable them to hold the crops for better prices. It was suggested that the corporation be financed by popular subscription.

In stating the object of today's meeting, C. W. Bailey said that every banker in the section should take cognizance of the conditions affecting the tobacco growers and should help to find some sane and decisive means of action looking toward relief.

Twenty counties in this part of the state and the southern part of Kentucky would be benefited by such a plan.

Owensboro Bank Endures "Run" All Right

OWENSBORO, Ky., May 2.—The United States National Bank of this city, on which a slow "run" began about two weeks ago, announced yesterday, after a large number of depositors, principally those with small amounts, had withdrawn their money that it would open for business as usual on Monday.

The run is said to be the result of a statement made two weeks or more ago by one who had failed to procure a loan, in the presence of a number of farmers on a local tobacco floor, that if he had money in the bank he would draw it out. All accounts are being paid in full.

Chicken Pie for Granny

"Den-n, pully off yo' coat, n' rolly up yo' Sleeb,
Foh Jordan am a ha'd road t' trabble Ah beleeb!"

Mammy poised her rolling pin in air, pricked up her ears and stood listening and chuckling as the stentorian tones of her stripling grandson came rolling towards her as he came ambling up the path toward their shack.

Then, rolling pin still in hand, she went to the door and greeted him, trying to be severe through the good nature which oozed from every pore.

"Rastus, yo' no account, what yo' mean by talkin' erbout sumfin what yo' don' know nuffin erbout? Ha'd road? What yo' knows erbout ha'd roads? Yo' learnt that song from yo' po' daddy, what was bawned when yo' ol' granny was a slave. Po' boy, him and me, we knew ha'd roads, but you—huh—yo' jes' natchelly bawn wid good times all erbout yo'. Yo' am de lucklies' dog. What yo' think happen today? Whaf-fo yi' tink I got my rolling pin fo'?' O Lawdy, Lawdy, you nebber could guess!"

"No, granny, guess Ah couldn'." But hit must be powerful nice. Ah kin tell dat by yo' face."

"Powerful nice! Hit am jus' de nices' thing dat eber happened t' anybody, er ebber could happen 'n hits goin' to happen t' us agin, chile, too. O, Lawdy, it's jes' too good."

"Granny, what's dat Ah smellin'?"

"What is yo' smellin'? O, Lawdy, what is yo' smellin'? Honey yo' is smellin' chicken 'n Ah wes jes' rollin' out de crust fo' de finest chicken pie yo' ebber seen, when Ah heard yo' coming 'long hollering erbout ha'd road, 'n hit jes' natchelly made me mad—'n yo' wid chicken pie fo' suppeh."

"O, Granny, but Ah lubs yo'! Wha' yo' get hit, Granny, wha' you get hit?"

"Why, honey chile, it am jes' like er fairy tale. Ah was settin' heah, right afteh you went t' wuk dis mawnin' 'n wonderin' what Ah could gib my lam for his suppeh, when up de walk comes de pos'man."

"Letteh fo' yoh, Granny," he hollers.

"Letteh fo' me! Lan' sakes! Who's er writin' to me?" Ah says n' den he han'd me er long envelope.

"Why tain't n' good," Ah says.

"Hit ain't got n' stamp on hit. Mus' be f'om er mighty po' man!"

"Lemme see," he says. N' den he laff at yo' po' ol' Granny.

"Hit am f'om the greates' riches' man in all de worl'," he says. "Hit am f'om Uncle Sam."

"Well, Rastus, I was so scared Ah was jes' natchelly too weak t' open hit. 'N de pos'man he opened hit 'n' he says t' me: "Did yo' buy a Liberty Bon' Granny?"

"At dat Ah gits mad. "Why ob co'rse Ah did! Did yo' tink Ah ain't no patriot? Did yo' tink Ah wouldn't he'p mah country like white folks?"

"Well, Granny, dis am de intrus on yo' bon'," he says. "Hit'll come reg'lar ebery six months."

"Rastus, dat jes takes my breath, Ah, got foteen dollahs, 'n' Ah runs right out 'n' buys er chicken fus' of all. Den Ah buys yo' new oberalls 'n' me er new gingham dress, 'n' we'll get hit ebery six months, 'n' besides dat in five yeahs we gets all our money back, too. O, Lawdy, Ah'se so Happy!"

"Say, Granny, slap de pie in de oben, quick. Ah'se gwine ter pully off mah coat, 'n' rolly up mah sleebs ter dive inter dat chicken pie."

——BUY W. S. S.——

V. H. Dowlen & Co.

Leaf Tobacco Brokers
Dealers and Exporters

Home Office

SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee
Fired and Burley Leaf
Wrappers, Spinners, Fillers
and
Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY
ESTAB. 1907
LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

PLAIN FACTS!!

Our Daddies were fond of Cheroots.

Some years ago they wanted their cigars as strong and as black as they could get them.

And the harder the kick the better they were supposed to be.

But eventually smokers wanted a change.

No one was quite sure what the trouble was, and for a time manufacturers failed to understand the mistaken cravings for a "claro."

They tried to train the smoker's eye without much thought about his smoke appetite.

But we have learned a lot in ten years.

Most of the fellows who smoke cigars want them all the time and they want them as mild as they come.

The day of the fifty-horse power kick has gone the way of the blunderbuss and the bull team.

And now everything is very different.

All the big successes of the past ten years were built around the mild, free burning cigar.

If it looks well and smokes well and if there are no head-aches or regrets afterwards, it sells in the millions.

And no cigar fills the bill better than a Manila.

Any hard boiled smoker can preserve his good humor and pursue the even tenor of his way on a Manila smoke diet.

Ask any dealer East, West, North or South who has given a good Manila cigar a chance.

And on the subject of better Manila Cigars.

The demand of American smokers has increased the importation of Class C Manila cigars three hundred per cent in the past six months.

Ask your jobber for High Grade Manilas. Your heavy smokers will appreciate them.

"THERE IS MONEY IN MANILAS"

List of Manufacturers and Distributors on Application

MANILA AD AGENCY

C. A. BOND, Manager

609 West 127th Street, N Y.

PHONE, MORNINGSIDE 6204

GROSVENOR NICHOLAS & CO.

INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

60 Broad St., New York

TELEPHONE: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

Price list upon application

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

"THEY LEAD THE LEADERS"

GRAHAM-COURTNEY

MILD HAVANA BLEND

26 SIZES

Acker, Merrall & Condit Company

NEW YORK

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars.

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

LIVERPOOL MONTHLY TOBACCO REPORT

	VIRGINIA. Leaf.	VIRGINIA. Strips.	WESTERN. Leaf.	WESTERN. Strips.	NYASALAND.*	OTHER SORTS.	Hds. & Tcs.
STOCK, 28th February, 1920	58,418	34,364	14,905	17,916	889	1,127	= 127,619
IMPORTED in March	1,066	261	—	—	—	—	= 1,327
	59,484	34,625	14,905	17,916	889	1,127	= 128,946
DELIVERED in ditto	2,297	1,146	622	884	4	1	= 4,954
STOCK, 31st March, 1920	**57,187**	**33,479**	**14,283**	**17,032**	**885**	**1,126**	= **123,992**
	* There is also a stock of 2,285 Bales Nyasaland.						
Against 1919	23,396	28,253	5,001	7,774	1,640		= 66,064
Ditto 1918	32,114	18,911	1,564	1,398	1,405		= 55,392
Ditto 1917	84,025	22,452	12,474	5,822	1,792		= 126,565
DELIVERIES—							
From 1st Jan. to 31st March, 1920	8,449	3,988	2,055	3,483	70		= 18,045
1919	14,102	5,985	2,206	3,131	46		= 25,470
1918	14,566	2,783	2,752	1,242	302		= 21,645
1917	18,025	2,337	3,281	1,996	155		= 25,794
EXPORTED in March, 1920	61	—	9	1	—		= 71

Of which to Melbourne, 50; Belgium, 9; Norway, 5; Channel Islands, 3; Denmark, 2; Isle of Man, 2.

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM.

UNMANUFACTURED *Tobacco delivered, dry weight in lbs*

	Month ended 28th February. 1920.	1919.	1918.	Two Months ended 28th February. 1920.	1919.	1918.
* Home Consumption	12,784,264	11,640,230	10,773,261	27,582,321	24,924,463	22,461,453
* Export	700,049	30,808	20,048	2,469,103	107,507	157,689
Total	13,484,313	11,671,038	10,793,309	30,051,424	25,031,970	22,619,142

REMAINING IN BOND. 28th February.

1920	316,199,000
1919	148,572,000
1918	121,089,000
1917	251,095,000
1916	267,907,000

These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy.

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS.

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS.
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,159,326
1916	128,690,290	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB.

STRIPS.	1920.	1919.
WESTERN—		
Filler	20 @ 22	18 @ 19
Medium	23 „ 26	19½ „ 21
Very middling to middling	27 „ 28	22½ „ 23
Good to fine	29 „ 32	24 „ 27
BURLEY	24 „ 33	22 „ 30
VIRGINIA DARK—		
Filler	27 @ 33	21 @ 23
Medium	34 „ 36	24 „ 25
Good to fine	37 „ 42	26 „ 28
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	24 @ 35	25 @ 30
Medium Bright	36 „ 48	31 „ 36
Good to fine	49 „ 72	37 „ 45
NYASALAND—		
Semi-dark to Semi-bright	Nominal.	22 „ 28
Medium Bright	„	29 „ 32
Good to fine	„	33 „ 39

LEAF.	1920.	1919
WESTERN—		
Filler	14 @ 17	15 @ 16
Medium	18 „ 21	16½ „ 18
Very middling to middling	22 „ 23	19 „ 20
Good to fine	24 „ 26	21 „ 22
BURLEY	21 „ 30	18 „ 26
VIRGINIA DARK—		
Filler	21 @ 27	16 @ 18
Medium	28 „ 30	18½ „ 20
Good to fine	31 „ 36	21 „ 22
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	22 @ 30	20 @ 26
Medium Bright	31 „ 45	27 „ 32
Good to fine	46 „ 66	33 „ 39
NYASALAND—		
Semi-dark to Semi-bright	— @ 24 @ 32	18 „ 24
Medium Bright	33 „ 36 „ 39	25 „ 27
Good to fine	40 „ 48 „ —	28 „ 33

The Market remained rather dull during March, and prices generally eased off to a small extent to correspond to an improvement in the Exchange, and in the case of common grades of Darks in response also to lower prices ruling in the United States. Steady to strong American advices, however, in regard to good to fine grades of both Darks and Brights prevented anything in the nature of a general fall in quotations.

The selection of Tobacco offering for sale on the spot here is the best for many years, and comprises practically all classes.

EDWARDS, GOODWIN & CO.

Handy's Wonderful Success

E. M. Wickes, in the April number of the *Popular Magazine,* tells a most interesting story showing how slow sometimes but nevertheless abundant may be the reward of ability combined with discrimination and faith:

"W. C. Handy, of the firm of Pace & Handy, wrote and published 'Yellow Dog Blues' in 1914. The public didn't take to the number for years, and this in spite of the fact that it is real American music.

"Mr. Handy, who is a native of the South, and the composer of "Memphis Blues' and 'St. Louis Blues,' which have gone to all parts of the world, knows by heart practically every song and rhythm that the colored people in the South have sung for years. And he was the first to see the commercial value in the little tunes that have been used at colored festivals and church gatherings during the past century. In fact, Mr. Handy is the originator of the present-day 'Blues' music.

"The idea for 'Yellow Dog Blues' came to Mr. Handy from hearing a colored man singing to himself as he thumbed a guitar while waiting for a train at a railroad depot in Mississippi. Over and over the stranger kept saying: 'I'm goin' where the Southern cross th' Dawg.'

"To a Northerner the phrase would have meant nothing, but to Handy it was perfectly clear. You see, down in Mississippi there is a railroad called the Yazoo Delta, which is better known as the Yellow Dog. This road crosses the Southern Railroad at Morehead, a town that the negroes say is about ten miles from nowhere. And whenever a colored lover has been jilted and wishes he were dead, he sings the song and thinks of going to where the Southern crosses the Dog, or Yazoo Delta. His enemies are also wished to that spot for the rest of their lives.

"Handy took the strain that the forlorn-looking colored man had been singing and developed it into a complete melody, for which he wrote a lyric. He published it, but could do very little with it until 1919, when the jazz fever took hold of the people. Orchestra leaders took it up and featured it all over the country, and as a result Pace & Handy have sold a million copies. It has also become one of the feature numbers on the phonographs, as well as being listed as one of the classical 'Blues' numbers."

Railway Freight Rates May Be Boosted

Railroad Executives at Washington Arguing with the Interstate Commerce Commission Regarding the Raise—Increase of "About 20 Per Cent." Expected, September 1.

WASHINGTON, May 3.—Members of the Railway Executive Association will lay before the Interstate Commerce Commission this week a mass of data upon the probable expenses and revenue needs of the railroads of the country for the year beginning next September. This data will constitute one of the principal bases to be used by the commission in determining the extent of the raise in freight rates that will be necessary to bring the net operating revenues of the carriers up to a 6 per cent return on the aggregate value of the roads as determined by the commission.

While the detailed figures are not yet available, it is indicated that the total additional revenue needed will approximate $684,000,000. This means, if the figures as presented are generally accepted by the commission an increase in freight rates that will bring in at least that much additional revenue.

The entire increase will be applied to freight rates and will mean an increase of at least 20 per cent over the present rates. Other factors that must be considered by the commission in reaching its final decision for the return required by the transportation act may raise this to a 28 per cent increase in rates.

Passenger fares are according to present plans to remain on the present basis. There is no disposition on the part of the railroads or the commission to increase them at this time. An increase in passenger fares appears a direct tax upon the traveler, while freight rates are absorbed and passed on indirectly in fractions.

At its recent hearings on values the commission was urged by the carriers and most of the other parties at interest to accept the property investments accounts as carrier by the commission as approximately the true value of the carriers. It is expected that the commission after making allowances both ways on these accounts, that is for overvalue in some instances and undervalue in others, will take the property investment account basis of approximately $20,100,000,000.

Railroad men hope that on this the commission will allow not only the 5½ per cent made obligatory by the transportation act, but the additional half of one per cent made optional and to be applied to non-productive improvements. To reach this result net operating revenues of $1,200,500,000 for all the carriers would be necessary.

There have been reports that the carriers will file appeal to the increased rates. Such a proceeding is not necessary. Under the transportation act the commission is required to place rates on a basis that will give a definite and fixed return of as near as may be to 5½ per cent.

Turkish Is Not the Proper Word

To Apply to Tobacco Grown in Greece—Reformed Usage Urged by Nicolas Papanicoly—Sound Reasoning

Nicolas Papanicoly, of Papanicoly Bros. & Co., tobacco planters at Mytilene, writes from London to the editor of TOBACCO, saying:

"The public has a very wrong impression now concerning so-called 'Turkish cigarettes' and 'tobacco leaf.' At this time the proportion of truly Turkish leaf put into cigarettes as a blend is comparatively small. It comes from Samsun, Trebizond, and the coast of the Black Sea (Pontus Euxine). It is principally cultivated and exported by the Greeks of Pontus, who will soon be emancipated from the tyrannical Turkish yoke. They may form their own government, or unite with their mother country' (Greece).

The bulk of the tobacco which makes the so-called Turkish cigarette famous, really is Grecian tobacco, grown in Grecian Macedonia, or other parts of New Greece, viz., Cavalla, Xanthy, and Yaka, as well as in Thessaly and other parts of Old Greece. The proportion is about 80 per cent Macedonian or Grecian, and only about 20 per cent from Samsun or other districts yet ruled nominally by the Sultan.

"And the Samsun and other Turkish leaf has ceased to be indispensable as a blend because most parts of the Hellenic kingdom, including the fertile Greek islands of Mytilene, Samos, Chios, Crete, etc., now grow just as good tobacco as did the Greeks in Samsun and Trebizond.

"However, the main point of my letter is to call the attention of the American public and all others to the absurdity and foolishness of continually asking for 'Turkish cigarettes.'

"Like many others in the tobacco trade, I do not think it is a compliment in any way to civilization, or to patriotic Americans as well as allies in the great war to make further use of the word 'Turkish,' after all that unspeakable and uncivilized Turks did to the poor, unfortunate Armenians and Jews, as well as to the Greeks (the earliest of Christians, who number millions).

"I, for one, as well as American, British and other friends, would like to see these cigarettes and tobacco sold under their right and proper name—they might be called by their real name—Greek, Grecian, or Hellenic.

"But this thing does not depend entirely on the public. It depends principally on the manufacturers who largely advertise. If, in future, what were called 'Turkish' cigarettes and tobacco are sold as 'Greek,' 'Grecian,' or 'Hellenic,' the shopkeeper can easily explain the change to purchasers, the why and wherefore of the alteration of the name.

"It would be unpatriotic and most unjust indeed for the American people to keep up the word 'Turkish.' By keeping it up, manufacturers, tobacconists, smokers, and others, will not be doing justice to 'Greek products,' nor to Greece, an old friend of America and ally in the war.

"May I kindly be permitted to ask why the barbarous name 'Turkish' should continue to be used and largely advertised?

"Is it to bring to the minds of people the uncountable atrocities that the ruthless Turks have perpetrated on their subject races for generations?

"Think of the horrors inflicted on innocent women, children and aged men, as described on many occasions and quite recently in the press, and by returned allied soldiers.

"Common sense and proper justice demand that this abuse of language should be remedied without delay."

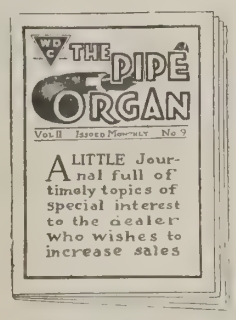
New Zealand's Tobacco Imports During Four Years

Values represented in pounds sterling, tobacco purchases of New Zealand during the past four years are listed as follows:

	1916	1917	1918	1919
Tobacco	375,482	278,549	389,867	615,873
Cigarettes	318,995	145,575	290,366	378,988
Cigars and snuff	23,245	22,284	10,691	19,028

WDC TRADE MARK

Do You Get "The Pipe Organ"?



Every month it plays that popular melody "Bigger Business for the Tobacco Shop."

"The Pipe Organ" is an interesting little journal full of timely talks about things the tobacco merchant likes to know.

It's yours for the asking, without charge or obligation.

W D C Pipes Keep Your Trade Happy

Every W D C Pipe you sell adds one more smoker to the list of customers that stick to your shop.

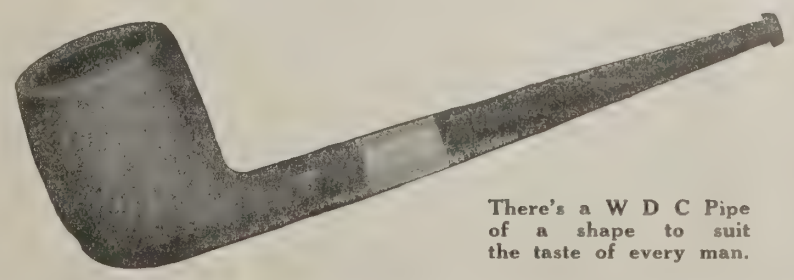
Keep W D C Pipes where your trade can see them.

Or, if you're not yet carrying this profitable line, get in touch with your jobber.

The W D C is the quickest selling, stay-sold, sort of pipe you ever handled.

WM. DEMUTH & CO., NEW YORK

World's Largest Pipe Manufacturers



There's a W D C Pipe of a shape to suit the taste of every man.

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

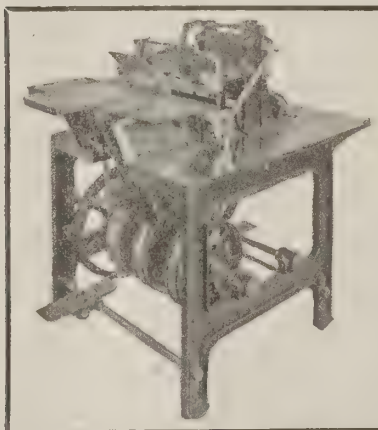
La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City



Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE
For
MAKING LONG FILLER BUNCHES
With
UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

COLWELL CIGAR MACHINE CO., Inc.
131 Washington St. Providence, R. I.

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO TRADE MARK WALLS COURT
FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

Constantly Clamoring For More Goods in Chicago

Business Steadily Goes Ahead—Prices Seem to Be About Fixed—But Stocks, Because of Strikes and Transportation Delays, Are Sadly Depleted—Seckbach Leaves San Alto—Knight Now Associated with Escomado Cigar Co.—Tolosa Clear Havanas Obtain Favor—On the Trail of the Salesmen—Noting the Progress of Retailers.

CHICAGO, April 29—As April passes there is no sign of any easing of conditions. An insatiable demand for goods is reported everywhere. And, also undeniable, is the fact that strikes, shipping delays and other aids to depletion of stocks, "are getting in their work here."

Whether he be a jobber or a retailer, practically every dealer in Chicago is an advocate of increased production.

"We must have more cigarettes. Rush us the cigars we ordered! Hurry up and get that lot of smoking tobacco we ordered!" Such are the cries that come from many stores. Mail, telegraph, telephone, and personal importunity, constantly are resorted to to induce manufacturers to speed up production.

Public buying is limited only by ability to get goods. Each month this year has set a new high mark in the distribution of merchandise, last month closing with a trade that broke all records. Wholesale orders are substantially in excess of those at the corresponding period of last year. Shortage of goods in almost every line seems to afford a guarantee against any sudden or great decline in prices.

Adolph Seckbach is no longer identified with the San Alto Cigar Co. His resignation took place a few days ago. For several years past he was a member of the firm. Jos. and Harry Cohen, the other partners, have taken over his interest. For many years, Adolph Seckbach was connected with A. Santaella & Co. and later became a partner in the firm of F. Bolano & Co. What his future plans are have not been announced, as yet.

Lowenthal & Furstman, who vacate their main store in the Webster Building in a few days, have taken over the cigar concession in the Leiter stores building at State and Van Buren street. This concession was supposed to have been obtained by Schulte, but the deal fell through.

George C. Knight, Jr., has resigned his position on the sales force of Wm. J. Seidenberg Co. and has connected with the Escomado Cigar Co. of Chicago and New Orleans as general sales agent for this territory. The company makes the Escomado clear Havana and Alamo mild Havana brands. The Bergman Cigar Co. is distributing these brands on the North Side and Knight has also bought an interest in the Bergman Co. Two city salesmen now cover the trade and with the sales ability of Geo. Knight, both in the city and the country, the brand will become more popular. The L. C. Marks Co. also distributes these brands and they are always sold by several hundred of Chicago's cigar stores, drug stores and leading hotels.

Ernest Fleischman has returned from his visit to the New York headquarters of the Wm. J. Seidenberg Co., makers of the Frat, Virginia Lee and Pancho Arango brands.

Robert Brunton is back from a visit to the Falk Tobacco Co.'s New York office. Bob was all Serene. He says that Albert Falk who has been sick is greatly improved and will soon be around again.

J. C. Hackland, of the city sales force of the San Alto Cigar Co., has been appointed a deputy sheriff.

P. J. Cassidy says "Peek-A-Boo" is the best musical show that has hit these parts. There's a reason, namely, at each performance several Norma Martinez cigars are consumed on the stage. "Pat" is always getting free ads, it seems.

The Boston Store at a recent sale offered 11 tins of Lucky Strike tobacco, regularly selling at 16 cents each, for 99 cents.

Joe Cowley formerly with Gromnes & Elson, is now representing the G. W. Faber Inc. in the country territory.

Al Spellman says "one kind of garden that will not bloom this year is the beer garden."

Eddie Klein came in from Minneapolis and left here with his grip full of Hernan Cortez cigars for the East.

Grammes & Elson received last week a shipment of 72 cases of Robert Bacon cigars from their factory in New Orleans. The cigars were never put in their humidors but packed up and shipped out "in less than no time" to customers. "This is going some," but Robert Bacon, the mild Havana, has a wonderful sale in this market.

Murad cigarettes are very scarce. Stocks are getting low with everybody.

All sizes of Ben Bey clear Havana cigars have been advanced by Grammes & Elson $2.50 per thousand.

George Bennett, "Chicago's own Georgie," is placing a great many Hernan Cortez cigars with the trade.

The proposed 15 per cent increase in revenue on tobacco, cigarettes and cigars as figured on by the House Ways and Means Committee, has got everyone in the trade talking and up in arms, in fact, as it is claimed that the tobacco line is burdened with plenty of taxes at the present time.

In keeping with their "go ahead" method, Rosenthal Bros. are doing considerable newspaper work locally on their R. B. eight cent seller. Clarence Heischhorn & Co., the Chicago distributers, report a good demand for R. B. cigars.

Keffer & La Due's, 30 West Washington street, have a large display of Robert Bacon mild Havana cigars. These boys are doing a very high class business. They feature the imported Eden and Francisco De Bances clear Havanas in a large variety of sizes.

Lee Heine, a dealer at Cincinnati, was a recent visitor. He came to see the Cincinnati Reds open the local season with the Chicago Cubs.

Jacob M. Rosenburg is back from his road trip and as Al. Spellman says, he has "The Tampa Blues," and all on account of the fact that Jose Diaz has written him to "rest up" on account of the strike in Tampa. Now Jack is not the kind who looks forward to a soft vacation, so he is putting in his time making the rounds of his Chicago customers and keeping in touch with conditions.

The trial of Edgar A. Strause, a large cigar dealer and jobber of Peoria, Ill., for the murder of Berne M. Meade, a banker of that city, has been resumed in the McLean county circuit court.

Millionaires in the broker's size in neat tin boxes of 10 that sell for 65 cents are distributed by Reid Murdock & Co. They are made by Jos. Berran & Co. of New York.

The Harmon Cigar Co., 115 South Dearborn street, has painted on the tops of its store windows Corena and Aurelia cigar ads.

Leopold Levy, the cigar and stogies broker, is very busy. His latest addition, Millionaires, made by Berran, is being placed in many of the better stores.

Peggy O'Moore is seen in many stores. It's a dandy 3 for 20 cent seller, put up in foil packages of 3. They are made at factory number 45—1st dist. Penn. and are distributed by Clarence Hirschhorn Co.

Fred Wells will open store number 3 in the loop in a few days when he takes over the Board of Trade store of L. & I. Rubovits. Wells was very lucky a few days ago when he received from the Tampa factory of A. Santaella & Co., 17 cases of cigars under his private labels.

Tolosa clear Havana made by the Tolosa Cigar Co., of New York, has been placed here by M. Kalfou, who also represents Louis Ash & Co., of New York.

Robert Burns, "all sizes," are very short and the General Cigar Co.'s local branch cannot supply the demand.

The Clayton Cigar Co.'s stores show Millionaires selling 65 cents the box of 10.

On account of increased costs, Anderson, Thorson & Co., importers and high class retailers at 54 East Monroe street, have notified the trade of an advance in the price of Bering and Mi Favorita, quality Havana cigars controlled by them in this country. They are entering their fourth year in business and have had marked success. They have just received a fresh shipment of Abdulla and Savory imported cigarettes.

The Parkway Cigar Co., 38 West Division street, suffered quite a loss by water when their basement stock room was flooded during a cloudburst a few days ago. Several hundred dollars' worth of Camel, Lucky Strike and Phillip Morris English ovals got a fine "soaking."

The Schmerhorn show cases display Henry the Fourth brand in several sizes. Lopez Hermanos also from the Preferred Havana Tobacco Co., is a leader with this firm in their several retail stores.

W. J. Weinsheimer will be located in his new store at 107 North Dearborn street in a few days. He was for many years located in the Unity Building.

S. S. Gillis has taken over the cigar stand in the Northern Office Building, 186 North La Salle street.

The 1⅛ oz. size of Hiawatha fine cut tobacco has been discontinued and the new 1⅝ oz. size is now on sale. It retails for 15 cents.

Herbert Tareyton cigarettes are being advertised in all the daily papers.

Aplomo cigars made by Kohlberg & Co. of New York, are on sale here. The Harmon Cigar Co. shows many sizes. The triangular packed 2 in foil is an attractive package at 35 cents.

A large Tolosa clear Havana display occupies one of the large show windows of the Fred Wells store. The 15 cent size in tins and wood boxes are shown to much advantage.

The Union Cigar store, at 738 South Dearborn street, features Cyro and Press Club, two mild Havana brands.

Chicagoans will get a glimpse into their house life of the future during the week of the hotel men's show which opens at the Coliseum on May 10.

April 30 saw the passing of the United store at the southwest corner of Wabash and Van Buren. This location has always been one of the choice spots of the loop. The building is being demolished and a modern sky-scraper is going to be erected.

Natural, Afternoon and Fatima cigarette signs are posted on many store windows of the North Side.

The news of the death of Matthew W. Berriman of Berriman Bros., came as a great shock to the Chicago trade.

The Best & Russell branch vacated the store at the northwest corner of La Salle and Jackson boulevard this week. The building is being torn down.

Wm. Getzalman, general manager of the Albert Breitung chain of retail stores, leaves on May 8 for New York on important business. He will visit all the factories the house of Breitung buys from while in the big city.

Van Dyck in the escepionales size will advance to retail at 20 cents is the latest rumor around the loop.

H. L. H.

Fay Lewis Retires

Fay Lewis, of Fay Lewis & Bros. Co., at Rockford, Ill., has announced his retirement. He has resigned from the presidency of the company and he has sold all his holdings of stock in the concern to his brother, Harry Lewis, of Milwaukee, E. C. Hoe and Emil Kellner. Harry Lewis, it is understood, will succeed Fay Lewis as president of the company.

The name "Lewis" has been conspicuous in the tobacco trade in Rockford for more than four decades. Mr. Lewis entered the retail business 45 years ago at the present Smoke Shop stand, 314 West State street.

Some years ago he organized the Fay Lewis & Bros. Co., his brothers, C. Herbert and Harry Lewis being interested with him in the venture. The company has an extensive wholesale business with offices in Rockford and Milwaukee and seven retail stores in Milwaukee. Fay Lewis made his headquarters in Rockford and Harry Lewis in Milwaukee. C. Herbert Lewis is in business on his own account on South Main street, Rockford.

In the reorganization of the company Emil Kellner, who has been with the Lewis business for twenty-four years, becomes a vice-president and manager of the Rockford business. He is widely known as one of Rockford's most capable and energetic business men.

E. C. Hoe, who has been with the company nearly as long as Kellner, will be its secretary and treasurer. He will continue to make his home in Milwaukee.

Wisconsin Notes

EDGERTON, Wis., April 30, 1920.—Here and there it is reported that a 1918 crop of tobacco is sold. The official report is that, aside from the 7,000 cases, more or less, of the 1918 left in the independent farmers' warehouses, the Wisconsin field is bare of tobacco of that vintage. As a general proposition this undoubtedly is true, but whenever a buyer really wants some of this tobacco, he seems to know where to find it. Lars Angvick, formerly of McFarland, disposed of 58 cases not so many days ago, and John Olstad of Deerfield sold 57 cases last week. The price paid in both these instances is not divulged, but we understand the sales totaled handsome checks. Good binders, including good B's of 1918, are wanted pretty badly, just as binders in general are sought by the trade. But though the demand is good, it does not mean that the market will swallow anything at any price. Some of those who are disposing of their 1918 tobacco now could have made just as much money by selling it in the fall of that year. As the 1919 bulked and cased tobacco comes along in the process of handling, it bears out earlier estimates of it as to quality. The deliveries—to the warehouses or weighed up and stored on the farms—are continuing without a hitch. The larger portion of the crop has by this time passed into the hands of the packers. The unsold end of 1919 in the hands of the growers is gradually getting shorter, but it may not be cleaned up in another month or more. The weather has been raw and cold, and the seeding of tobacco beds for the next planting is coming along rather slowly, as is all spring work. The growers are going to be exceedingly crowded when the weather does change for the better.

Shipments in during the week, 42 cars of bundles; out, 4 cars. No shipment of boxes.

L. I. Johnson of Westby called Tuesday to see J. A. Jenson on matters of tobacco.

G. W. Spitzner of C. H. Spitzner & Son, New York, is in the city calling on the firm's representative here, Oscar Jenson.—*Edgerton Reporter.*

Merchants' Association Elects Delegates

The following delegates will represent The Merchants' Association of New York at the meeting of the Foreign Trade Council in San Francisco:

C. A. Richards, American International Corporation.

E. A. DeLima, President of the Battery Park National Bank.

R. S. Howard, R. S. Howard Co.

F. A. Arnold, Manager of the Foreign Department of Frank Seaman, Incorporated.

W. H. Mahoney, Manager of the Foreign Trade Bureau of The Merchants' Association.

Richards and DeLima are members of The Association's Foreign Trade Committee.

UNION LEADER

SMOKING TOBACCO

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

Cable { New York—Muselano / Habana—Lamelville
SELGAS & CO.
Leaf Tobacco Dealers
NEW YORK, 128 Water St.
HAVANA, CUBA, 138-140 Consulado St.

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
Importers of Havana Leaf
Zulueta 44, Havana, Cuba 152 Front St., New York

LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON
Exporters & Commission Merchants
HAVANA LEAF TOBACCO
The Greatest Stripping Facilities in Cuba
ZULUETA 44-46 HABANA, CUBA

HIJOS DE DIEGO MONTERO
S en C
COMMISSION — EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Haven't Made Any Move as Yet in Havana

Cigar Makers Not Much Affected So Far by the Strike in Tampa —Factories Work as Usual—The Leaf Market Remains "Seasonably" Dull—But Quite a Bit of Quiet Trading Is Reported in the Country—Enthusiasm Concerning the New Crop—Various Notes—Insurance Companies in Cuba.

HAVANA, April 28.—As yet, the cigar makers here do not seem to be greatly excited because of the strike now prevailing in Tampa. Work continues as usual in the various factories, and "manifestations of sympathy" for strikers in Tampa actually are less than what was expected.

Nevertheless, in circles where the influence of agitators is strongest, attempts may be made to create uneasiness and dissatisfaction. Just now there is a disposition to boast of the financial strength of the cigar makers' union. According to reports, the union now has in its treasury upwards of $60,800, and this sum each week is increased considerably through the payment of dues exacted from every working member.

Apparently, for the present the guides of union activity are interested principally in endeavoring to procure more pay for such cigar makers as are incapable of attaining the standard of workmanship demanded in the larger factories that produce cigars for export.

In the smaller shops, devoted entirely to the production of cheaper shapes for the lower class of local trade, the workers are agitating for an "hourly wage," to be paid to all alike, irrespective of expertness or amount of production.

Such proposals naturally do not obtain the approval of cigar manufacturers. Nor do the skilled cigar makers care to place themselves in a class with novices and "tobacco butchers."

The leaf market is dull. The inactivity, however, is "seasonable," such as may be anticipated, always at this time of the year. The new crop, promising to be tobacco of notably good quality, is hardly in "purchasable condition," as yet. However, "out in the country," quite a bit of important trading is being done "on the quiet." Some operators already inclined to buy liberally and without much delay. When the rush commences, those who have "held off" may find that others have been buying ahead of time. Dilatory buyers, in order to get anything at all, may have to pay what the planters demand for what is "left over."

When conversation switches to the quality of the coming tobacco crop, at once there is an increase of enthusiasm. Francisco Gelats, member of Congress, representative from the Province of Pinar del Rio, a very shrewd politician, and a man most influential in the tobacco districts, one whose opinion concerning tobacco carries weight throughout Cuba, in an interview last week declared that he had seen tobacco of "marvelous quality," leaf comparable to the best ever grown in Cuba, "the present crop promised to be accounted among the very choicest."

Ramón Argüelles, vice-president of the Romeo y Julieta Co., and president of the Cigar Manufacturers' Union of Havana, left on board the steamer *Orizaba*, on a vacation trip to Spain. A large number of friends and businessmen went down to the docks to see him off and bid him goodbye.

"Cacho" Suarez, of M. A. Suarez & Co., and Pablo L. Perez, of the Havana Tobacco Stripping Co., who will represent the tobacco men of Cuba at the T. M. A. convention at Washington, will leave this city on or about May 15, in order to be there in time and meet as many tobacco men from the states as they can.

M. A. André, of Axialá y Cia., of this city, sailed on the steamer *Orizaba* for New York, and according to his statement, from New York he will go to Amsterdam.

The International Association of Rotary Clubs has issued an invitation to all the Rotary Clubs organized in Cuba, requesting their presence at the annual convention at Atlanta, Ga., on May 21. Quite a number of Rotarians in Havana have already expressed their willingness to go to Atlanta, and among those who will attend, there will be a number of cigar men and leaf dealers.

Of interesting matters discussed there which affect the tobacco industry of Cuba may be the Parcel Post Treaty, now pending approval by the governments of the United States and Cuba.

Leaf buyers from the United States arriving during the past week were Moises Bijur, of M. Bijur & Co., New York; H. Smith, of M. Smith & Co., of New York and Havana; and J. Yocum, of Yocum Bros., Reading, Pa. Yocum is going to take a good inside view of the new crop if he can, and purchase some of our aromatic Remedios for his factory in Reading.

Angel Cuesta, senior member of the firm of Cuesta, Rey & Co., of Tampa, arrived here this week, and is making his headquarters at the branch factory on Belascoain street.

Joaquin R. Garcia, manager of La Reguladora, the old and reliable headquarters of most every tobacco manufacturer or leaf dealer coming to Havana, went on a trip to Tampa, Fla., with his family.

Pancho Garcia, of the firm of F. Garcia & Bro., of Tampa, Fla., has arrived here, accompanied by his family, and is stopping at the Hotel Telegrafo.

Benjamin Menendez, of Menendez y Cia, of this city, sailed on the P. & O. Steamship Company, via Key West, for New York.

Back in 1909, only 23 companies transacted fire insurance business in Cuba. Of these 20 were British, and one, *La Mercantil*, was a domestic concern. But now, in addition to the 20 British companies, 10 Americans, two French, and one Australian company have offices in Havana. Besides, 11 new Cuban insurance companies have been organized during the past four years, viz.:

Name of Company	Date of formation
Cienfuegos	1919
Cia de Sagua	1918
Cuba	1917
El Comercio	1917
Internacional	1918
La Comercial	1918
La Cubana	1918
La Metropolitana	1918
La Union Nacional	1918
Oriente	1918
Union Hispano Americana	1916

The names of comapnies now writing business, along with their chief officials or representatives in Havana, are as follows:

Name of Company	Name of Agent or Manager
Alliance	G. H. Finley & Co.
Aetna	Ricardo P. Kohly
Atlas	Jacinto Pedroso
Cienfuegos	Gabriel Cardona
Commercial Union	Lorenzo D. Bridat
Cia de Sagua	Benjamin Garcia
Continental	C. R. Neidlinger
Cuba	Julian Linares
El Comercio	Juan Omenaca
Employers' Liability	Zarraga & Cia
Great American	Carillo y La Guardia
Guardian	Lesle Pantin
Hartford	The Trust Co.
Home	The Trust Co.

Cable "Quinto" P. O. Box 502
WALTER SUTTER Y CA
COMMISSION MERCHANTS, EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Insurance Co. of N. A.	Jacinto Pedroso
Internacional	Gilberto Ramirez
La Baloise	Manuel Llerandi
La Comercial	Antonio Leza
La Cubana	Henry Bennett
La Mercantil	Pedro L. Sueyras
La Metropolitana	Virgilio Ortega
La Union Nacional	Martin Frat
Law Union & Rock	C. E. Beck & Co.
L. & L. & G.	Ricardo P. Kohly
London Assurance	Luis R. Munoz
London & Lancashire	Galban Lobo & Cia
L'Union de Paris	Ernesto Gaye
Motor Union	Reuprovers Sup. Co.
National	Chas. M. Lewis
Niagara Ins. Co.	Zaldo Martinez & Cia
N. B. & M.	Aquilino Ordonez
Northern	Manuel de Ajuria
Norwich Union	George Millington
Oriente	Guillermo F. Kohly
Phoenix of Hartford	The Trust Co.
Phoenix, London	Garcia & Villalba
Royal	J. Balcells & Cia
Royal Exchange	Zaldo Martinez & Cia
Scottish Union	C. E. Beck & Co.
Sun	B. G. de Torres
Union	Emilio Marimon
Union Hispano Amer.	Joaquin Capilla
United States	Chas. R. Neidlinger
Western Australian	Fernando G. Tarafa
Yorkshire	Miguel Pont

Features of the Tax Bill

Much confusion sems to exist as to the exact terms and status of proposed tax legislation to raise money for a soldiers' bonus. The Ways and Means Committee bill was introduced in the House of Representatives on Friday.

It carries a tax on the sales or transfers of securities of two cents on each $10 of face value or fraction thereof in lieu of the present transfer tax of two cents on each $100 of par value or fraction thereof. This tax is imposed for the two years from December 1, 1920, to November 30, 1922, after which date the present rate is restored. That is, the present transfer tax of $2 on each 100 shares of $100 par is raised to $20 for a period of two years. A similar increase is made in the transfer tax on sales of produce on an exchange.

The bill adds 1 per cent to present surtax rates on individual income between $5,000 and $10,000; 2 per cent to present rates between $10,000 and $26,000, and 3 per cent to present rates above $26,000. Thus the surtax rate on income in excess of $8,000 and not in excess of $10,000 would be 4 per cent instead of 3 per cent. On income in excess of $20,000 and not in excess of $22,000, the rate would be 11 per cent instead of 9 per cent; on income in excess of $40,000 and not in excess of $42,000 it would be 23 per cent instead of 20 per cent, and on income in excess of $1,000,000 it would be 68 per cent instead of 65 per cent.

A tax of ½ of 1 per cent is levied on purchase money paid on real estate transactions.

A tax of 1 per cent is levied on final sales of commodities (including electrical energy) but no tax is laid on agricultural products when sold by an individual producer. Neither does the tax apply on sales of less than $1,000 in any one month.

The present tax on tobacco is increased by an average of about 33⅓ per cent.

A "Red" Circular in Tampa

What, apparently, some of the striking cigar makers hope to accomplish is revealed in an anarchistic circular addressed "To the working people of Tampa," and translated as follows:

"There are but two roads in the present strike, and only one solution: The absolute and definite victory of our cause in order for those who reside in Tampa to live in peace. Should it result otherwise it will be the most complete ruination of the cigar industry. How can we permit the manufacturers to continue doing business at their ease if we are beaten? This would only happen after we had lost all our virility and courage. Rather than those exploiters without conscience, those executioners of the workingmen of Tampa, should rejoice in their heinous work, 'tis better that the whole of the cigar industry be forever buried in the black abyss of the most frightful ruin by bringing about its most complete discredit. The workingmen of Tampa will not lose much by it, because Tampa has not been a paradise for them, nor is it likely any other city in the world will be until the present social system is overthrown.

"Workmen, laborers of all nationalities, of all races and all creeds, bear in mind that in these minor struggles, the sentiments and spirits of 'class' is being developed and visualized, that they are the planted seed of far more transcendental and far reaching struggles. Do not forget that for the common well-being of all those who suffer, these weak and incipient manifestations of rebelliousness on the part of the workers constitute the fundamental base of those of the future the inevitable consequence of those of the present.

"Bear all this in mind and continue your labor indefatigably, forward, always forward, for if we be persistent in our efforts toward liberation, we will very soon be the contented and happy spectators in a free and fraternal society, so generously dreamed of by our modern apostles of emancipated labor."

Containing as it does "red" propaganda but thinly disguised, the circular was distributed not too surreptitiously in "the Latin quarter" of Tampa.

The circular purports to be signed by the "Committee of Delegates." Such a signature assists to convey the impression that the "communistic" circular was prepared and published by a committee of the delegates who were discharged from the factories because of their activities for the cigarmakers' union. But cigar manufacturers of whom inquiry was made stated that they did not believe that the indicated delegates were in any manner responsible for the circular, as they are as a rule rather conservative and were numbered among the best workmen in the city—practically all of them men who made high wages. The conclusion follows: that the circular was written by some anarchist among the strikers who hoped to incite the cigar makers to extreme action.

CIGARETTE PAPER IMPORTS

For the week, ending May 1.
Per S. S. St. Paul.

Consignees New York—	Cases
Rose & Frank	50
Liggett & Myers Tobacco Co.	32
Surbrug Co.	25
C. Drucklieb, Inc.	10
Per S. S. Cape Romain.	
R. J. Reynolds Tobacco Co.	225
American Tobacco Co.	100
Per S. S. La Lorraine	
American Tobacco Co.	100

Cable: Romeca

Rodriguez, Mendez & Co.

Leaf Tobacco Dealers

53 Cardenas Street — Havana, Cuba

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LOBETO y GARCIA S. en C.

Especialidad in Tabacos de Remedios y Vuelta Abajo

Almacenistas de Tobaco en Rama

Cabal "Casin" — HABANA, CUBA — Amistad 138

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PACKERS AND DEALERS IN

ALL KINDS OF HAVANA LEAF TOBACCO

Cable—"GARLIDO" — Code—WESTERN UNION

REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS, AND DEALERS IN **LEAF TOBACCO**

Cable: Cuetara" - - Figuras 39-41, Havana, Cuba

Cable, "Maxherz"

MAX HERZOG

TOBACCO BUYER

196 Water St., New York

IGLESIAS & VALLE, S en C.

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SEVERIANO JORGE Y CA.

LEAF TOBACCO WAREHOUSEMEN

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CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.

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PACKER AND LEAF DEALER OF

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street — Habana, Cuba

Cable: Abella.

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GROWER, PACKER AND DEALER IN

All Kinds of Havana Leaf Tobacco

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MARTINEZ Y Ca

Leaf Dealers

Specialists in Sancti Spiritus and Semi Vuelta

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Banco Español de la Isla de Cuba

HABANA

Establecido el año 1856. Capital: $8,000,000 en oro.

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Realiza toda clase de operaciones bancarias y se hace cargo del cobro de giros, cupones, rentas, etc.

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because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank
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New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

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PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 **Havana, Cuba**

NEW YORK OFFICE: 257 4th Avenue

Straws that Show How Trade Winds Blow Up State

Walter Branche Misses Publicity—W. W. Moss of Lucky Strike Fame May Be Fortunate on His Own Account in Richmond—Phillips & Bergman Take a New Store in Troy—P. Lorillard Co. Rushes Tobacco on Auto Trucks to Albany Jobbers—A Good Cigar Assisted Jim Barrett, Machine Gunner, to Become a Military Courier—Shifts, Changes and Resignations of Cigarette Salesmen.

New York State Capitol District,
Big-League-Week, 1920.

"So that should be where yuh went yesterday, hey?" hollered Sam Ash, while Jim Stubb graphically related how three men on the bags were brought home in the tenth by a long drive to the Bull Durham board. "An' I positively supposed yuh went out to sell some goods instead!"

"Sweet sister! Can't a fellow run out to a ball game without tellin' ev'ryone in the Eastern League where he's goin'?" sputtered Jim Stubb, throwing his sample-case under the packing table. "Have I gotta account for ev'ry split-second, or can I come and go like Hi Johnson works in the U. S. Senate?"

"Don't bother the boss that way," cautioned Tom Slattery, quietly slipping an Egyptian Deities sign alongside the cigar lighter. "If you have any fault to find with his methods, do it the same way two old Irishmen in Troy pulled the trick.

"For, once-upon-a-time, before Volstead & Anderson chastened the cafe trade, Francis Xavier and Mickey-the-Goat met in Phil's place every day atween whistles. Each lad would buy a bucket, dutch treat, sip a bit o' the Boiton, set down the schooner, and then open up this way:

"'Francis Xavier, didcha hear, now, whut I'm afther tellin' ther boss this mawnin'?'

"'Shure, wasn't Oi roight there, me b'y, whin yuh lined 'im out?' Mickey replied carelessly, raising his glass for another sniff. 'An' didcha moind whut Oi hadta soy to 'im just a bit later?'

"'An' yuh shure did jest roight, me lad, jest roight,' nodded F. X., jiggling the cuff around the crockery before taking one last drink. 'Be-cass if yuh had not done so, Mickey, Oi woulda lit onta 'im so quick thot his poipe woulda cotched foire from me flash!'"

"In this way, by kidding the boss when he's at a reasonably safe and secure distance, some of our cigarette boys get away with it for a time," added Tom, searching in his new nursing-kit for a safety-pin or a tack for the Lorillard display frame. "And that seems to be the trouble with our advertising decorators.

"They make a sign or so for a window feature in the morning, set it up in a rush about noon, then beat it for a burley-que house in time for the P. M. matinee. Result, our window work is backward, Boss Allen is peeved, and the men spend the rest of the afternoon and early evening telling one another what they had to say in reply!"

"Well, my boss is away, so I guess I can go out and play!" grinned Walter Branche, searching his several pockets for one of Daddy's R-B's, such as the Branche Brothers Cigar Company sometime sell in such quantity that the Rosenthal factory is always twenty-four hours—and more—behind Walter's rush requests.

"Yes, she—didn't I say my wife?—went away and left me all alone with this here cigar business. But, just to remind me, perhaps, that she still remembers what line I sell, she sent me this printed post-card: 'Tobacco prohibition won't seriously affect the sale o'five-cent cigars.'"

"You see," went on Walter, still looking for that R-B, "my wife throws the ball in the Albany Women's City Bowling League. She is manager of the team, so she went to Chicago to compete in the National Tourney with the local club.

"And, with some speed, they scored fifth amongst fifty-seven varieties of teams from all over the country. To add more and increasing lustre to the Albany League, and also to the name o'Branche, friend Mrs. Branche was then elected to the vice-presidency of the National Women's Bowling League—and she got her pic-tur in th' payper. But I was awfully disappointed, because I thought the sporting editor would refer to her as the wife of the extinguished Walter L. Branche, distributor of the far-famed R-B cigar!

"Yuh should have it a paid publicity department, Walter," suggested Sam Ash, making a Lucky Strike sale to a man on his way to the ball grounds. "Like our ole friend W. W. Moss had it, years an' years ago, when he sold Lucky Strike tobacco up this way, y'unnerstan, for the R. A. Patterson Tobacco Company.

"At that time, unnerstan' me, Double-W Moss came into the New York State market minus any music from the Sixty-Ninth Regiment Band! But he's about so tall an' slim as Abe Lincoln, unnerstann', an' he usually wore it a silk hat to make 'im higher!

"Anneyways, he all-ways got it attention, y'unnerstan, an' he sold a raft o'Lucky Strike stuff in this here territory. So, when he went with the American Tobacco Company as Division Manager at his old home in Richmond, Virginia, the dealers an' jobbers 'round this section were sorry to see him go.

"An' now, I unnerstan', W. W. Moss is quittin' the A. T. Co. to take over a Southern jobbing house in the Capital of the Confederacy. Both the Hills, Percy an' George, hate to see Double-W leave the A. T. works, but Moss says he's got another Lucky Strike, an' he should make it a home run afore the grounds git all wet again!"

"Yep, and another firm in Troy is goin' to make a four-base hit, too," allowed Jim Stubb, placing the seats in the bleachers and grand stands for the evening session o' the Hot Chair Club. "It's Phillips & Bergmann, over there at 358 Broadway, and they're goin' to take the store right next door for an annex of haberdashery."

"Well, they've got a lot of the best cigar business in Troy now, so I s'pose they figure they can very easily get a big slice of a man's entire trade," re-

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Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS
Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA
Lucius—Old King Cole—R & T

MILD HAVANA
Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

flected Bob Le May, offering to put up a Union Leader poster free o'charge. "It's a good location, and they ought to give the line a big push."

"Push is what you want," admitted Dan Kelley, back from Burlington with a pound o' pep for the Division Crew of the Lorillard tobacco section. "We'd been stuck here last week for Lorillard brands if it hadn't been for the enterprise of the concern in filling rush orders to the Capitol District via motor lorry.

"In that way we got some Mechanics Delight in the hands of the jobbers who couldn't get no present service from the regular transportation people. Strange, too, with all the various River Steamer and Rail Systems entering this port."

"No stranger than my experiences at the port o' Southampton during the war," remarked Jim Barrett, as he packed up his Fatima portfolio for a raid along the gold coast. "From cigarette salesman with Chris Bittel's department of the Lorillard Company, I suddenly found myself fired.

"So I enlisted with a bunch on their way to Fort Slocum. Two weeks later I was on my way again in a transport o'joy, sailing o'er and o'er the bounding main! Some one informed me I was now a machine-gunner in the Second Division, U. S. Army, and not a cigarette machine gunning for business in the Lorillard Division, U. S. A.!

"Anyhow, we at last arrived in Winchester, England. There we had days and days o' practice—not with Winchester rifles—but with machine guns—Brownings, Lewis, Hotchkiss, Colt, and everything else they had in the arsenal.

"Trick was, y'know, to limber and unlimber them guns quicker than Jerry could do so—much quicker, or, saith the Tommies, 'Out West you stumble, chappie!' Therefore, we attained speed, haste, hurry! Sure, some M.G.'s went so fast they didn't even pause to watercool the guns—and they stumbled Westward much more rapidly, immediately!

"Truth to tell, I wasn't much stuck on this suicide-club! And, to think it over, I occasionally went down to the Southampton dock-front to smoke a cigar and imagine I was leaning up against Frear's store in Troy!

"Whilst thus engaged, one fair day, meditating upon the Santa Clara possibilities of my Vuelta wrapped Habana, I was rudely, not to say abruptly, interrupted by a very rough man shouting: 'Soldier, don't you salute an officer? Take that cigar out of you're face, sir—'tenshun!'

"Well, I don't believe I took the cigar out of my mouth—it fell out! And I stuttered, 'Yessir! Yessir!' until the C. O. snapped me up with 'Pick that cigar up, sir, don't you dare to throw away a good smoke like that!'

"After which he got my name, former business, present business, address, past and present, outfit, general orders, data on school o' the soldier, in what battle Gen'l Grant had said he would fight-it-out-all-summer, and exactly how far Sheridan was away from Winchester when he had that blow-out and used his last inner-tube!

"Probably I was so scared that I didn't pass the civil-service. Anway, he told me to report at nine the next morning at Gen'l Biddle's G. H. Q. And when he told me 'Biddle,' I took another look to be sure it wasn't my old boss, Chris Bittel, in disguise! But no, Chris was now in the army, yet not quite a G. O.

"So all the rest o' that day and night I worried about just how big a sentence a General Court Martial outfit could hand a guy for gooing a general with a cigar all ablaze, and minus a soldiery bearing, deportment, and all around war-like spirit!

"Everyone in camp told me it would be the rock-pile at Leavenworth or Governor's Island for at least the duration of the war. But at nine the next A. M. there I was ready for the raspberry, or whatever they call the Exit Association in the Army!

"Instead, the Gen'l himself receives me in the throne room, with the red plush curtains all pulled down over the windows and the keyhole stuffed! At least, that"s the way it looked for a flash, for the ole boy put me thru that uncivil-service once more, filled out my questionnaire with a K. O., and made me sergeant o' couriers, right on the spot!

"What a courier was I thought I'd have to look up in the Army dictionary. Still, I had a hazy idea that a reg'lar courier ought to have a Rolls-Royce, a Kentucky thorobred, a Indian motorcycle, possibly a Curtiss-Monoplane, and a pair of pretty good rollerskates—especially the skates!

"Because everyone I interviewed on the subject told me I'd have to hurry—and keep on hurrying 'til the war was armisticed! In the cigarette game I was used to hurrying, but not used to them there machine-guns, buddie, not much!

"So I didn't care what happened. And things begun to happen right then! For they loaded me up with two Colt's 45's, one on either hip, just like Two-Gun Bill Hart, in the movies! To complete the outfit I got a despatch bag—something like a Fatima pouch for posters—and a white crepe on my arm, showin' everybody, admirals and generals, that mine was very important business, very!

"And it was! Because I made seventeen trips across the English Channel, mostly on the old Long Island Sound steamer *Yale* and her sister ships, right thru all lines to Chaumont, where Gen'l Black Jack Pershing sat up day and night awaiting my eager footsteps!

"Nearly everyone I got acquainted with said I had a Chicago chance-cinch. And I guess it was, alright, compared to what my original company of machine-gun buddies got in the old Second Division at Chateau Thierry and around! For out of 172 men in the outfit, only 13 sound soldiers came back from the line! While I lived to tell this tale simply on account of being Irish—and because my good cigar made Gen'l Biddle himself stand at attention!"

"Yeh, an' after all that, Jim, I imagine this here cigarette game is kinda slow, hey?" lamented Sam Ash, as he urged a customer to spend his baseball money for a pack o' Piedmont cigarettes. "Anneyways, that must be what Bill Bente thinks, for he's resigned.

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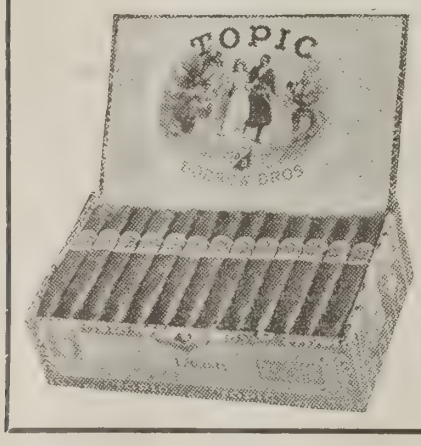
Philadelphia, Pa.

TOPIC



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13c—2 for 25c 15c Straight
18c—3 for 50c

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Makers of Famous Bold Cigars

"Introduced itself"

"As a general proposition it is a hard matter to introduce a high-grade cigar in new territory," writes a widely-known Minnesota distributor. "But we must confess that the Girard has practically introduced itself in this territory."

That is the critical question about any cigar. Will it go on after you start it and introduce itself favorably to the dealer and the smoker, too?

Doing this consistently wherever it is tried is what makes the Girard known everywhere as "America's foremost cigar."

Antonio Roig & Langsdorf
Established 49 years
Philadelphia

GIRARD

Never gets on your nerves

Problems Hard to Solve in Philadelphia

Labor, Transportation, Lack of Cigar Boxes, Demands That Exceed Present Ability to Produce, All These, As Well as Other Things Cause Cogitation and Puzzlement—A Strenuous Week for Many in the Trade—Retirement of Hilbronner & Jacobs—Kicico Co. Hustling to Obtain a Working Force—Yahn & McDonnell Leave 15th and Chestnut Street—Week-end Outing for Stratford Employees at Dreamland—Offered to Send Auto Trucks from Norfolk to Get Cigars—Looking forward to the T. M. A. Convention.

PHILADELPHIA, May 3.—April closed with a week filled with more happenings of import to the trade than any like period since the year began. The close of an important factory, the Hilbronner & Jacobs, the entrance of new market, the tie-up of freights and the shortage of boxes leaving all the manufacturers with large stocks on their hands which cannot be sent to clamorous distributors, although proffers of auto trucks were made by them in their eagerness to get supplies, the menace of grave labor troubles—all these crowded themselves into a week which will be memorable in trade annals. But with vexations galore, the manufacturing trade at least is looking hopefully into the future because Philadelphia has responded with a surprising unanimity to the invitation to attend in the sessions of the Tobacco Merchants' Association in a national conference which it is believed will be of immeasurable benefit at this critical time to the entire industry.

"There are so many problems before us," said Manager Thomas J. Daly, of the Stratford Cigar Co., "that I hardly know which are the most important to be taken up at the T. M. A. conference. The meeting will give an opportunity the industry has not enjoyed for a long time. Through deliberations may be found the way to remove the obstacles which are looming up ahead. I do not know of a more profitable thing which manufacturer and jobber and retailer can do than to go down to Washington for the conference." Mr. Daly expressed the hope that in future something would be done to obviate the present waste in cigar boxes. He pointed out that considering the present shortage of cigar box lumber, it seemed almost criminal to expend, say 16 cents for a 20's box alone, to add charges for labels, etc., and then to throw the box into the discard when its contents were gone. He hoped that there might be brought about some modification of Governmental regulations, so that the waste might be avoided. Elimination of many of the present sizes of cigars requiring special sized boxes and the adoption of other trade customs of a beneficial character to the whole industry were suggested as among the things which the T. A. might profitably consider.

The most exasperating experience of the week was the constantly changing attitude of the railroads on the transportation of freight. Shipping department officials were on the verge of distraction. Embargoes were put on, and taken off, almost daily. Sometimes hourly. There were occasional rifts in the cloud; for a few days of the week it was possible to get through goods by a direct service, where no transfer to other railroad lines was required. But that privilege did not last long either. During the entire week it was almost impossible to get goods to New England points and only in very limited amounts to the West and the South.

Box supplies either failed to come at all or only in such limited quantities that there was, at best, but a hand to mouth service. There are, in the storerooms of Bayuk Brothers, more than 3,000,000 Mapacubas for which distributors all over the United States are clamoring. But they cannot be sent out, because either there are no boxes to pack them, no hands to fill the boxes or no transportation facilities available. "Somewhere in the United States" there is a carload of cans en route to Philadelphia but Manager Carlisle, hopeful, has no idea where they may be located or when they may appear. Bayuk Brothers and other manufacturers resorted to direct auto shipments, to express, to parcel post, to everything which offered some hope of relief. For a time trolley freight service radiating from this city was used but it soon became swamped. From a point as far away as Norfolk a large distributor wired that he would send his own auto truck if assurance that it would be filled were given. But the manufacturer appealed to was unable to give that assurance, because of his desire to deal equitably with all his trade and to send to any particular distributor only an equitable quota.

While May-day passed without any general outbreak of labor troubles, during the week there were further outcroppings of unrest among employees. This, manufacturers believe, is due entirely to "red" influences. The payrolls of all the manufacturers show higher returns to hands than ever before in trade history, but with unanimity, the manufacturers say that the higher the wage the less the per capita production and the greater demands by labor. A crisis in the relationship between employer and employees is fast approaching. Manufacturers are realizing that the time has arrived when they must either take a stand or permit the control of their establishments to be obtained by "labor leaders." As one owner said: "The labor toothache is getting worse all the time; we are almost at the point where we are ready to have the tooth yanked out, without gas, too, rather than to continue to suffer the pain. In other words if there is to be a general strike or a shut down, if there is to be a panic, it is better 'to have it done and over with' than to continue to worry. The only hopeful thing which is on the horizon is the T. M. A. conference."

Sale of the building it so long occupied, shortage of boxes, the labor situation and a desire to end the vexations that the trade now is suffering from, are the reasons given for the retirement from business of Hilbronner & Jacobs. On May 1, a long career of activity came to a close. The firm ceased production and sold its equipment to Bobrow Brothers, to whom also there has been transferred a force of some 110 hands. Headquarters at 26 South 7th street will, however, be kept open until July 1, in order to wind up the firm's affairs. Office manager Henry Kreh will be in charge.

In the arrangements made with Bobrow Brothers there were not included the bands and titles of the firm's products. It is understood that Manager Kreh has purchased the rights to the Jarona brand for such use as he may desire to make of it in the future. En Gonzalez and the MiAvana are to be offered for sale. Interested in the firm are Henry Hilbronner and Samuel Jacobs, both of whom propose to retire not only from the cigar manufacturing industry, but for the present, at least, and probably for good, from all commercial activity.

The firm was established back in 1905 by Hilbronner & Jacobs. Its business career began at Perkasie, Pa., and was continued at 11th and Christian streets, this city. A decade ago it took possession of its present location, a four-story building which was completely appointed. The firm had an output of about 50,000 cigars a day. Its output was distributed through John Middleton, Thomas Martindale, Finley Acker and other large dealers in this city and

cigars sold on the road by the partners. No salesmen were employed. Quite recently the Hilbronner & Jacobs factory building was sold, and subsequently a lease was made with a new tenant from July 1 next.

Inability to organize its working force completely has thus far prevented the newest accession to the Philadelphia manufacturing industry — the Kicico Company—from beginning production in its factory, 9 South Bank street. The Kicico Company has a complete installation of machines, tables and stock; all that is missing is the working force. It is hoped, however, to start production this week.

The Kicico—its name is derived from the initials of the King Cigar Company of Hartford to which it is the local successor—will confine itself to the manufacture of the King Perfecto for distribution not locally, but in the New England territory. The labor situation in New England induced the company to close the Hartford factory and, almost overnight, its equipment was loaded into two immense auto trucks for transportation to this city where suction hands may be had and where labor conditions, bad as they are, show decided improvement over those in New England. The two big trucks left Hartford on a Wednesday night and on the following Friday morning thew were in this city with, among other things, thirty barrels of Havana, ten bales broadleaf binders, five bales broadleaf wrappers, two bales Sumatra, two stripping machines, presses, sprayers and some 5,000 boxes all ready to be filled. G. M. Kahn, of the firm of Manning & Kahn, leaf growers and packers, Manchester, Conn., individually is interested in the Kicico Company with A. N. Davis, who is in charge here.

On Friday afternoon, April 30, at 4 o'clock, the key was turned in the door of the Yahn & McDonnell retail establishment, at Ffteenth and Chestnut streets, and that landmark store, the first home of a firm which since expanded at various points in the business center of the city, passed into memory. It is soon to be reopened, however, as a United store. When the door closed finally M. N. Fox, who for sixteen years had stood behind the counter, walked down the street to the Widener Building branch and henceforth the Yahn & McDonnell headquarters. Isadore Moyer went with him. Harry McVeety journeyed over to the wholesale department of which Howard Farrand, now representing the Planco line, was in charge while George Lewis moved to the Adelphia Hotel stand.

Transfer from Leach & Co. to the "United" of the stands on Broad street just below Chestnut street and at Tenth and Chestnut streets, both long established, still remains unaccomplished. As told in these columns the United secured an option but consummation was held up awaiting the approval of the owner of the Broad street store property. Meanwhile matters are held in abeyance.

Sig. C. Mayer returned during the week from his extended visit to West. He went as far as the Pacific Coast and on his return he looked upon for the first time the ruins left by the fire which destroyed the Mayer factory at 3d and Cherry streets several weeks ago. But the mess of debris had been cleared away; in fact, on May 1, the start was made toward the construction of a modern five-story concrete structure which will replace the historic old brick building which the Mayer factory so long occupied. Work will be rushed and Manager Watson is hopeful that the new building will be ready for occupancy by September. There is reported a very insistent demand for the firm's Rey Oma leader and in the new home, with a capacity for production about three times as great as in the temporary quarters which have been secured at Fourth and Cherry streets, it is hoped that there will be early recovery from present shortage.

The Daniel Loughran Company of Washington, has extended an invitation to the executives of its Stratford factory in this city to be its guests at an outing and clambake to be given on the estate of Mr. Loughran in Southern Maryland. Dreamland is the appropriate name of the big farm and country house where the week-end outing is to be held. Manager Daly, of the Stratford factory, presided and made an address on Stratford Day, May 1.

Application will be made to the Governor May 24 for a charter for The Spencer Morris Cigar Co., Inc., which a few months ago begun its business career at Juniper and Cherry streets. Frank A. Moorshead, Commonwealth Trust Building, is solicitor.

The G. H. P. Company expects to take possession at the close of this month of the premises at the southwest corner of Third and Brown streets, which it recently purchased. It will immediately thereafter reconstruct and enlarge the building as a factory.

Suit recently brought by the Cortez Company against the Independent Cigar Store has been settled.

Several Bayuk Brothers distributors came to town during the week visiting headquarters at Third and Spruce streets in the hope of expediting deliveries. Among them were Jonathan Vipond, Jr., of the Scranton Tobacco Co., Scranton, Pa.; L. W. Davis, of the Old Dominion Tobacco Co., Norfolk, Va.; Louis Pfeifer, of the Southern Illinois Cigar Co., Centralia, Ill. and President Charles De Werthern, of the Werthern Co., Paducah, Ky.

The Erdenheim Cigar Co. recently took possession of its new factory in Reading, Pa.

J. Addison Fowler, United States Tobacco Company, returned during the week to headquarters in the Heed Building after a Western trip as far as Michigan.

The newly organized cigar manufacturing firm of M. Eiseman & Son, featuring the Men-de-lion Havana smoke, is making very rapid progress in introducing its goods and in production and sales. The owners of the new venture have long been engaged in the wholesale grocery business at Water and Race streets and upon the initiative of Frank F. Eiseman, entered the manufacturing business, taking the upper floor of the big warehouse. It is completely appointed and a large force of hands is at work producing originally seven sizes but just supplemented by two additional smaller sizes which will retail at 10 cents. The Perfecto size retails at 18 cents. The firm has now eight salesmen on the road. Frank F. Eiseman, accompanied by A. A. Levitt, factory manager and long active in the trade, and by a New York importer are now in Cuba to make arrangements for the control of a section and for direct importation of Havana leaf. J. P. Fleming is the sales manager of the cigar department.

O. L. Myers, of Gumpert Bros., has returned from a New York State trip.

Cablegrams were received at the close of the week from Adolph Loeb, of K. Straus & Co., leaf dealers and from John N. Kolb, of the Sommers Cigar Co., announcing their safe arrival in Europe. Both are on a visit to relatives abroad, and both sailed on the same steamer and both will attend the Sumatra inscriptions. When Mr. Kolb returns to this country he will occupy a new home just completed at Oak Lane, on the city's northern limits.

Samuel Weinberg, leaf dealer, has left for a business visit to Porto Rico.

Wachter & Darmstadter, who recently took over the O'Keefe Store, Fourth street below Market street, and opposite the Bourse, will open an Atlantic City branch at South Carolina avenue and the Boardwalk about June 1.

Smoking as an Aid to Efficiency

MARLBORO, Mass., May 1.—Smoking and chatting periods have been introduced at a shoe factory here, in an effort to increase efficiency. Several ideas eliminating unnecessary processes have been adopted and other suggestions aimed at time-saving are being tried out.

CIGARS FROM KINGSTON, JAMAICA.

Per S. S. Governor Forbes. Arrived April 27.

Consignees:

New York—	Cases
British Amer. Tob. Co.....	11

Pitching Air-Tight Ball!

YOU can't "put a run over" on our Advertising Team. PRINCE HAMLET'S "scoring" an unprecedented demand. You can knock a home run and win your game against a customer's smoke appetite *every time* by selling him—

PRINCE HAMLET

2 for 25c. — 15c. — 25c.

Also 10c. and 11c. sizes

The Well-balanced, Satisfying Smoke

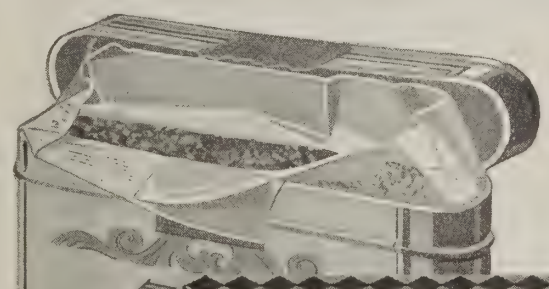
"Warm Up" to Our "Delivery

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

PHILADELPHIA

New York, 119 Lafayette St., Phone 3166 Franklin



Diamond-F

Diamond-F Glassine gives just the protection tobacco needs. It is a transparent paper with a tough texture and a hard, glossy surface. Can be folded or creased without cracking. Can be used inside or as a wrapper. Keeps tobacco goodness in and all contaminating influences out.

Diamond-F Protective Papers—Glassine, Grease-proof, Vegetable Parchment, and Parchmoid—are pure cellulose, free from oils, chemicals, waxes, metals, etc. Supplied in rolls, sheets, and circles.

Dept. P

Diamond State Fibre Company

Bridgeport, Pa. (Near Philadelphia)

In Canada—Diamond State Fibre Company of Canada, Ltd., Toronto, Canada

See your jobber or write us direct. Samples on request. For convenience of western trade we maintain warehouse and factory at 1658 Besley Court, Chicago, Ill.

Diamond-F

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

Scramble to Secure 1919 Tobacco in Lancaster

Leaf Suited to the Requirements of Manufacturers of Ten-Cent Cigars—Transactions Reported—Cool Weather Will Cause Transplanting to Be Delayed—Inability to Obtain Additional Help, as Well as the Present High Cost of Farm Labor, May Prevent Any Great Increase of the Tobacco Acreage This Year—Predictions That Come True.

LANCASTER, Pa., April 30.—"Some doings" this week in Lancaster; 1919 tobacco has been selling like wild-fire; such a boom in a new crop of tobacco is unprecedented in the history of Lancaster county.

For a new crop of tobacco to be nearly sold out in April, when goods are not sampled until September, hardly seems possible, but it's the impossible that promises to happen.

Such a scramble for goods I have never seen in all the years I have been connected with the tobacco business.

My predictions of months ago, that the 1919 crop would be sought after by the manufacturers as soon as they found out its wonderful quality, burn and adaptability for high-grade cigars have come true. And were the crop twice as big, it would find ready buyers. On account of the lightness and small poundage to the acre, there is a big shortage and lucky packers of this high grade crop are to be congratulated.

Manufacturers of 10-cent cigars have been the principal buyers of 1919 tobacco.

Baker & Pfaust, of Lititz, sold their packing of upward of 1,000 cases to Geo. Mann, local representative of the Consolidated Cigar Co. and the American Sumatra Tobacco Co., at a reported price of 35 cents, goods to be sampled and guaranteed sound, September 1 running size.

Baker & Wasser, at Silver Spring, Pa., sold 565 cases of 1918, their entire packing, to Bayuk Bros., whose local representative, Louis Kramer, has also bought the following packings of 1919 tobacco from Roy Nolt & Co.; 500 cases, from John Longenecker & Sons, of Mt. Joy, Pa.; 346 cases, prices not reported, but the writer understands that they were "somewhere in the thirties."

The Lancaster Co. Farmers' Association has sold its 1919 packing. The Seed Leaf Growers' Co. also has sold a big part of its 1919 holdings. At the rate 1919 goods are selling the crop will be cleaned up in its entirety by July 1. I base this prediction on the fact that only 15 per cent of the crop was bought by independent packers. The rest was quickly acquired by the manufacturers.

The Elizabethtown Packers' Association, a farmers' organization, sold its 1918 packing recently to a New York concern.

L. M. Sheaffer & Co., Ephrata, Pa., sold a small packing of 1919 this week to a New York firm.

The weather has been too cool for the propagation of plants in the seed beds and transplanting will be at least two weeks late this year. Plants should be put out about June 15, but this year it will be nearly July 1 before the plants are advanced far enough for the farmers to transplant them. I predict a late harvest with the accompanying risk of early frost and would advise all buyers and users of Pennsylvania tobacco to "get busy" and buy whatever they can for their requirements. Very little old tobacco remains in first hands. Never before have stocks been so depleted or so low as at present.

Labor troubles are beginning to again crop up for the farmers. Various farms may be idle, not be cultivated at all, this year, for want of labor.

Farmers with whom the writer has had interviews say there is no incentive to raise cattle, for after feeding them all winter on high priced corn and bran, the cattle are sold for a price lower than what was offered last Fall. Farmers are unanimous in saying, "We want to raise tobacco; it's a good paying crop for us. But when men working on the public highways get 45 cents an hour, averaging $4.50 per day for their labor, how can we raise tobacco or anything else, if we have to employ labor at this prohibitive price?

One farmer told me that if he didn't have a big family he wouldn't be able to raise anything. He said even at that the women folks helped in the field. Unless labor conditions change for the better, and that very soon, planting of tobacco will be limited.

Mills and factories have to have help, so employers send auto busses to the farmers' homes to get girls to work and the busses take the employees home in the evening after the day's work is done. One can readily see, from this, what a farmer has to contend with on the labor question.

Outside of a few isolated packings of 1918 that crop is about all bought up. The holders made a mint of money on it, for majority of the crops were bought for less money than it cost to raise the tobacco. The leaf in the cases sold for 19 to 30 cents,—some "clean up" for the lucky holders.

E. S. Brill, of W. S. Brill & Son, 175 Water street, New York, was here this week attending to shipments of upward of 800 cases of old tobacco to his Western trade. A. F. Porro, of Porro Tobacco Co., Quincy, Fla., was a recent visitor. He purchased a lot of 1919 fillers to be stripped and booked in his plant at Quincy.

Simon Saks, of 95 Nassau street, New York, is here looking after his stripping plant, in which he employs about fifty people.

Sol Friedman, genial and suave representative of Frailey, Hardee Co., of Madison, Fla., is calling on the trade, disposing of a lot of 1918 Florida tobacco, of which his firm packed upwards of 2,000 bales.

J. L. Aubrey, of J. L. Aubrey & Co., of 520 Lombard street, Baltimore, is here looking for 1917 Pennsylvania, for which he has quite a demand.

Ben Weber, representing G. W. Lentz & Co., of Baltimore, was calling on manufacturers here this week. Ben reports a big sale of 1918 Pennsylvania he made in Philadelphia at a good price.

Victory Cigar Co., at Ephrata, Pa., made a banner shipment of 385 M. high grade cigars to Western jobbers.

DICKIE.

S. Monday & Sons Extending Trade

The Brooklyn plant of S. Monday & Sons is undergoing alterations. The changes made, notably will insure more production and provide greater storage capacity. Growing business makes this step necessary. The selling campaign that the company organized some months ago designed to cover practically all of the United States, has resulted in the opening of many new accounts. And it has afforded opportunity of apportioning definite territory to each of the salesmen. E. A. Springer, a comparatively new man on the force, has charge of Missouri, Kansas, Iowa and Nebraska. E. T. Lequillon, also a new man, is looking after the selling in Virginia, West Virginia, Michigan, Wisconsin and part of Ohio. The other part of Ohio is included in the territory of C. J. McKeehan, who also has Indiana, Kentucky and Illinois except Chicago, which big city is looked after by Leopold Levy. J. W. Fuller, another new man, has been assigned to Texas, Oklahoma, Arkansas and Louisiana. M. Berliner is taking care of Greater New York in his own capable way. Abe Boll is pushing the good work in New England, and where conditions are ripe for it, a drive will be made on the Pacific Coast. The men are concentrating their efforts on the distribution of Anderson, Rim and Monday brands.

Universal Smiles

THE Cigar maker smiles appreciatively as he handles the clean, smoothly booked stock stripped by a Model M Universal Tobacco Stripping and Booking Machine. This machine opens out and thoroughly books the leaf, thus doing away with the unopened and curled up tips incident to hand-stripping. Cigar makers prefer to work in Universal-equipped factories for tobacco stripped with the Universal enables them to make more cigars and more money.

Mr. Cigar Manufacturer:—You too will smile at the efficiency of the Universal. It speeds up production, cuts down costs and turns out a better product. Write for our new descriptive catalog and price list.

UNIVERSAL TOBACCO MACHINE CO.

116 *West 32nd St., New York* *Factory:* 98-104 *Murray St., Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO., OF CANADA, LTD.

108 *St. Nicholas Bldg., Montreal, Canada*

FOREIGN SALES OFFICES

Paris, France—18 *Rue de l'Echiquier.*
Geneva, Switzerland—2 *Route de Chene.*
London, E. C. 2 England—19 *Bishopsgate.*
Manila, P. I.—Kneedler Bldg.
Durban, Natal, So. Africa.
Soerabaya, Java, Dutch East Indies.
Buenos Aires, Argentine—Transoceania 158, *Aeconquista.*
Sydney, Australia—10 *Pitt St.*
Madrid, Spain, Zorilla 9.
Slagelse, Denmark—Slotalleen, 3

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments.

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y

In Flowery Language

CENTROSA

is significant of

100 per cent Satisfaction

Dealers don't have to argue with customers concerning the quality of

CENTROSA TRULY PORTO RICAN CIGARS

CIEN PORCIENTO CO., 94 Park Place, NEW YORK

Plantations and Factory in Porto Rico.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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GEORGE W. HELME COMPANY

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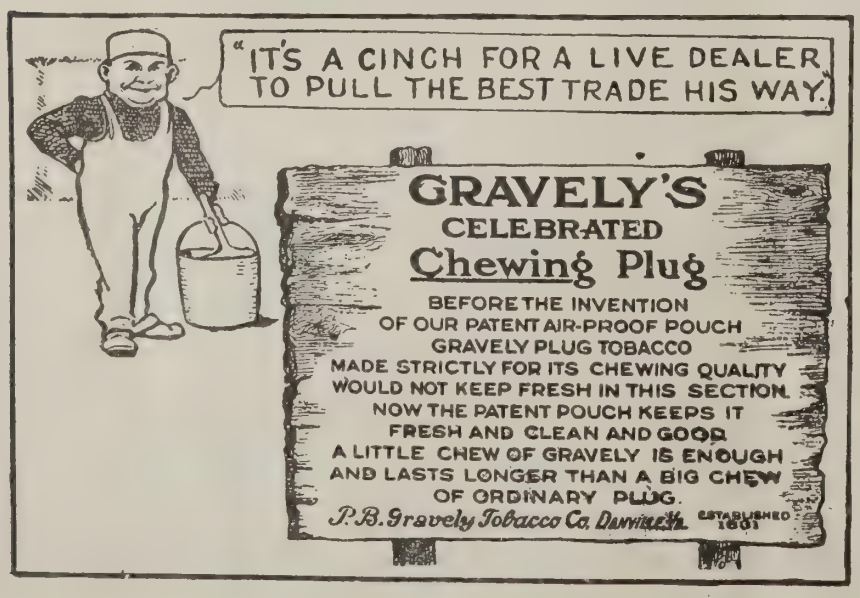


Awaiting the Arrival of Millions of Manilas

A Number of Big Shipments from the Philippines Will Soon Be Received in San Francisco—Harry Green & Co., H. L. Judell & Co. and Others Are Very Important Consignees—Jobbers Get a Flood of Orders for Candy—Buying Caused by the Rise in the Price of Sugar—Railroad Deliveries from the East Are Retarded and Uncertain—California Tobacco Dealers' Conference at Sacramento on May 15—General Cigar Co. Obtains the Helm Building, Located on the Best Corner in Fresno—Oldest Cigar Store in Northern California Destroyed by Fire at Folsom.

SAN FRANCISCO, April 27.—Confronted with a raise of $5.20 per hundred pounds in the price of sugar in this market, the cigar dealers believe that there will be an immediate increase in the price of candy, and since last Friday, when the new sugar price was announced, cigar dealers have been overwhelming jobbers with candy and gum orders. Beeman's gum has been advanced 7 cents a box, and this is regarded as but a forerunner of what may be expected. When the increase in candy comes it will find the retail dealers stocked up for something of a siege. The local increase in the price of sugar amounts to just about 33 1/3 per cent, and it is estimated that candy prices will advance from 20 to 25 per cent in consequence.

During the next week or ten days, five steamers will arrive from the Philippines bringing in the neighborhood of 6,000,000 Manila cigars for Harry Green & Co., Inc. The arrivals include the long overdue *West Mingo,* which had machinery trouble after she sailed and had to return for repairs; the *Halekala;* the *West Selena;* the *West Inskip,* and the *Columbia.* On three of these vessels there are about 1,500,000 Fighting Bobs for H. L. Judell & Co.

The switchmen's strike is still causing considerable delay and worry. No bills for goods have been received dated later than April 6, and New York mail dated the 20th has been received. When the goods will start again, is of course impossible to guess. But if started immediately there will be a hiatus of at least two weeks when no goods will be coming in. In the matter of shipping goods out the railroads are now accepting shipments, "subject to delay." To some valley points reasonably good service is being given, but in the main the service is exasperating and in some cases the delays apparently unnecessary.

The California Tobacco Dealers Conference will hold its next meeting in Sacramento at the Sacramento Hotel on May 15. There will be a banquet and general meeting, and it is anticipated that over 100 wholesale dealers of the State will attend.

The Government sales of tobacco have flooded the market at goods which can be sold at a lower price than the market. The public is learning the way to the cut-rate stores which handle this tobacco and are buying freely of it in resentment of the recent increases. Several retail groceries with small cigar and tobacco departments and some general stores that make a practice of handling bankrupt stocks of various kinds are advertising sales of tobacco, and the effect is being felt by the retailer and jobber alike. Some of the dealers believe that this seeking after cut-rate prices would not be so vigorous in San Francisco were it not for the resentment on the part of the public over recent advances in prices, and they fear that some of their best customers may become bargain hunters if further advances in prices are made.

The State department G. A. R. holds its annual encampment at Santa Barbara on May 5 this year. H. L. Judell is one of the delegates, and will doubtless be reelected chaplain.

Sid Rosenthal, "the youngest salesman on the road," is giving a good account of himself with the Judell goods in Crescent City and adjacent territory. Milton Glass of the same company was in the city this week. As he started to motor up from Fresno a heavy truck ran into him from behind and badly smashed his machine. Glass narrowly escaped serious personal injury.

William Bercovich, of the Bercovich Sales Co., is leaving for the East to look over his lines for future business.

Morris Burke, of Los Angeles, has notified his customers that he is about to make a trip to the factories in an effort to stir up shipments so that his people may be better taken care of.

Harry Dalton, of the St. Elmo cigar Los Angeles, was a visitor to San Francisco this week.

Harry W. Wyman, factory representative of the Manhattan Briar Pipe Co., was a recent visitor to the trade in this city.

Marx Bros. report a continually increasing sale of the La Muna cigar. The firm has been doing some great window display with this brand and state that a number of customers have been attracted thereby.

A. Dallman, of Wm. Demuth & Co., has returned from a visit to the factory. He states the Industrial Democracy plan of the house is working out very successfully.

Sol. Hart, of the Hart Cigar Co., of Portland, spent a week's vacation in San Francisco, visiting all his old friends here.

The John Bollman Co., branch of Liggett & Myers Tobacco Co., state that they are now ready to ship Imperial cigarettes 20s in cartons of ten packages each.

It is announced that Gold Medal matches have advanced 50 cents in price.

John P. Sweeney, representative of the Watt cigar factory, has reached the bay district again after a very successful trip through the northern part of the State. He is now visiting the trade in Oakland.

A deal was consummated last week at Fresno involving $450,000 in a lease of the Helm Building by the General Cigar Co. for a period of ten years. The property is regarded as a landmark and is considered one of the best corners in Fresno. The General Cigar will remodel the block and provide for nine stores. Eight of these it will lease and the ninth, located on the corner, it will fit up as one of its regular demonstrating stores. This new store will be in addition to the place which the General recently opened on the opposite side of J street in the Maetti building.

It is expected that the new store will be ready for occupancy about the first of June.

The cigar store of E. R. Levy at Folsom, Cal., which was started more than fifty-six years ago and is said to be the oldest cigar store in northern California, was destroyed by fire recently. The fire broke out from unknown causes in the adjoining store.

Alexander Herbert, president of Philip Morris & Co., who has been on a business trip here, left last week for Los Angeles, whence he will return East.

Will Goodfriend, who for several years past has been with A. C. Hirschfield & Co., in the Ellis street store, has left the cigar business to accept a permanent position in the melting department of the U. S. Mint in San Francisco. He says he will make a lot of money in his new position.

Frankel, Gerdts & Co. are now well up with past orders, except in the case of the ten-cent Camino Londres. The factory don't seem able to catch up on this size.

Dick Carlton, Northwestern representative of S. Bachman & Co., is paying a short visit to San Francisco and will leave again soon for his territory.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 East 63d Street, New York City

New OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED

DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

The Newest Creation
Croix de Guerre
(The French War Cross)
SIX SIZES
French Cabinets
English Coronas
American Perfectos
Italian Panetelas
Belgium Blunts
American Puritanos

JUAN OVAREZ CIGAR CO., 253-255 Church Street, New York
Makers of LORD MILFORD Mild Havana and JUAN OVAREZ Clear Havana

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

UNITED STATES TRADE WITH THE WEST INDIES

About four-fifths of all the West Indian trade of the United States is with Cuba. The total trade of Cuba with the United States is much greater than that of any other Latin-American Republic, amounting in 1919 to $697,001,485, or more than one-quarter of our entire trade with Latin America. Imports from Cuba amounted to approximately two-thirds of the total trade with the island, and represented a 50 per cent increase over the 1918 record, while the growth in exports was 22 per cent. Sugar made up 86 per cent of the value of the imports from Cuba, this item increasing 33 per cent in quantity and 62 per cent in value. The principal export increases were in breadstuffs, cotton goods, motor trucks, shoes, and locomotives.

The trade of the United States with Haiti, the Dominican Republic, and the colonial West Indies also showed general increases in 1919. Though commerce with Porto Rico is not included in the foreign trade of the United States, nor, therefore, in the statistics given in this article, it is of interest in this connection since the location of the island and the character of its people and products cause it to be included by American exporters in plans for Latin American trade. The total trade of the United States with Porto Rico in 1919 amounted to $146,119,721, an increase of 30 per cent over the 1918 record. The imports of Porto Rican products, consisting chiefly of sugar, tobacco, fruit, and nuts, somewhat exceed the exports of breadstuffs and manufactured articles to the island.

The total tonnage of vessels in the United States-Latin American trade in 1919—approximately 26,000,000 net tons—showed an increase of 16 per cent over 1918, and 12 per cent over the 1913 record. The tonnage of ships entered from Latin America in 1919, amounting to 12,500,000 net tons, was 13 per cent more than in 1918, while the tonnage cleared to Latin America, 13,600,000 net tons, gained 19 per cent.

SUMATRA INSCRIPTIONS

In Holland Will Be Attended by a Number of Very Prominent American Leaf Buyers

Sumatra wrappers are a very important factor in the cigar industry of the United States and the American trade will be well represented at the first post-war Sumatra tobacco inscription at Amsterdam, Holland, on May 29.

From New York, on the S. S. *Manchuria,* departing May 8, will go John H. Duys, of H. Duys & Co., Inc.; Alfred Schmid, of L. Schmid & Co.; James Willing, representing William Quanjer, Jr., and the American Malaya Co., and Charles Waxelbaum, of Charles J. Waxelbaum & Co.

The S. S. *Lapland,* departing May 8, will carry A. Bijur, of E. Rosenwald & Bro.

On the S. S. *Noorndam,* leaving New York May 22, Edgar Pretzfeld, of Pretzfeld & Co., and Howard Yocum, of Yocum Bros., Reading, Pa.

Allie Sylvester, president of the American Cigar Co., and Capt. J. C. Cullman, Jr., of Cullman Bros.; G. O. Tuck, of the International Planters' Corporation; W. S. Luckett, of the Universal Leaf Tobacco Co.; B. H. Meyer, vice-president of the General Cigar Co.; S. Strauss, representing Selak & Hoffman, of Wilmington, Del.; Mr. Sanders, representing S. Rossin & Sons, of New York, and John L. Kolb, of H. Sommer Co., of Quakertown, Pa. are already in Europe or en route there.

Diversification of Crops in the South

A tendency toward increased diversification of crops in the South is observed in an analysis of acreage figures for the past 10 years, recently made by the Bureau of Crop Estimates, United States Department of Agriculture. In 10 States, which grow more than 95 per cent of the cotton crop of the United States, only 36.4 per cent of their total reported crop area was in cotton last year, whereas the average for the past five years was 38.5 per cent; and for the five years before that (1910-1914), 44.5 per cent. Last year corn and cotton combined comprised 74.4 per cent of the total reported crop acreage, which compares with 77.6 per cent, the average for the past five years, and 85.4 per cent for the preceding five years. In other words, miscellaneous crops increased from 14.6 per cent of the total reported crop acreage in the five years 1910-1914 to 22.4 per cent in the past five years and 25.6 per cent last year. Particularly in Kentucky and Tennessee, present dissatisfaction concerning the price of tobacco may cause a greater diversification of crops because less tobacco will be planted in those states.

Deputies of the Internal Revenue Bureau are busy in Lancaster County, Pa., ascertaining the number of employers of child labor. A complete examination of all cigar factories of the county was begun last week by Deputy Collector Plymire, who was sent to Lancaster from divisional headquarters. The intent of this inspection is to determine whether or not the county factories are complying with all of the revenue laws and instructions.

Imports of gold during February were unusually small, amounting to only $4,473,000, against exports of $43,000,000. For the eight months' period ended with February gold imports amounted to $43,000,000, against exports of $362,000,000.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

PACKERS OF
PORTO RICO TOBACCO
A SPECIALTY
Importers of Havana and Dealers in Seéd Leaf Tobacco
MAX GANS & SON, 197 Water St., N. Y.

Trying an Unusual Law Suit in Connecticut

The Case of William Eggert Versus the Windsor Tobacco Growers' Corporation Presents Contentions of Peculiar Interest to Lawyers—Attempting to Revive an Agreement 15 Years Old—The Farnham Tobacco Co. Buys Desirable Real Estate in Hartford to Provide Room for Expansion—Thomas B. Carroll Made Manager for the Enfield Tobacco Growers, Inc.—Valley Jottings.

HARTFORD, May 3.—The suit of William Eggert of Bloomfield, Conn., against the Windsor Tobacco Growers Corporation is an unusual case now before the Superior Court at Hartford.

The Court is asked to decide whether certain deeds and bond for a mortgage which the once owner of the equity has a right to redeem, or whether failure of performance on the bond has precluded such proceeding and the former owner is barred from disturbing the present owner.

The whole controversy is over about 100 acres of tobacco land in North Bloomfield, Conn., which Fred B. Griffin an adjoining owner, testifies is worth about $50,000.

The Eggerts became involved in 1901 and the Bowker Fertilizer Co., foreclosed its mortgage.

By agreement and for the benefit of the Eggerts at the time of the foreclosure the title was passed to Henry, Albert and Ira Tucker under agreement that the Eggerts could have have the land back when they had paid off some of the indebtedness.

The Tuckers in 1903 sold the property to the Windsor Tobacco Growers' Corporation practically for the indebtedness, with another agreement that the Eggerts were to have the property back by paying up the $5,836 and assuming the mortgages within a year. They did not do this and in May, 1904, the corporation sold the property to A. W. Olds.

A little less than 15 years afterward the Eggerts started the present suit to recover the property. They are proceeding upon the theory that the deeds accompanied by the agreements were a mortgage which they can redeem.

The defense is that they are barred by the statute of limitations and by laches, having waited until the property had been greatly improved by Mr. Olds and in fact had doubled in value.

Hayden R. Lathrop, Secretary of the Farnham Tobacco Co., last week purchased a large tract of land in this city at a purchase price of nearly $100,000.

The Farnham Tobacco Co. is a growing company managed by capable men having advanced ideas. The company notably is increasing its business and made this purchase to provide room for expansion. The company is an extensive handler of Shade, Havana and Broadleaf tobaccos.

The Enfield Tobacco Growers, Inc., has entrusted to Thomas B. Carroll, the well known tobacco expert, the sole management of its extensive tobacco sorting and packing plant.

This association was formed two years ago and later rented the Upson-Martin carpet Company's buildings which had been bought by Enfield Tobacco Warehouse Co.

Mr. Carroll has a wide knowledge of tobacco, having been practically all his life in the tobacco business and he knows the game from A to Z. At the present time the plant is employing about 60 hands, a year ago about 175 were employed.

The Massachusetts agricultural college, through the experiment station has issued a bulletin claiming that the contract system of marketing tobacco is unfair to the producer, and that it gives to the dealer an exorbitant profit. It is pointed out that the system is unfair to the grower because it does not permit a crop to be sold on its merits; because it frequently forces the grower to sell his crop at a discount and because the contract is not equally binding on the buyer.

The bulletin was prepared by S. H. DeVault, formerly assistant in the department of agricultural economics at the college.

A local case manufacturer is now working filling orders for boxes for the shipment of shade grown tobacco.

This indicates that cigar manufacturers soon will be able to use 1919 shade wrappers.

Warehouses are still busy packing the 1919 crop, some of them will continue working for a few weeks more.

While a few are still assorting, the bundle crops are now practically all in, and assorting will be finished within the next few days.

Considerable tobacco has been taken out of the sweat rooms and sampled. All reports thus far heard are that the sweat has been very satisfactory and the tobacco is coming out clean.

However the packers are refilling the sweat rooms as fast as they are made empty and the sweat rooms are overtaxed.

The season thus far has been very cold and vegetation is backward. Tobacco seeds are showing no growth because of the cold nights. Unless it warms up soon there will be but little, if any, May set tobacco this season.

Dealers are using every means possible to keep the trade with stock and as soon as an embargo is lifted there is a "grand rush" to see who will get there first, and when the New York boat arrived trucks were hurriedly summoned and loaded, and some waited in line all day only to go back at night with their loads and get started with the "crows" the following morning, and by so doing they finally got a shipment.

Some shipments to New York have been made via the railroad to New Haven and thence to New York by the New Haven boat.

Shipping will be crowded for some weeks to come as packers have orders for goods to ship and cannot get shipping facilities, and consequently their warehouses are packed jam full.

Price Limit About Reached

Cigars have about reached their price limit, is the opinion of Powhatan G. Gordon, manufacturer of the Powhatan Cigar. Mr. Gordon is residing in Minneapolis and has established his home here for the coming summer. He recently came here from New Orleans, where his factories are taxed to the limit in producing merchandise for the trade.

Tom Short and Harry Kimball are his representatives in this territory and have succeeded in getting general distribution for the Powhatan cigar.

"Raw materials cannot go much higher," Mr. Gordon said, "and I believe that conditions between employers and labor will be so readjusted that they will not materially affect the prices. I believe in a fair deal to the workmen and have always insisted upon that. Indications are that all the serious elements that enter into the production of cigars will be settled in a satisfactory manner to all concerned. Especially do I believe that the large manufacturers are beginning to see the dealers' plight as well and they will put goods on the market where the dealers will be assured of a fair profit."—*Cigar and Tobacco Journal.*

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc.....	3
Cien Porciento	150
I. Lewis Cigar Mfg. Co.....	43

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

FROM THE FIRING LINE

Personal and Trade Jottings

Ad. Goldberg & Son are now comfortably situated at No. 193 Front street, New York.

—

Wm. S. Brill & Son have moved into their own building, No. 173 Water street, New York.

—

From Sioux City come reports of shortages on many brands of cigars.

—

Robert Granat, a well known leaf dealer of Lancaster, Pa., was in New York on business this week.

—

S. Dealham, leaf buyer for Kraus & Co., of Baltimore, is in New York City on a business trip.

—

Peter Schweitzer, the big importer of cigarette paper, has moved to new offices at No. 220 Fifth avenue, New York.

—

Nathan Garten, the Manila importer and jobber, was in Baltimore, Washington and Philadelphia on a business trip this week.

—

Herzog & Sarluy, Sumatra leaf merchants, have moved into new quarters at No. 146 Water street, New York.

—

F. & E. Cranz, Sumatra tobacco importers, have moved their office to the corner of Maiden Lane and Water street, New York.

—

The Italian Tobacco Régie has moved its New York offices to the Marbridge building, 34th Street and Broadway.

—

Mr. Huestis, an important tobacco dealer at Monte Cristo, Santo Domingo, is a visitor in New York.

—

Congress will make an effort at this session to pass a bill preventing strikes from interfering with interstate commerce.

—

Harry Bobrow, of Bobrow Bros., manufacturers of Bold and Topic cigars, was in New York on Tuesday on a business trip.

—

Weill & Sons, leaf tobacco dealers, have moved into new quarters at No. 170 Water street, New York.

—

David Heyman, formerly of Heyman & Hollaender, has established his office at No. 166 Front street, New York.

—

Marcelino Perez & Co., manufacturers of the famous Tuval clear Havanas, will receive their friends at their new place of business, Nos. 4 and 6 White street, New York.

—

Mr. Bungert, of the Andy Dehner Cigar Co., of Burlington, Iowa, is making his first trip to New York. He is combining business with pleasure.

—

William Curtis Thompson, formerly president of Philip Morris & Co., died in London on April 12. Mr. Thompson is well remembered by many men in the trade.

—

Finn, Sandberg, Raynes & Lee, marine insurance brokers that do a notable business insuring tobacco shipments, have leased the fifth floor at 51-53 Maiden Lane, New York.

—

At a special stockholders' meeting of the Union Bag & Paper Co. the proposition to increase the capital stock from $10,000,000 to $20,000,000 was voted on favorably.

—

Leo Mothner, who had a cigar manufacturing business at 109 Broadway, Brooklyn, for a number of years, has sold out and retired from business on account of ill health.

—

Macy's has just taken on a line of Popper's 8 Centers. Inasmuch as Macy's handles only cigars that have been proved to be good sellers this is quite a boost for the Popper brand.

—

Albert Falk, vice-president of the Tobacco Products' Corporation, is slowly recovering from a severe illness. A legion of friends will be pleased to hear of his improvement and they look eagerly forward to seeing him out again.

—

Sales of Montgomery Ward & Co. in April were $9,112,000, an increase of 22.2% over corresponding month last year. Sales in first four months of 1920 were $41,172,000, an increase of 38.2% over corresponding period of 1919.

—

E. Popper & Co., Inc., are among the New York city cigar manufacturers who are using motor trucks extensively as a result of freight congestion. They recently have made deliveries by truck as far west as Allentown, Pa.

—

Charles Shavrien, who is distributing the Aroma brand cigar in Greater New York, reports increased sales as a result of an advertising campaign in the surface cars of the city. All surface lines are included except the cars on Broadway.

—

The Tobacco Salesmen's Association of America will hold their regular monthly meeting in the Hawthorne Building, New York, Friday night. The principal feature of the evening will be the election of delegates to assist in forming a National organization.

—

While Cigarmakers' Union, 22, of Detroit, is striking for an increase in piece work rates, the international union, of which the Detroit men are a part, voted in convention at Cleveland to conduct a fight for a seven-hour day.

—

Milton Samuels and Charles W. Duigan of Stern, Mendelssohn Co., Inc., have returned from a selling trip in the West which took them to Chicago, Cincinnati, St. Louis and other cities. They achieved results that were eminently satisfactory.

—

Postmaster General Burleson has asked Congress for $14,000,000 to meet losses incurred by the Government on its operation of the telephone and telegraph systems of the country. And we all remember how bad the service was.

—

In the H. A. Dowling cigar factory at St. Albans, Vt., the proposal to wear overalls and so help to lower the high cost of clothing, has been enthusiastically endorsed. Employees in the Dowling factory formed the first overalls club in St. Albans.

—

To the National Cigar Leaf Tobacco convention at Dayton, the Connecticut Leaf Tobacco Association will send the following delegates: S. M. Fassler, G. Hartman, M. J. Gans, M. Fuller, G. W. Stewart and B. Wetstone.

—

The offices of the Compania General de Tabacos de Filipinas is now at 35 South William street, New York. This company is the owner of the famous La Flor de la Isabela brand, universally liked in the United States, and known as a standard Manila cigar of merit. E. E. Pipe is the resident manager.

—

The old established firm of Joseph Hirsch & Son, for many years on Water street, have moved their offices to the Bowling Green Building, 17 Battery place, New York. Mr. Hirsch will devote considerable attention to Cagayan tobacco, having a large quantity expected here in a few weeks.

—

Charles A. Bond, of New York, tobacco agent for the Philippine government, was elected president of the Square Deal Oil Co., on Saturday. Also he has been made a trustee of the Bigben Oil and Gas Co. Both companies have large holdings in the big oil fields at Fallon, Nev.

—

President E. Soter, of the F. & E. Soter Corporation, has been spending a few days in Atlantic City. Lately Lord Nelson cigarettes, made by this company, have been appearing in some of the best stores on Broadway. A very special cigarette is being made for domestic trade.

—

R. Latimer Gordon, vice-president of the Planters National Bank at Richmond, Va., has resigned to become associated with the Universal Leaf Tobacco Co. Mr. Gordon is a man of great ability and he will be an important addition to the executive staff of one of the biggest tobacco companies in the world.

—

The Byrd-Johnson Tobacco Co. of Columbia, S. C., was incorporated last week with a capital stock of $40,000. A wholesale tobacco business will be conducted. F. M. Byrd, is president and treasurer; W. D. Coggeshall, vice president; and O. M. Johnson, secretary of the new company.

—

The B. Wasserman Co. has taken over the entire line of the Don Julian brand cigars and will push their sales in the Metropolitan district, including Jersey City and Connecticut as far as Stamford. The company heretofore has handled only the Don Julian Kits, selling five for 50 cents. The campaign on the full line started May 1.

—

That the United States is the greatest consumer of tobacco in the world is proven by statistics compiled by the Bureau of Crop Estimates of the Department of Agriculture. Especially was this true of the period of the World War, when the people and the armed forces of the United States found their solace in tobacco.

—

Gluckman & Strauch, manufacturers of cigarette tubes in New York, is a new company formed by consolidating the business of the Strauch Cigarette Tube Co. and the business of Gluckman & Son. The prime movers of the amalgamation were S. Verzak, J. Rothschild and B. Shaveil of 2 West 118th Street, New York.

—

S. Engleman, 274 Broadway, Brooklyn, is not in a campaign to be re-elected to anything, but he is making a big spring drive on his Re-election brand cigar. He produces it himself in twenty sizes and twenty shapes, packed in boxes and packed in tins, at prices ranging from 10 cents up—pay your money and draw 'em fresh from the wood or from the tin.

Alleged to have embezzled more than $1,500 from the La Fond Cigar company, where he was a salesman, Edward De Saulier, 44 years old, 531 East Lafayette avenue, Detroit, was arrested by Detectives Black and Frahm, Friday afternoon. The police say De Saulier confessed to stealing about $10 a day from the company since he started in its employment last September.

—

T. M. Holt, formerly manager of the Merchants' Bakery, but an old time tobacco salesman, having at one time been connected with one of the big tobacco manufacturing companies, has joined the sales force of Calum Tobacco Co. at Greensboro, N. C. The new salesman will cover Alamance, Orange, Durham, Person, Caswell and as far south as Salisbury, selling the full line of confections and tobacco products sold by the Callum company.

—

J. C. Cushman, former advertising manager for the Tobacco Products Corporation, has become advertising manager of the Times Square Auto Supply Co., New York. This company is just entering into a national advertising campaign, using the weekly periodicals, farm publications, automotive journals and newspapers. This campaign will be placed through Evans & Barnhill, Inc., New York.

—

Consumption of newsprint paper in the United States has increased 21 per cent in the last five years, during which period domestic production of the commodity has shown a gain of only 5 per cent, according to a survey of the newsprint paper situation published in the May *Commerce Monthly*, the magazine of the National Bank of Commerce in New York. Although the present acute newspaper shortage is partly due to greatly increased use of paper in newspaper advertising, this lack of a normal increase in production is one of the principal causes of the stringency, the bank says.

—

Theodore Photiadis, who during the war was an officer in the Intelligence Department, returned recently from an investigation trip to the Far East, is moving into his new offices at No. 82 Wall street, New York, this week. Photiades will devote his time to exporting and importing leaf tobacco and cigarettes, steamships and finance. He is a member of the Chamber of Commerce of the United States, the American Chamber of Commerce in London, Paris, Brussels and Constantinople, the Merchants' Association of the United States and the Bureau of Commerce and Industries, Ltd., of England.

—

The Connecticut Leaf Tobacco Association at Hartford, last week, elected officers for the ensuing year as follows: Fred B. Griffen president, E. A. Hatheway vice-president, and H. R. Lathrop secretary and treasurer. At the same meeting were elected the following named delegates to the Convention of the Tobacco Merchants' Association at Washington: John B. Stewart, president of the New England Tobacco Growers' Association; John E. Luddy and Senator J. W. Alsop.

—

It has been estimated that the United State Government expenditures for the fiscal year ended June 30 next will total $6,750,000,000. This does not include the proposed soldiers' bonus, which if granted would certainly exceed $1,000,000,000, equal to the total average annual pre-war Government expenditure for a number of years. Appropriations for the fiscal year 1921 are estimated at $4,865,000,000, though Representative Mondell has promised a reduction of 25 per cent from this total.

—

A brand new brand of cigar was distributed to a limited and select market Sunday at high noon, when Miss Belle Meyer became the bride of Ira I. Foster, at the Plaza Hotel. Each of the men guests was presented with a beautifully finished box containing three choice cigars, named for the occasion Flor de Irabelle. No ouija board is needed to explain that this is a combination of the first names of the bridegroom and bride. The front of the box bore the impressive inscription "Love taps." The bride is the daughter of Adolph Meyer, widely known representative of F. Miranda & Co., leaf tobacco merchants.

—

In these days of freight congestion and slow express deliveries any avenue that offers a possibility of getting goods moved is a subject of interest to all branches of the tobacco business. The Ed. J. Barton Lighterage Co., with offices at No. 1 Broadway, New York City, recently has inaugurated a "ship by lighters" service and is making special efforts to handle shipments of tobacco and its products. Among those for whom it is moving goods are the American Tobacco Co., Liggett & Myers Tobacco Co., and the Italian Regie. The activities are confined to inland waters, and shipments will be handled to such points as Newport News, Hartford, Buffalo and intermediate places.

—

J. M. Phillips, general manager of the Western Tobacco Co., at Louisville, is spending a few days in New York on business. At the present time nearly five hundred people are employed at the Louisville factory which is chiefly devoted to preparing tobacco for the West Coast of Africa. The embargo on freight is handicapping the company considerably at present, for embargo is taken off for a day and then put in force again the following morning.

S. Rossin & Sons are moving into their new building at the corner of Maiden Lane and Front street, New York. They purchased the building some time ago and now are making many alterations the better to adapt the structure to their large and very important tobacco business.

—

Grosvenor Nicholas & Co. have taken on a new cigar, which, however, will bear an old and well-tried name, Fernandez Garcia. The manufacturers, Fernandez & Palicio of Havana, designed a cigar recently which they intended to market under the name Gioconda, that they had registered in this country, but they found the same name had been registered on the other side of the Atlantic by the Imperial Tobacco Co., of London. Then they decided to switch the old name to the new product. The cigar is made in twenty sizes and sells for from $156 to $375 a thousand. This cigar also will be imported by Park & Tilford, S. S. Pierce and C. B. Perkins of Boston. Fernando Palicio is a new member of the firm.

—

Good night, McGarry's! After more than 100 years in which the cork screw and the bung starter were kept continuously busy, the funeral knell of the famous cafe at Nevins and Warren streets, Brooklyn, was rung by the auctioneer's hammer last Thursday. The well-worn bar, the brass fixtures and everything in the way of equipment that could remind one of a drink or a smoke went to the highest bidder. The cafe was owned and conducted for more than seventy-five years by McGarrys. "Jim" McGarry, a democratic leader of Brooklyn, succeeded his father as proprietor of the place that always was a great resort for politicians. About twenty-five years ago it was bought by Patrick J. Walsh. Two weeks ago it was forced to close because there was no more liquor to hand out and the cigar business was not sufficient to pay the heavy expenses.

—

The people who daily have to pack themselves into the passenger containers provided by the subway and "L" systems of Greater New York seem to be arriving at the almost unanimous opinion that the transportation officials ought to provide each train with a smoking car, at least during the rush hours. This, according to the argument, would give a man a chance to finish his after-breakfast cigar instead of having to throw half of it away when he steps into a kiosk or climbs a more or less spiral stairway, as is the case now, and also would reduce the pressure against the pretty stenographers in the cars and give them a better opportunity to read their daily limericks, which seems to have become one of their chief objects in life. Chicago "L" roads provide smoking cars, so do those of Boston. Is New York to be a jay town always?

Trade Notes from Near and Far

F. J. Williams will open a cigar store in Genoa, Ill.

—

The General Cigar Co. will establish a factory at Waukesha, Wis.

—

Frank Stillwell is the owner of the new cigar store at O'Neill, Neb.

—

Sylvester Sherman has sold his cigar business at Manitowoc, Wis., to Halver Nelson.

—

Chan Papik succeeds P. F. Thomas as proprietor of the cigar store at Bloomfield, Neb.

—

John Koski has bought the cigar store and billiard hall of W. Peters at New York Hills, Minn.

—

Jac. Nochuen has engaged in the retail cigar business at St. Leo, Minn. Also he has a well patronized pool hall.

—

The United States produced 2,829,395 ounces of gold last year valued at $58,488,800, the smallest yield since 1897.

—

Thomas Hennegan and Lee Portz have bought the Patterson cigar and pool hall at Sioux Falls, South Dakota.

—

Walter Klapperich and Clyde Hayward have purchased the cigar store and pool parlor of H. C. Bowman at Ontonagon, Mich.

—

From 1870 to 1919 the mule population of the United States increased 337.7 per cent, showing an average ten-year increase of 35.1 per cent.

—

Chas. Anderson will move his cigar pool hall and restaurant from the Droski Building to the Iverson Building on Main Street, Amherst, Wis.

—

Reidsville, N. C., plans to have a new hotel costing $150,000. Is it needed? "Ask Dad, he knows." Sweet Caporal cigarettes are made in Reidsville.

—

Stanislaus Labelle, proprietor of a cigar store on Central Street, Worcester, Mass., is negotiating for the purchase of an apartment house in that city.

—

With a capital of $5,000 the Willinor Cigar Co. has been organized at West Mansfield, O. H. C. Wilgus, A. C. Fry, A. W. Strete, G. W. Pfefferle, and H. A. Skidmore are the incorporators.

—

The Liggett & Myers Tobacco Co. has declared a three per cent dividend on the common stock and common stock B, payable June 1, to stockholders of record on May 17. Checks will be mailed.

—

T. K. Stockard, who has been on the tobacco markets of Kentucky during the winter, is spending a few weeks at the home of his parents, Dr. and Mrs. J. K. Stockard, on South Eugene Street, Greensboro, N. C.

Judge Mayer has dismissed the petition in bankruptcy filed on April 7, 1920, against Louis Rosenthal Cigar Manufacturing Co., Inc., at 921 Third Avenue, New York, upon a settlement with creditors on a 50 per cent cash basis.

—

In Bulgaria there are six tobacco corporations having a total nominal capitalization of 37,480,000 leva and a total "paid up" capital of 27,355,000 leva. The normal value of the lev is $0.193 but the cable rates last week were $0.015.

—

"If an increase takes place after May 1 the cigars now selling for five cents will be increased to eight cents, the eight-cent cigars to 10 cents, the 13-cent cigars to 15 cents. The 'two-fors' will probably disappear," says the Buffalo *News*.

—

To meet the continuous decline of the price of tobacco by concentrating the selling, a great organization of the tobacco growers of the dark fire cured district of Kentucky and Tennessee, embracing twenty-three or more counties, is planned.

—

The American Safety Razor Corporation has issued its report for the period from September 11 to December 31, 1919, showing a total surplus before taxes of $699,755, equivalent to 87 cents a share earned on the 400,000 shares of capital stock of $25 par value.

—

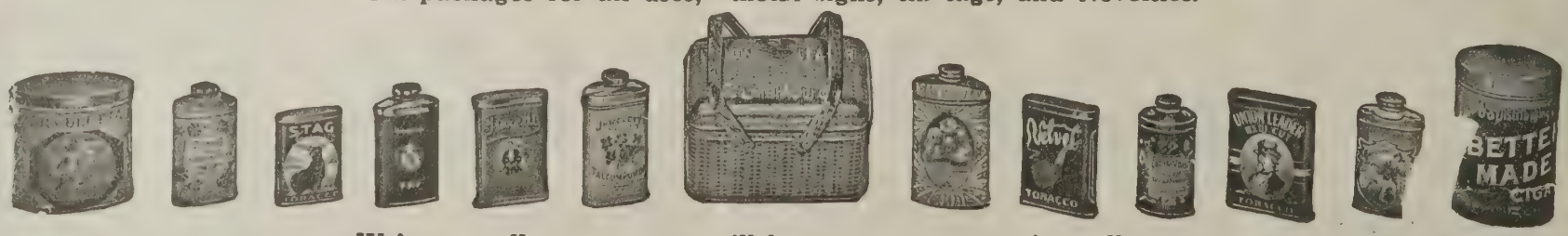
Indicated by inquiries for, and sales, of Dominican tobacco d'olor, the Southern Leaf Tobacco Co. soon will be wishing that it had more of this desirable tobacco from Santo Domingo to sell. Cigar manufacturers who have demonstrated the "availability" of Dominican tobacco d'olor are enthusiastic in their praise of it.

THE TIN DECORATING CO. OF BALTIMORE

BOSTON STREET and LINWOOD AVE., BALTIMORE, MARYLAND.

We make these tins and *then* some. Can't we add your line to our line?

Tin packages for all uses,—metal signs, tin tags, and Novelties.



Write us, call on us, or, we will have our representative call on you.

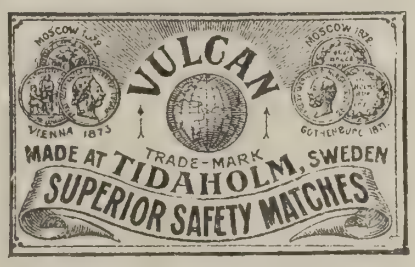
OUR PACKAGE will make the first sale—
YOUR GOODS will make the second sale.

NEVER SAY MATCHES

SAY

VULCAN

No Heads Falling Off



No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH
FOR OVER HALF A CENTURY

Vulcan Match Co., Inc.
26-28 West 44th St.
New York

Telephone Vanderbilt 8175

Most Value C Most Quality

LA AZORA
MOZART
LOVERA
HARVESTER
CASTELLANOS
EL SIDELO
DUTCH MASTERS
NEW BACHELOR

CONSOLIDATED CIGAR CORPORATION
NEW YORK CITY

Several handsome windows have been decorated by the Leathers, Woods Co. experts with "Madame Butterfly" cigars. The "Madame" is gaining many friends in the Greensboro, N. C., trading district and the cigar is on sale at all the leading cigar stands. Some of the niftiest display cases for cigars are being put out by the same firm to show another leader "Popper's 8-Center" cigar.

—

Joseph P. Day has negotiated a lease to the Automatic Straight Air Brake Company for the Pasbach-Voice Lithographing Company, Inc., of the three top floors of the Zinn Building, at the southeast corner of Twenty-fifth Street and Eleventh Avenue, New York. The air brake company will immediately begin the manufacture of its devices in these premises. The lease totals about $250,000.

—

The Merchants' Association of New York is continuing its efforts to bring about an improvement in the Customs Service where demoralization is reaching an acute stage. A large number of complaints are being received constantly by the Collector of the Port of delays in the Appraisers' Stores. Conferences are being held with Senator Calder and others looking toward a practical solution of the difficulties which are injuring the service.

—

"Last of the Mohicans" neighbors call him, but he looks like he might just as well be a Sioux or an Apache. But he will never have enough voice in the matter to explain his origin, for he is a wooden Indian and he excites interest because he is still doing business as the silent announcer for a cigar store. He ornaments the front of C. Kaufhald's smoke shop, 93 Broadway, Brooklyn, and attracts many a second glance because he is among the last of an almost extinct handmade race.

—

According to the statement of Stamp Clerk H. L. Miller, the sale of revenue stamps at the internal revenue office at Reading, Pa., for the week amounted to $29,486.79. It marked another banner week for cigars, sales of cigar revenue stamps amounting to $26,-244.96. The stamp sales during the past three weeks indicate a big boom in the manufacture of cigars at Reading. Other items follow. Tobacco stamps, $1,586,.16 documentary stamps $1,139.92; proprietary stamps, $465.78.

—

Feist & Feist have just rented for an unusual term of years for the United Cigar Stores Co. the property at 231-33-35 Springfield Avenue, running through to Court Street, Newark, N. J., to the Edward Brenner Company. The premises were recently rented for John C. Eisele by Feist & Feist to the United Cigar Stores Co. for a period of thirty years, and this is a sub-rental by the United Cigar Stores Company, who will occupy the corner store of the premises for their own use.

—

Total exports of nitrates for the month of February reached 2,874,361 Spanish quintals (1 Spanish quintal equals 101.4 pounds), reads a dispatch from the American Embassy at Santiago, Chile. During that month 8 nitrate works which employ over 2,400 men and have a capacity for production of over 350,000 quintals, resumed work. Information from the north indicates that the Province of Tarapaca has recovered all its former activity in the nitrate fields, the Labor Office being requested to obtain 3,100 workmen.

—

Humidor service is one of the features of Joseph T. Snyder's new cigar store at 585 Main street, Buffalo. It's a private service and a smoker who desires his cigars to be kept at a certain humidity will be assigned a humidor which will be maintained at the desired humidity at all times. This new store was opened April 24, on the sixteenth anniversary of the establishment of Snyder cigar stores in Buffalo. Starting with a stand in the Lafayette Hotel in 1904, Snyder has built up a business which now includes eleven stores in Buffalo and other cities.

—

While continued narrowing of the margin of reduction in number of failures from last year's mortality appears in the April insolvency statement, and although a tendency toward increase in commercial reverses has developed in some parts of the country, yet the returns still make a notably favorable exhibit. With 604 defaults reported to R. G. Dun & Co., the numerical showing for April, this year, is the best of any month since last October, excepting the 492 failures of the short month of February, and discloses a decrease of 39 from the 543 insolvencies of April, 1919, which marked the lowest monthly record up to that period.

—

C. E. Zeigler of this place, one of the best tobacco men ever in Glasgow, has been not only a leading buyer on the loose leaf breaks here, but one of the biggest growers as well. Last year he raised forty odd acres of tobacco in and around Glasgow, bordering close to fifty acres. In fact for years he had been an extensive grower. Showing that he believes this is a bad year to grow tobacco he will not raise a plant, except that he will allow a tenant on his farm several miles from town to put in an acre or so. This should be a hint to our farmer friends. Mr. Zeigler has plenty of barn room and sticks and is leaving tobacco off because he does not think this a good year to raise a big crop.—*Glasgow, Ky., Republican.*

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

207 Pearl Street, New York

Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

MANILA CIGARS

SUMATRA WRAPPED—CLASS "C"
EL DEMONSTRO and LA CARRIETA
The Maximum of Quality and Style

MADE BY WALTER E. OLSEN & CO., Manila, P. I.

HARRY GREEN & CO., Inc.

216 Pine Street -:- SAN FRANCISCO

PERFECTO GARCIA

& BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.

EL DALLO

"Each Cigar In Its Own Humidor"

Made ONLY by

WERTHEIMER BROS. Baltimore, Md.

Tobacco Exports from New York

During the Month of March, 1920

Leaf Tobacco

	Dollars	Pounds
Belgium	232,712	926,055
Denmark	268,496	570,707
Finland	27,677	71,452
France	264,900	1,370,792
Germany	220,316	531,936
Gibraltar	3,425	27,070
Italy	192,320	742,050
Malta	539	2,398
Netherlands	436,321	1,353,184
Norway	378,485	918,559
Portugal	172,355	518,635
Spain	147,575	969,970
Sweden	5,632	11,561
Switzerland	183,681	502,320
England	3,662,894	4,365,112
Scotland	140,703	168,375
Bermuda	17	48
Panama	947	2,784
Mexico	614	591
Newfoundland	12,786	12,282
Barbados	1,494	4,745
Trinidad	43,729	89,639
British W. I.	14,170	44,830
Danish W. I.	1,964	7,531
Dutch W. I.	1,584	7,200
French W. I.	2,855	12,221
Haiti	50,867	161,748
Brazil	30,597	25,554
Colombia	5,142	9,490
Ecuador	474	400
British Guiana	25,745	76,670
Dutch Guiana	1,557	6,290
French Guiana	2,663	9,863
Peru	24,000	160,000
China	904,496	1,250,495
British Indies	11,126	31,712
Straits Settlements	3,200	4,000
Dutch East Indies	920	2,000
Hong Kong	119,121	206,470
Japan	237,883	467,959
Siam	81	100
Australia	971,391	2,044,467
New Zealand	73,053	66,709
Philippines	113,604	101,233
Belgian Kongo	6,396	21,223
British W. Africa	351,045	970,725
British S. Africa	60,624	49,219
Canary Islands	40,954	160,770
French Africa	129,089	452,436
Cameroon	22,496	61,332
Liberia	6,275	20,677
Spanish Africa	3,853	13,310
Egypt	3,508	10,810
Hungary	3,750	13,350
Totals	10,622,101	19,631,060

Tobacco Stems and Trimmings

Belgium	3,650	10,403
Denmark	880	21,445
Germany	1,160	20,000
Italy	4,100	27,550
Netherlands	467	12,470
Spain	80,000	709,554
Sweden	40,013	1,234,050
Totals	130,270	2,035,472

Cigarettes

	Dollars	Thousands
Belgium	418,220	133,234
Denmark	26,787	7,280
France	2,038	1,102
Germany	4,584	1,100
Gibraltar	397	99
Italy	463,232	177,550
Netherlands	115,833	36,103
Norway	15,226	3,090
Portugal	208	65
Sweden	63,809	15,039
Switzerland	5,080	1,766
England	7,780	2,020
Bermuda	497	108
British Honduras	422	310
Costa Rica	945	263
Guatemala	5,444	930
Nicaragua	2,782	593
Panama	53,920	17,561
Mexico	304	55
Miquelon	160	100
Newfoundland	295	90
Barbados	1,281	408
Jamaica	18,875	11,811
Trinidad	295	72
British W. I.	1,538	550
Cuba	281	55
Danish W. I.	3,035	779
Dutch W. I.	3,243	1,159
Haiti	8,311	1,925
Santo Domingo	6,156	1,432
Argentina	2,920	1,105
Bolivia	853	180
Chile	2,277	390
Colombia	930	305
British Guiana	185	60
Dutch Guiana	765	198
Peru	1,463	605
Uruguay	1,020	192
Venezuela	184	25
China	466,197	232,650
British India	312,980	135,300
Straits Settlements	210,673	137,219
Dutch E. I.	4,097	1,030
Hong Kong	100	20
Japan	50,353	12,568
Persia	43,674	19,800
Siam	30,603	24,000
Turkey in Asia	154,053	55,050
Australia	1,836	354
New Zealand	907	250
Philippines	9,001	3,780
Belgian Kongo	590	250
British W. Africa	7,682	2,539
British E. Africa	10,375	5,000
French Africa	1,755	930
Liberia	378	80
Poland	8,336	1,464
Totals	2,565,173	1,052,002

Cigars

	Dollars	Thousands
Belgium	104	2
Denmark	300	15
France	800	10
Germany	1,436	20
Gibraltar	93	10
Italy	126,400	6,000
Netherlands	108	2
Sweden	390	3
Bermuda	14	1
Newfoundland	175	5
Haiti	1,350	32
Argentina	1,369	57
British W. Africa	713	35
British S. Africa	4,000	40
French Africa	58	1
Totals	137,310	6,233

Plug Tobacco

	Dollars	Pounds
Denmark	9,810	17,178
France	1,724	4,400
Germany	1,115	2,608
Gibraltar	347	701
Norway	6,763	7,530
Sweden	8,147	11,550
Switzerland	35	48
England	12,624	33,186
Scotland	58	60
Bermuda	946	2,216
Canada	166	300
Panama	10,469	26,810
Mexico	12	24
Miquelon	1,262	2,560
Newfoundland	12,330	16,000
Barbados	161	340
Jamaica	40	71
British West Indies	639	1,346
Cuba	14,572	41,855

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby

THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH **Evansville, Ind.**

Makers of Good Cigars for Over 67 Years

Danish West Indies	52	120
Dutch West Indies	3,369	7,920
Haiti	357	520
Santo Domingo	170	300
Argentina	777	1,750
Chile	1,513	2,395
British Guiana	27	58
Dutch Guiana	14	40
Peru	364	500
China	2,814	4,640
British India	1,231	2,640
Straits Settlements	2,658	6,160
Dutch East Indies	920	2,000
Hong Kong	1,886	6,048
Japan	12,077	23,559
Australia	91,768	147,308
New Zealand	78,450	120,789
Philippines	1,099	1,056
British S. Africa	279	539
Canary Islands	2,000	4,000
Totals	203,045	501,125
Smoking Tobacco		
Belgium	26,998	43,876
Denmark	21,259	33,765
Germany	560	925
Gibraltar	4,055	33,767
Iceland	2,184	2,761
Netherlands	391	379
Norway	1,695	2,700
Portugal	819	715
Roumania	14	25
Russia in Europe	22	54
Sweden	34,906	45,768
Switzerland	48	89
England	1,220	3,000
Scotland	75	76
Bermuda	188	258
British Honduras	4	5
Costa Rica	175	230
Nicaragua	135	164
Panama	6,958	9,329
Mexico	192	248
Newfoundland	1,724	2,592
Barbados	564	1,805
Jamaica	622	1,342
Trinidad	1,776	5,920
British West Indies	957	1,974
Cuba	2,280	3,739
Danish West Indies	965	854
Dutch West Indies	35	54
French West Indies	37	30
Haiti	996	1,111
Santo Domingo	423	507
Argentine	1,959	2,970

Other Manufactures of Tobacco

Belgium	4,098
Germany	32,310
Gibraltar	17,388
Italy	250,094
Netherlands	14,146
Sweden	10
Nicaragua	86
Panama	56
Mexico	1,133
British West Indies	641
Dutch West Indies	48
Haiti	400
Uruguay	33
Australia	20,002
Total	$ 340,445

TOBACCO FROM ENGLAND.

Per S. S. Menominee. Arr. April 23.
Consignees:

New York—	Cases
A. Novotny & Son	3

TOBACCO FROM MALTA.

Per S. S. Willpolo. Arrived April 26.
Consignees:

New York—	Cases
Order	1

CIGARETTES FROM ENGLAND.

Per S. S. Minnesota. Arr. April 29.
Consignees:

New York—	Cases
Park & Tilford	4
H. K. Barr	2

CIGARETTES FROM ITALY.

Per S. S. Regina D'Italia. Arrived April 29.
Consignees:

New York—	Cases
Blair & Co	3

TOBACCO FROM ENGLAND.

Per S. S. Minnesota. Arrived April 29.
Consignees:

New York—	Bales
H. K. Barr	76

TOBACCO FROM ENGLAND.

Per S. S. Messaba. Arrived April 30.
Consignees:

New York—	Cases
Frankan & Co	14
United Cigar Stores Co	8
H. Duys & Co	1

LEAF TOBACCO FROM CARTAGENA.

Per S. S. Santa Maria. Arr. April 29.
Consignees:

New York—	Bales
Equitable Trust Co	960
F. & E. Cranz	376

TOBACCO FROM VERA CRUZ.

Per S. S. Montgomery. Arrived April 25
Consignees:

New York—	Bundles
Hugo G. Shelleran	31

Per S. S. Montgomery. Arr. April 25.
Consignees:

New York—	Bundles
Hugo G. Shelleran	97

TOBACCO FROM BREMEN, GERMANY

Per S. S. Manchuria. Arr. April 30.
Consignees:

New York—	Bales
H. Duys & Co	21

LEAF TOBACCO FROM BRAZIL.

Per S. S. Biran. Arrived April 29.
Consignees:

New York—	Bales
Order	60

CIGARS FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Cases
United Cigar Stores Co	205
F. Bonilla	6
Villar Lanza & Co	6
Cien Porciento	23
Porto Rico American Tob. Co	143
Infanson Rodriguez	24
Porto Rico Express Co	2
Total	379

Per S. S. San Juan. Arr. April 29.
Consignees:

New York—	Cases
Paul Philippon	5
Villar, Lanza & Co	3
J. Lewis Cigar Mfg. Co	1

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Cases
Porto Rico American Tobaco Co	413
Pedro Costa	7
United Cigar Stores Co	645
American Cigar Co	29
Grandiaz, Annis & Co	13
Porto Rico Express Co	1
Total	1,108

CIGARETTES FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Cases
United Cigar Stores Co	2
Porto Rico Amer. Tob. Co	21
Total	43

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Bales
J. B. Lichtenstein & Co	20
Stern, Mendelsohn Co., Inc	4
Cullman Bros.	7
American Cigar Co	6
Total	37

GARCIA GRANDE

Mild Havana Cigar

Standard maintained always

Jobbers feature the

Garcia Grande

for

Reason No. 1. They can always rely upon its uniform quality.

Reason No. 2. The smoker, the final judge, always comes back for more.

J. KLORFEIN, Manufacturer

476-478 Broome St. NEW YORK 62 Wooster St.

LEAF TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived April 29.
Consignees:

New York—	Bales
American Cigar Co.	450

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Barrels
Stern, Mendelsohn Co., Inc.	254

FILLER TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Barrels
Cullman Bros.	18

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Bales
Max Gans & Sons	109

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Barrels
Porto Rico Amer. Tob. Co.	73

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Barrels
J. B. Lichtenstein & Co.	54
Stern, Mendelsohn Co., Inc.	100
Porto Rico American Tob. Co.	10
Max Gans & Son	25
Sola & Co.	31
Leo Hirsh	37
Total	257

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Bales
I. Lewis Cigar Mfg. Co.	57

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Bales
H. W. Finck	8

Per S. S. San Juan. Arrived April 28.
Consignees:

New York—	Barrels
M. A. Sola & Co.	104
H. Ottenberg	14
Rosenstadt & Waller, Inc.	140
Hamburger Bros.	32
Total	290

Per S. S. San Juan. Arr. April 28.
Consignees:

New York—	Bales
I. Lewis Cigar Mfg. Co.	112

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived April 29.
Consignees:

New York—	Bales
Portocuba Corp.	9
I. Lewis Cigar Mfg. Co.	189
Rosenstadt & Waller Inc.	34
Hamburger Bros.	13
International Planters Corp.	100
Total	345

Per S. S. San Juan. Arr. April 28.
Consignees:

New York—	Barrels
M. A. Sola & Co.	20
Hamburger Bros.	32
Total	52

TOBACCO CUTTINGS FROM PORTO RICO.

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Bales
J. B. Lichtenstein & Co.	28

Per S. S. Ponce. Arrived April 2.
Consignees::

New York—	Barrels
L. Bonila	54

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Bales
J. B. Lichtenstein & Co.	232

Per S. S. San Juan. Arrived April 29.
Consignees:

New York—	Cases
American Cigar Co. (samples)	2

TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived April 19.
Consignees:

New York—	Cases
American Tob. Co. (samples)	1

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Bales
International Planters Corp.	263
Max Gans & Sons	11
Total	274

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived April 27.
Consignees:

New York—	Barrels
L. Bonila	2

Classified Advertisements

ATTENTION!
CIGAR JOBBERS ONLY

HAVE ADDED 2 MORE CIGAR factories and can take care of 2 more jobbers on our class B cigar Sumatra wrapped. Communicate Box 999 in care Tobacco, 10 East 39th St., New York City.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TRAVELING SPECIALTY SALESMEN

TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

CHICAGO REPRESENTATIVE

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

WANTED—A FEW FACTORIES WHO CAN PRODUCE LARGE QUANTITIES SHORT FILLER AND LONG FILLER CIGARS UNDER CLASS A STAMP FOR 5c. PURPOSES. ALSO LINE SHADE GROWN CIGARS ALL SIZES. WALTER M. SMITH, 489 5th AVENUE, NEW YORK CITY.

CIGAR LABELS FOR SALE

CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR LEASE AT HARTFORD, CONN.

FOR LEASE—AT HARTFORD, CONNECTICUT, IN TOBACCO WAREHOUSE DISTRICT, 49 COMMERCE STREET; BUILDINGS ON PLOT 100 x 150. WILL REMODEL FOR TOBACCO BUSINESS. EDWIN BURDICK, 271 WEST 90TH STREET, NEW YORK.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE. "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

A Bargain In Cigar Labels and Bands

On account of the prevailing high cost and scarcity of material, labor, etc., we have decided to close out and discontinue a large number of attractive stock labels with title and design rights.
We are also closing out at exceptionally low prices the entire line of stock labels formerly made by Krueger & Braun, of which firm we are the successors.
We still have a quantity of attractive stock cigar bands which we will also close out at prices far below the present cost of producing such bands
Write for samples and prices.
WM. STEINER, SONS & CO., 257 W. 17th Street NEW YORK CITY

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

Manufacturers of
Cigar, Tobacco and Cigarette Machinery
desiring live wire representatives with offices and selling force in Europe, are requested to communicate at once with Box 10, care
TOBACCO - 10 East 39th St., New York

Don Julian
Distinctive Havana Cigars
Manufactured By
GRADIAZ ANNIS & CO.
75th Street and East River, New York

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

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Make It the Tremendous Success It Should Be

The importance of the T. M. A. convention is attested by the diligent attention given to all needful preliminaries. And from every division of the tobacco industry come assurances of aid and cooperation. According to each indication, the great meeting to promote the welfare of the trade, will be a tremendous success. In Washington, the visiting delegates will receive a cordial welcome. The national capital, appearing its very best always at this time of year, will offer abundant hospitality to the oldest and most American of all industries in the United States. Adequate arrangements have been made, not only for the comfort of those who attend the convention but also for the taking of such steps as may seem most beneficial for the trade.

It will be a business meeting, "a getting together," to consider strictly what should be done and what best can be done to advance and protect the tobacco industry. No time will be lost. Opportunities "to do something well worth while" will not be frittered away. Yet great care must be exercised. The tobacco industry, just now, can not afford to make any serious mistakes. Conditions, throughout the country are too critical. The meeting is opportune. And everyone hopes and believes that great work will be done.

Schedule of Activities at the Convention

Program—Convention

Wednesday, May 19, at 10:30 a. m.
General Session (10th Floor).

1. Opening ceremonies.
2. Rules of Convention.
3. Address of President.
4. Deputy Commissioner, C. B. Hurrey, and M. F. Snider, Chief of The Tobacco Division, will present a demonstration of the mechanical tabulation of tobacco records in the Internal Revenue Department.
5. Adjournment for the day.

Note—Inasmuch as the convention embraces all branches of the industry, the problems presented will necessarily include those bearing upon particular branches of the industry, as well as those of general scope. It has, therefore, been deemed best to devote the afternoon to separate Group or Committee Meetings representing the respective branches of the trade, in accordance with the following programme:

Group Meetings

Cigar Manufacturers

To meet at 2:30 p. m. on the 10th Floor in the Convention Hall

All cigar manufacturers, box makers, lithographers and others interested in the cigar trade are invited to attend and participate in the meeting.

Committee

D. Emil Klein, chairman.
Carl Avery Werner, acting secretary.
Richard C. Bondy, of General Cigar Co., Inc.
Charles J. Davison, of The Banner Cigar Mfg. Co.
George H. Eggers, of H. Fendrich.
Marc Haas, of San Telmo Cigar Mfg. Co.
Harvey L. Hirst, of Bayuk Bros. Co.
George H. Hummel, of P. Lorillard Co.
D. Emil Klein, of Consolidated Cigar Corp.
Henry G. Wemmer, of The Deisel-Wemmer Co.
Jacob Loeb Langsdorf, of Antonio Roig & Langsdorf.
George M. Lex, of Forty-Four Cigar Co.
Benjamin R. Lichty, of Otto Eisenlohr & Bros., Inc.
John W. Merriam, of John W. Merriam & Co.
Mortimer Regensburg, of E. Regensburg & Sons.
George W. Van Slyke, of G. W. Van Slyke & Horton.
W. E. Waterman, of Waitt & Bond, Inc
Robert E. Crispie, of the American Cigar Co.

Suggested Topics for Discussion

1. Internal Revenue Taxes.
2. Re-use of Cigar Boxes.
3. The Present Revenue Classification of Cigars.
4. Additional Statutory Packages.
5. Shipping Problems.
6. Allowance of Tobacco—Stripped and Unstripped—Per Thousand Cigars.
7. Such other topics as may be brought up for consideration.

Leaf Tobacco Trade

To meet at 2:30 p. m.

Committee

Percival R. Lowe, chairman.
P. V. Hoyle, acting secretary.
Samuel H. Bijur, of E. Rosenwald & Bros.
Joseph F. Cullman, of Cullman Bros.
Frederick D. Grave, of F. D. Grave & Son.
Fred B. Griffin, of American Sumatra Tobacco Co.
J. Aldus Herr, of Lancaster County Tobacco Growers' Assn.
Ery Kehaya, of Standard Commercial Tobacco Co.
Percival R. Lowe, of Percival R. Lowe.
W. H. Winstead, of W. H. Winstead Co., Inc.
S. Major Newburgh, of Louis Newburgh Co.
Milton Samuels, of Stern-Mendelsohn Co., Inc.
S. B. Smith, of S. B. Smith & Co.
W. D. Spalding, of Allied Tobacco League of America.
J. B. Stewart, of New England Tobacco Growers' Assn.
I. H. Weaver, of I. H. Weaver.
Col. G. E. Webb, of Tobacco Association of the United States.

This committee will be attended by John T. A. Ely, representing the U. S. Tariff Commission, who will discuss contemplated changes in the Tariff Law governing the importation of tobacco.

The meeting will also be attended by W. J. Ise and F. B. Wilkinson, of the Bureau of Markets, Department of Agriculture, for the purpose of taking up the question of establishing Government control of tobacco warehouses and the standardization of the various types of tobacco.

Suggested Topics for Discussion

1. Warehouse Act: Standardization of Types and Grades, Etc.
2. Customs Duties.
   (a) Co-operation with the Tariff Commission.
   (b) Extension of Percentage-of-Wrapper Clause.
   (c) Adoption of the Canadian Method of Determining Dutiable Weights.
   (d) Free Zones.
3. Larger Tobacco Acreage Needed.
   (a) Shadegrown.
   (b) Binder Types.
4. Improvement of Mail and Cable Service from Porto Rico.
5. Increasing Demand by Manufacturers for Ultra Fine Packings of Leaf Tobacco.

Tobacco Manufacturers

To meet at 2:30 p. m.

Committee

William T. Reed, chairman.
C. Fred Crosby, acting secretary.
W. F. Axton, of Axton, Fisher Tobacco Co.
John N. Bagley, of Jno. J. Bagley & Co.
Jesse A. Bloch, of Bloch Bros. Tobacco Co.
Benjamin Pearson, of Byfield Snuff Co.
Louis A Whalen, of R. Whalen & Co.
William T. Reed, of Larus & Bro. Co.
Edward G. Scott, of Smith & Scott Tobacco Co.
J. D. Sparrow, of Sparrow & Gravely Tobacco Co.
Henry Weigand, of Penn Tobacco Co.

Suggested Topics for Discussion

1. Taxation.
2. Packages and Sizes.
3. Transportation.
4. Such other topics as may be brought up for consideration.

Other Committee Meetings

COMMITTEE ON STATE OF THE INDUSTRY

To meet at 2:30 p. m. in the president's room—101.

Committee

Jesse A. Bloch, chairman.
Charles Dushkind, secretary.
John N. Bagley, of Jno. J. Bagley & Co.
Jesse A. Bloch, of Bloch Bros. Tobacco Co
Martin J. Condon, of American Snuff Co.
Leopold Demuth, of Wm. Demuth & Co.
Arthur M. Eisig, of Metropolitan Tobacco Co.
Col. F. W. Galbraith, Jr., of The Western Paper Goods Co.
Fred Hirschhorn, of General Cigar Co., Inc.
Jonathan Peterson, of Weyman-Bruton Co.
William T. Reed, of Larus & Bro. Co.
Edward Wise, of United Cigar Stores Co.

Suggested Topics for Consideration

1. President's Report.
   (a) Taxation.
   (b) Anti-Tobacco Agitation.
   (c) Future of the Tobacco Merchants' Association.
2. Such other topics as may be brought up for consideration.

Evening—Banquet at 7:30 p. m.

Second Day's Session

Opening at 10:30 a. m.
President Eisenlohr in the Chair.

1. Election of Directors.
2. Reports of Committees.
3. General Welfare.

ADJOURNMENT

Note: A recess for luncheon will be taken at 1 p. m.

Meeting of the Board of Directors

The newly elected Board of Directors will meet in Room 101 at 3 p. m. for the election of officers.

Committee on Rules

I. C. Rosenthal, chairman.
D. F. Morris, acting secretary.
Sidney J. Freeman, of Sidney J. Freeman & Sons.
William Intemann, of American Lithographic Co.
Julius Klorfein, of Julius Klorfein.
J. A. Voice, of Pasbach-Voice Litho. Co.
L. A. Lincoln, of Lincoln Bros.
Oscar Reinach, of Oscar Reinach.
I. C. Rosenthal, of Rosenthal Bros.

General Reception Committee

Asa Lemlein, chairman.
John A. Campbell, of American Box Supply Co.
M. E. Canle, of Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba.

R. B. French, of Marx & Rawolle, Inc.
Joseph F. Gallagher, of Allen R. Cressman's Sons.
Joseph Gehring, of *Western Tobacco Journal.*
W. S. Goldenburg, of Allied Tobacco League of America.
Samuel Greenwald, of *Tobacco Leaf.*
W. B. Growtage, of American Lithographic Co.
Malvin I. Haas, of Haas Bros.
Hobart B. Hankins, of *Tobacco World.*
Stanton Harris, of D. A. Schulte, Inc.
E. E. Kleiner, of E. Kleiner & Co.
Henry Kraus, of Kraus & Co., Inc.
Asa Lemlein, of E. H. Gato Cigar Co.
Samuel Mayers, of American Exchange Cigar Co.
Max Mendelsohn, of The Mendelsohn Co.
Leo Michaels, of Tobacco Products Corp.
Morris D. Neumann, of Morris D. Neumann & Co.
Jonas J. Ollendorff, of Tobacco Salesmen's Association of America.
W. E. Ransom, of MacAndrews & Forbes Co.
Benito Rovira, of Benito Rovira Co.
Charles A. Rubey, of P. J. Rubey Co.
Henry Steiner, of Wm. Steiner & Sons Co., Inc.
Fred B. Tinkham, of Tinkham Bros.

Washington Reception Committee

F. W. Plugge, chairman.
L. Lee Coombs, of L. Lee Coombs.
E. S. Hecht, of William Deiches & Co., Inc.
Henry I. Henderson, of Henry I. Henderson.
W. J. Staub, of George W. Cochran & Co.
John Loughran, of Daniel Loughran & Co.
Henry T. Offterdinger, of Henry T. Offterdinger.
F. W. Plugge, of Washington Tobacco Co.

Not a Lucky Fluke for Lough

At Pasadena, Cal., one day last week, F. W. Lough, State superintendent of the No-Tobacco League, was struck in the face by Harry E. Fluke, a Pasadena broker, for making unfavorable remarks about the broker when the latter stepped into a passenger elevator with a cigar in his hand.

After receiving the blow, Lough had a warrant sworn out against Fluke, charging the broker with battery. Fluke was given a ten-day suspended sentence by Justice of the Peace Raymond G. Thompson.

Both Fluke and Lough have offices in the Chamber of Commerce Building. Fluke told the court that he had no intention of smoking in the elevator, but Lough refused to get in the conveyance, and as the car shot down he made some remarks about Fluke. Fluke went up in the elevator again and slapped Lough in the face.

Tobacco Growing in Turkey

As reported by Elliott Mears, American trade commissioner, the area in Turkey devoted to tobacco growing increased from 242,452 deunums in 1918 to 263,748 deunums in 1919, a gain of approximately 8 per cent. (An acre is 4.4 deunums.) Both the leading Smyrna and Samsun districts made good increases, while losses were registered rather generally in European Turkey and in the more interior parts of Asia Minor.

The area under tobacco in 1918 and 1919, and the crop in 1918, are given below. Data regarding the 1919 crop are not yet available.

Locality.	Area under tobacco. 1918.	1919.	1918 crop.
	Deunums.	*Deunums.*	*Kilos.*
Adana	8,125	2,992	350,465
Alep	.....	100	.....
Adrianople	8,347	3,886	464,930
Angora	425	.....	33,773
Balikesser	15,879	8,954	1,110,629
Beirut	.....	4,000	.....
Broussa	20,213	8,976	1,687,613
Castamouni	52	16	2,568
Constantinople	11,277	8,953	734,685
Damascus	546	901	31,054
Ismidt	29,972	32,155	2,685,181
Konia	1,656	1,008	108,848
Mamouret-ul-Aziz	3,971	.....	155,577
Samsun	30,345	55,413	2,390,107
Smyrna	110,324	130,844	7,924,107
Trebizond	1,320	5,550	91,681
Total	242,452	263,748	17,780,882

Tobacco Culture in Quebec

WASHINGTON, May 11.—G. C. Woodward, American Consul at Campbellton, New Brunswick, writes as follows relative to tobacco growing in Quebec:

"In 1919 the counties of Gaspe and Bonaventure, Quebec, on the Gaspe Peninsula, had under cultivation seventy-three acres in tobacco, while the Federal census of 1911 shows no record of its growth in these two counties. It is principally grown for home use and while it is apparently an unimportant industry in this section of Quebec, as compared with its growth in other sections of the Province, and the Province as a whole, it is of value in proving that this crop can be successfully grown on the Peninsula.

"Some 20,404 acres were planted in tobacco in Quebec in 1919, as compared with 12,134 acres in 1911. The yield in 1911 amounted to 10,095,901 pounds and, while figures as to the yield for 1919 are not available, figuring the yield per acre the same as in 1911, it would amount in 1919 to approximately 18,000,000 pounds.

"The three counties of Quebec in which it is principally grown are Berthier, Joliette and Montcalm. In 1909, the government established experimental stations in tobacco-growing centers throughout the Dominion.

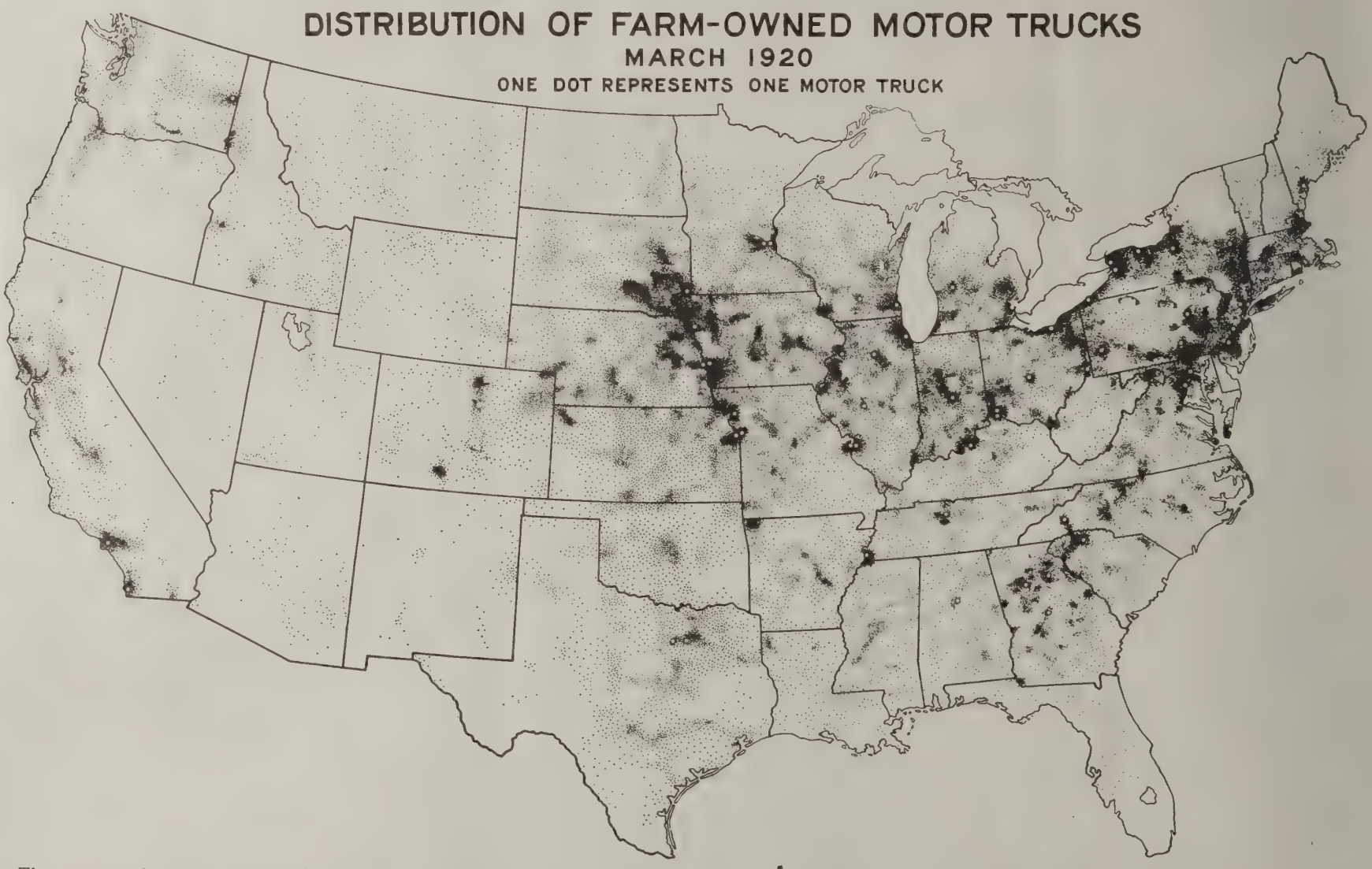
"While it is said that cigar tobacco grown is not, on account of climatic conditions and shortness of season, of the best grade, it is of good quality. The kinds best adapted to the Province are said to be, Havana, Connecticut, Pennsylvania, Ohio and Wisconsin seed and Comstock Spanish, Simmons Spanish, Cinnamon and Persian Rose.

"The varieties of pipe tobacco grown are White Burley, Red Burley, Blue pryor, Yellow pryor, Hester, Yellow mammoth and Tennessee Red.

DISTRIBUTION OF FARM-OWNED MOTOR TRUCKS

MARCH 1920

ONE DOT REPRESENTS ONE MOTOR TRUCK



The accompanying map shows the distribution of motor trucks owned by farmers, as determined by reports received by the Office of Farm Management, United States Department of Agriculture, from approximately 35,000 crop reporters of the Bureau of Crop Estimates. The names of about 50,000 farmers in the country who own and use motor trucks on their farms were returned by the crop reporters. Each dot on the map represents one farm-owned motor truck.

It should be understood that only trucks owned by farmers and used primarily for their own hauling are represented here. In some sections more hauling of agricultural products is done with trucks owned by men who live in towns and who haul for hire than is done with trucks owned by farmers.

As an example, only 10 motor trucks owned by farmers were reported from one county in central Indiana. The crop reporter for one township in this county said: "I only know one farmer who owns a truck. Produce often goes to market in trucks hired for the occasion from truck owners who make a business of hauling."

The reporter from another township in the same county said: "There are 25 or more trucks in the township which do general hauling, mostly livestock to Indianapolis and merchandise to the various towns. The trucks are mostly owned by men in the small towns, but a few small farmers also own trucks and do custom hauling as a side line."

While this survey cannot be considered complete, it is reasonable to believe that in no State were less than 75 per cent. of the trucks on farms reported so that the figures show relative distribution satisfactorily.

The exact number of truck owners reported is 49,195, divided among the States, as follows: Alabama, 847; Arizona, 95; Arkansas, 721; California, 1,019; Colorado, 804; Connecticut, 357; Delaware, 100; Florida, 370; Georgia, 1,808; Idaho, 329; Illinois, 2,261; Indiana, 1,548; Iowa, 2,773; Kansas, 1,732; Kentucky, 818; Louisiana, 310; Maine, 435; Maryland, 596; Massachusetts, 661; Michigan, 1,636; Minnesota, 1,225; Mississippi, 957; Missouri, 2,065; Montana, 359; Nebraska, 2,739; Nevada, 41; New Hampshire, 283; New Jersey, 862; New Mexico, 104; New York, 3,171; North Carolina, 1,450; North Dakota, 501; Ohio, 2,261; Oklahoma, 723; Oregon, 369; Pennsylvania, 2,760; Rhode Island, 152; South Carolina, 1,190; South Dakota, 1,708; Tennessee, 978; Texas, 1,668; Utah, 173; Vermont, 282; Virginia, 1,128; Washington, 682; West Virginia, 465; Wisconsin, 1,465; Wyoming, 174.

To tobacco grower, dealer and manufacturer, the auto truck commends itself more and more.

A Truck That Proved to Be a Money Saver, It Demonstrates Its Usefulness Every Day at Danville, Va.

High Priced Sumatra

The urgent demand for Sumatra wrappers just now is associated with prices, the highest, perhaps, the trade has ever known. In Amsterdam this week the General Cigar Co., known always as a shrewd and careful buyer, did not wait for the inscription but bought the entire Deli Ba My consignment, some 4,500 bales, paying therefor, according to cabled reports, "no less than $4 per pound for the lot." Since in such a purchase the less desirable is included with the best, the price of $4 per pound in Holland may be a record figure for Sumatra wrappers.

When to the purchase price in Amsterdam the freight, insurance brokerage fees and customs duties are added, it may be guessed what this notably good tobacco will be worth after it gets through the New York Custom House.

An Amsterdam syndicate has purchased 8 000 bales of the 1919 crop of L. P. C. Langkat. Of this purchase 2,000 bales were acquired for H. Duys & Co., Inc., E. Rosenwald & Bro. and L. C. Schmid & Co. of New York. These 8,000 bales of "Langkat" and the 4,500 bales of "Deli Ba My" obtained by the General Cigar Co. would have been offered at the coming inscriptions.

Big purchases made, however, prior to the inscriptions, necessarily will reduce the offerings at the inscriptions. "There will be a scramble," and "who can tell how high the price of Sumatra will be?"

"About 2000" Cigar Makers Leave Tampa

TAMPA, May 8.—Arrangements have been completed for paying benefits to striking cigarmakers, according to information given out at the Eighth avenue union headquarters Friday. Sixteen dollars will be paid each of the workers who found factory doors closed to them the Monday following the declaration of the strike.

Officers of the several unions involved state that more than 2,000 cigarmakers have left Tampa since the strike was inaugurated. How many workers in other branches had gone away could not be learned.

Street talk to the effect that the manufacturers would open their shops "soon" to all who cared to work on an open shop basis are discounted by strike leaders. They say no definite word to that effect has been had from the manufacturers. Representative manufacturers deny that any time has been set for resumption of operations.

The 1920 Dominican Tobacco Crop

A. W Bickers, American consul at Puerto Plata, reports that the Dominican tobacco crop for this year will not be less than 60,000 000 pounds; that is, unless the growers fail to harvest and cure much of the crop after it is grown.

As there is no demand at present for Dominican tobacco from the market in Europe where it is usually consumed, local buyers are acting with extreme caution and are paying as low as $3 per seroon (seroon = 108 pounds net) to the growers and not anxious to buy too heavily at even these low prices, at which prices there are no profits to growers. Last year prices to growers were from $8 to $14 per seroon, so the present bumper crop will bring less money to the growers than the crop of 30 000,000 pounds last year.

In order that tobacco may be exported in better condition than in former years, the Government has decreed that no tobacco of the present crop shall be exported before June 1. 1920, but this decree will have little if any effect upon exports or upon the local demand, as there is no demand at present from foreign consumers and all buying is speculative.

A Cigar Buyer's Protest

Carlton Fitchett, in the Seattle *Post-Intelligencer* thus tramples with poetic feet on the cigar store man who prefers throwing the dice to selling goods:

Went to buy a smoke today at the joint across the way. Pleasantly I entered in, came out later mad as sin. Anger bristled up my mane; never going back again.

Gang was leaning on the case, smoking up the whole danged place. Gent was larruping the bones; gang looked on with cheers and groans. Salesman served as referee, had no time to wait on me, though I signaled once or twice. He was busy counting dice.

I could either stand and wait, or, if hurried, pull my freight. Couldn't interrupt the game; that would be a downright shame.

Anger reddened up my face; felt I'd like to wreck the place. Vowed I'd get my smoke some way; hadn't time to stay all day. Brushed some counter "coots" aside; clerk was plainly mortified.

"Give me room!" I then did howl. "I would buy myself an Owl!" Crowd looked on in deep disdain, salesman wore a look of pain. Gent, quite peeved, removed the dice, while I fumbled for the price. Every eye was full of hate as I lit my weed in state. Took a lot of time for spite, crowd was mad enough to fight.

Gents who roll the festive cubes hate to have us common boobs interrupt their run of luck when the house is almost stuck. Let them have a room I pray, where these gents can roll away, thusly leave the showcase free, for the likes of you and me.

A Cigar for an Excuse

"Young man, I should advise strongly that you be careful in the future what brand of cigars you smoke."

Magistrate Reynolds in the Williamsburg court in Brooklyn a week ago thus sternly spoke to Joseph Jubrah, 28 years old, of 344 Oakland street, after he had fined the young man $5. Jubrah was arrested on an intoxication charge.

He waxed wroth in the court at the idea of being charged with indulging in intoxicants.

"I never drink," he told the Judge. "Why, I never have tasted a drop of liquor. Now, about last night. I visited some friends in Green street. Leaving the house, I lighted a cigar given to me by a friend. I puffed on it and everything seemed all right. I got as far as the corner and, Judge, from that point I remember nothing."

Patrolman Felix Rasch found Jubrah lying on Green street between Oakland and Provost streets. The man's nose was cut and he appeared unable to care for himself. The policeman assisted the man to the police station, where an ambulance surgeon was called to bandage his injured nose.

Jubrah was then locked up charged with intoxication.—*Long Island City News.*

A petition in bankruptcy has been filed against the Eastern Grocery Co., Inc., a wholesale grocery concern, at 195 Canal street, New York, by Max Rockmore, attorney for these creditors: Joseph Epifani, $7,027; Onofiro E. Epifani, $130, and G. Giannone, $368. Judge Knox appointed Maurice P. Davidson receiver, bond $5,000. Liabilities are stated to be $28,000 and assets $20,000.

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 13, 1920,

GREED LEADS TO DESTRUCTION

However strong the reasons for raising prices may be, the time will come when the consumer will do more than "kick strenuously." The ultimate buyer will consider, very seriously, the possibility "of doing without" this thing or that.

In the cigar business, as well as in the clothing trade, there is a limit. If prices are forced up too far, many men will quit buying. Or they will seek something cheaper.

Most unwise is the action of cigar makers who think they can compel manufacturers to raise wages continually "because the added expense will be borne by the public."

Undeniably, if cigar prices ascend beyond reason, tens of thousands of men will stop smoking cigars. Unreasonable wages, associated with less efficiency and diminished production, soon would make it impossible to continue business.

Rather than prejudice his reputation, the shrewd cigar manufacturer would close his factory.

Profiteering quickly becomes unpopular. If labor leaders attempt to play the part of profiteers, if they say "To hell with the consumer, we are looking out for ourselves. We mean to get all we can," then soon a lot of cigar makers may be out of work and deprived of all sympathy.

MUST PRODUCE MORE

So intricate and complicated is the industrial machinery of the world, so interlocked its innumerable parts, and so delicately adjusted that a shock of any sort at any single point necessarily affects the whole. If we refuse to grow foodstuffs for export when the women and children of Europe are dying of starvation, if we refuse to produce raw materials when the mills and factories of Europe stand idle for want of supplies, if we strike and paralyze our own transportation system and upset the interrelation machinery of the nations, if we continue to demand luxuries and gilded toys when there is not enough capital and labor to produce the necessaries which an impoverished world requires, we thereby make a deliberate choice and decision that, so far as we are concerned, harsh and cruel economic forces may shape and regulate, as best they can, the readjustments inevitable after five years of destructive and devastating war which has overthrown governments and reduced to poverty millions who had learned to earn and enjoy plenty.

There is no doubt that economic forces, left to themselves, can and will work out a readjustment, but it is a grave question whether a solution so worked out would satisfy the reason and conscience of an enlightened world. After all is said, economic forces and economic laws are impersonal and unmoral. They deal with man's nature on the underside, where he is most closely related to the purely physical, mechanical and organic. It is only when man rises to the field of freedom and obligation that he ceases to be the mere "economic man" and is moved by forces and motives above and beyond the strictly economic. Otherwise, as too often happens, he remains a case of arrested development, or falls back into a condition not easily distinguished from that of the brute. Such relapses, even on a large scale, have not been infrequent in the history of civilization, and, judging from the published reports, are not possible even now.

"The older theologians talked about a Providence that overruled evil for good, and we sincerely trust there are still enough old fashioned people in the world to offset those ultra moderns who recognize no God of love and justice. At all events, the established rule of the universe is that we cannot really help ourselves without benefiting the rest of the world; and we cannot refuse to help the world without injuring ourselves," declares *The Budget.*

"Right here at home, the greatest needs of our own people are increased production of the necessaries of life, and the elimination of waste, waste in the demand for and consumption of articles of luxury, waste in the very production of those luxuries, waste in hours and days of labor, wholly lost or frittered away, waste in amusements which cease to be recreation and become dissipation, waste in income squandered instead of being made the means of new and enlarged production. But if we should eliminate these wastes and increase production for our own selfish advantage, we would nevertheless benefit the whole world. And if, to spite the world or even to assert our independence, we should plunge still deeper into extravagance, waste and idleness, we should injure ourselves quite as much as the world."

STEVENSON'S PHILOSOPHY

Lloyd Osbourne, stepson of Robert Louis Stevenson, states in a recently published short story an inspiring philosophy born of the Great War. "My discovery," says his hero, "was to find out how tolerable life could be under the most horrifying conditions; how quickly indeed one got used to anything and made oneself comfortable. . . . I am almost ashamed to say how unafraid I have come back, how scornful of bugaboos that once filled me with real terror—ashamed, I mean, that I could ever have allowed them to terrify me. . . . I see life now as a great adventure, in which the vicissitudes are as likely to be enjoyable as the successes."

"It has taken Mr. Osbourne and the rest of us," says the editor of *Scribner's Magazine,* "a long time to overtake Stevenson; for this robust and tonic philosophy was always his." A devastating war was necessary to evoke in us the steadfast and the heroic; but the bright face of danger was always welcome to R. L. S. In the time of the French Revolution he would have gone gayly to the scaffold. His father, he tells us in one of his letters, died on his feet, "was on his feet the last day—still he would be up. This was his constant wish; also that he might smoke a pipe on his last day." So, too, the son. The smoke of his last pipeful, "reeking whitely into the darkness" of the undiscovered country, was a typically Stevensonian challenge to death.

"There is a strong feeling in favor of cowardly and prudential proverbs. . . . Most of our pocket wisdom is conceived for the use of mediocre people, to discourage them from ambitious attempts, and generally console them in their mediocrity." The cautious person who never gets his feet wet, the ingrained pacifist who shrinks from regarding life as a struggle—these types awaken Stevenson's loftiest scorn. "The spice of life is battle," he cries. "The friendliest relations are still a kind of contest; and if we would not forego all that is valuable in our lot, we must continually face some other person, eye to eye, and wrestle a fall whether in love or enmity. Every durable bond between human beings is founded in or heightened by some element of competition." Here is a gospel with both feet planted sanely upon the ground—no sentimental vaporings about a colorless existence in which struggle is a crime and in which a kind of weak amiability is the supreme virtue.

Stevenson had little patience, moreover, with persons busily occupied in dodging the responsibilities of life. The fugitive and cloistered virtue was for him, as for Milton, merely a new kind of vice, the vice of ineptitude. His supreme sinner is the man who runs away from life, who will not face and conquer his own weakness.

THE BUSINESS MAN'S HEALTH

Without good health, a business man is seriously handicapped in the race for success. He finds it harder to meet keen competition.

Minus good health, the mind is not clear, the senses alert, or the body agreeably active. It takes part of the energy of living to force one's self on to the point of doing what ought to be done. Thus the vital power available for actual progress is substantially decreased. Many rules have been laid down for maintaining good health. The business man is advised that, "It is worry, and not work that kills", and he is given a system of living which includes diet, baths, exercise, regular habits, and a wise mixture of work and play.

All this is reasonable and the suggestions should be heeded in so far as they suit the individual case. But all too often some malady or insidious disease gets a firm foothold before its presence is suspected. Perhaps for a long, long time the business man has been feeling below par, without having much idea as to the reasons. He is not sick enough to call for the services of a physician, yet feels no marked zest for business and its many requirements, most of which are tiresome or exacting.

The sensible thing for any man to do is to have himself thoroughly examined every six months with the painstaking thoroughness that is required for a life insurance examination. He will then discover whether he is in prime condition or just on the edge of some disease. Sufficient laboratory tests and examinations should be so made that there will be no doubt as to his exact physical status. If there is any disease it will be detected while it is in its earliest stages. And if there is none he will know that he can and should go on with pep and punch.

The business man should see to his teeth, once in six months also, for many cases of disordered nerves and many a condition of toxic poisoning results from diseased teeth. One man estimated neglect of his teeth had cost him, at least, $500,000. He had saved dental bills in all probability of $50 to $75.

All in all, it is not a wise thing to take too much for granted. Nor is it well to let things drift too far. The largest assets any man has are his time and his health.

Of Smiths who served in the American Army, navy and marine corps during the war there were enough to fill fifteen regiments. Johnsons made up eleven more, Browns eight, and Williams, Jones and Millers made up more than seven each. Records at the Bureau of War Risk Insurance, where the names of 4,622,422 former service men are indexed, also show that the Anderson and Davis families were represented in sufficient number to compose more than five regiments each, and the Wilsons, Moores and Taylors, four each.

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KINSTON, N. C., U. S. A.

Crop Prospects in Virginia and the Carolinas

The Present Situation Is Almost a Puzzle to Experienced Tobacco Men—Continued Spells of Cool Weather Have Caused Planting to Be Delayed—Shortage of Labor and Consequent High Prices Paid for Farm Help Naturally Operate Toward a Reduction of Acreage—Planters Are Warned That the High Prices Prevailing Last Year Hardly Can Be Hoped for This Fall—Yet in Many Localities, the General Inclination Is to Plant Tobacco Largely—Conditions Not So Disturbing in the Old Belt—Uncertainty in Eastern North Carolina—Yield in South Carolina Probably Will Be Less Than in 1919.

RICHMOND, Va., May 10.—Whether they are growers, warehousemen, leaf dealers, or manufacturers, probably never before have the tobacco men of Virginia and the Carolinas been "so much at sea" regarding crop prospects at this time of the year. As the *Times-Dispatch* here said yesterday, "This is especially true, throughout the districts of Virginia and North Carolina where bright tobacco is grown and sold.

"While the phenomenal prices of 1919-20 are still ringing in the ears of the grower, making the temptation to plant out a larger crop this year next to unbearable, the seasons so far have been against him and the labor problem confronts him. And, in the face of this the dealers, from the small speculators and the warehouseman, supposed to be the farmers' nearest friend, up to the representatives of the big exporters and the manufacturers of the cigarette, the smoking tobacco and the chewing are warning him that he cannot expect for the crop of brights to be grown this year the high prices that were paid by them for last year's product and that in view of the high cost of fertilizers as well as of labor he, the farmer, will be sure to lose money on a larger crop than was grown last year, which was hardly an average crop."

From all of the bright leaf sections come reports of a curtailment of crops that is being forced by the unpropitious seasons. Long continued cool weather has retarded the plant beds in South Carolina to such an extent that no matter how anxious the farmers may be to set out a big crop the thing is now impossible because of the shortness of healthy plants. This does not disturb the South Carolina farmer to any great degree, for with the present high prices for cotton he can and will easily put the land he had intended for tobacco in cotton and be on the safe side. There is now no doubt of a short crop of tobacco throughout the weed growing sections of the Palmetto State.

At present the general indications are that the South Carolina crop will be much below that of last year, the Eastern North Carolina crop will be shorter in some sections, but this shortage will probably be made up by the men who will for the first time go into the cultivation of the weed, and in the old belt of both Virginia and North Carolina as much tobacco, probably a little more, will be set out this year than last. The rest will hang on the seasons and the labor problem. The reports below are interesting.

The plant question is not so disturbing in the old bright belt of Virginia and North Carolina. It is true that the beds are very backward because of the bad weather, but there is ample time yet for their come-out, and the probability is that there will be no shortage of healthy plants in that region. However, the tobacco dealers and the tobacco associations in the old belt markets are sending forth much propaganda, urging no increase in acreage this year and in fact asking that the farmers curtail their tobacco acreage and devote more acres and more labor to food crops.

The Eastern North Carolina section has also had a bad start in tobacco, the long drawn out winter, lingering in the lap of spring, has cut short the plant beds there also, but not to such a serious extent as in South Carolina. It is known, however, that much land in Eastern North Carolina that had been prepared for tobacco will be put in cotton, and in any event the crops there will not be as large as last year unless the weed grown by farmers who, seduced by the high prices of last year, will this year make their first venture in the cultivation of the weed. This may bring the aggregate of pounds up to that of last year. Then, too, it is known that several counties in Eastern Virvinia, in which bright tobacco was never before grown, will attempt its production this year, although late reports are to the effect that the bad season for starting the plants has proven quite a setback to them.

Warned Against Overproduction

DANVILLE, Va., May 8.—Tobacco growers in the bright belt are being warned against overproduction in the crop which is now about to be planted out, this coming from the large tobacco interests who keep their finger on the pulse of the world trade and who foresee a serious situation unless this warning is heeded by the grower. The warning is based on these premises, first, that the unprecedented prices paid for the last crop, which was large, cannot be expected during the coming season, owing to the fact that foreign exchange is demoralized and that the shipments of tobacco abroad will be greatly curtailed. It is pointed out that there is already on hand a sufficient stock of tobacco to meet all practical purposes and that the larger tobacco interests will not show the same avidity for all brands of tobacco that they did last year, thereby causing spirited competition and raising the general level of prices.

It is again asserted by tobacco men that with the danger of a slump in prices the farmer stands to lose a great deal, as fertilizer is still abnormally high and farm labor both high and scarce, lower prices, therefore, threatening to yield the grower less than the cost of production.

Statistics indicate that the acreage in tobacco either planted or planned this year promises to yield 600,000,000 pounds of tobacco. Last season 470,000,000 pounds were produced. If the smaller quantity created a surplus of tobacco, a still larger surplus will be accumulated by the larger figure, which is regarded as a bad augury for high prices.

The late season has greatly retarded tobacco growers in this section. The continuation of cool, wet weather finds practically no tobacco planted out, insuring a late season. The unseasonable

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weather in this section, warehousemen say, has not produced any bad effect on the crop, but farther south, where the tobacco season comes earlier, it is said that serious damage has already been done.

Will Plant as Much as Possible

LYNCHBURG, Va., May 8.—Encouraged by the high prices leaf tobacco brought all of last season the farmers of this section will plant out all the tobacco they can possibly hope to cultivate successfully. They have made plant beds accordingly.

Planning to Grow Big Crops

CHASE CITY, Va., May 8.—Reports from all parts of Mecklenburg, Lunenburg and Charlotte counties indicate that the tobacco growers are aiming to produce large crops of tobacco this year, but the seasons so far have been greatly against them, and, after all, it may be that not as many plants will be put out. Chase City warehousemen are urging the farmers to go slow and not to count too heavily on last year's big prices.

Probably No Reduction of Acreage

SOUTH BOSTON, Va., May 8.—While plant beds are very backward some tobacco has already been set out in Halifax and adjoining counties and the farmers have a month yet to get in a full crop. There will be little or no reduction in acreage in this section, and it is only the shortage of labor that holds the farmers back from increasing it.

Mexicans Eager to Get Tobacco

BALTIMORE, Md., May 10.—Carranzistas are deserting to the forces of General Obregon for a pair of boots and a plug of tobacco, according to officers of the Standard Oil tanker *James McGee,* which arrived today from Tuxpam and Tampico, Mexico.

Phosphate Shipments from Tampa

TAMPA, May 8.—C. S. Hoskins, traffic manager for the Board of Trade here, says:

"Nearly 70,000 more tons of phosphate were shipped from this port during the month of April, 1920, than in the same month of 1919. In April, 1919, the figures look like this: Foreign shipments amounted to 3,029 tons, coastwise amounted to 15,499 tons; total, 18,528 tons. While in 1920 the foreign shipments were 39,433 tons and the coastwise 48,209 tons; total, 87,642, an advance of 69,114 tons over April, 1919.

"A few figures will show how the phosphate industry has increased and decreased during the past seven years:

	Foreign.	Coastwise.	Total.
1913.....	787,928	340,550	1,128,478
1914.....	550,200	340,707	890,907
1915.....	166,331	359,872	526,203
1916.....	170,083	210,397	380,480
1917.....	121,377	259,574	380,951
1918.....	63,875	109,472	173,347
1919.....	108,084	186,596	294,680

Making a total for the seven years of 3,775,046 tons. So far during 1920: First four months, 349,060 tons have been shipped. At the present rate of shipments, this will be one of the best, if not the best, years yet seen in the local port. Men who have been close to the phosphate situation say 1920 will be the banner year.

"That phosphate shipments are on the increase will be seen from the following table, in tons:

	1918.	1919.	1920.
April	11,210	18,528	87,642

"Figures for the year previous to the war, viz.: June 1, 1913, to June 30, 1914, show that a total of 1,214,327 tons left this port.

"Following the war or in the year 1919, the industry had hardly recovered and only 294,680 tons were shipped."

Bonus Is Opposed in Danville

DANVILLE, May 5.—The Danville To-Tobacco Board of Trade, at a meeting here this afternoon adopted resolutions protesting against the soldiers' bonus bill and ordered a copy of the resolutions sent to the Virginia Senators and Congressmen. While it was clearly shown that the body was in favor of the government aiding soldiers disabled in the world war, the view was expressed that ensuing taxation resulting from the passage of a bonus bill would seriously disturb the business of the country, also that the payment of large sums to negro ex-soldiers would affect the South. The resolutions were adopted unanimously.

CIGARETTE PAPER IMPORTS

For the Week Ending May 8.

Per S. S. *Remus:*

Consignees, New York	Cases
R. J. Reynolds Tobacco Co.....	475
American Tobacco Co.....	200
Peter J. Schwertzer.....	88

Per S. S. *Niagara:*

Consignees, New York	Cases
American Tobacco Co.....	900
Kaufman Bros. & Bondy.....	12
Union Alliance Corporation....	23
Tobacco Products Corporation..	20
J. Corbett Tobacco Co.....	4
R. J. Reynolds Tobacco Co....	360

Per S. S. *Leopoldina:*

Consignees, New York	Cases
American Tobacco Co.....	144
Liggett & Myers Tobacco Co....	25
Southern Pacific RR. Co.....	3
Western Pipe Co.....	8
Gluckman & Co.....	13

Per S. S. *Portuguese Prince:*

Consignees, New York	Cases
Peter J. Schwertzer.....	41

Wages Increased 120 Per Cent in Philadelphia

PHILADELPHIA, May 8.—Philadelphia's wage scale increased 120 per cent. in 1918 over 1917, while the value of production in all classes of industry increased 30 per cent., according to M. Hoke Gottschall, of the State Department of Internal Affairs. The value of Philadelphia's products for 1918 is placed at $1,913,852,400, as compared to $1,559,148,200 in 1917.

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KENTUCKY TOBACCO MARKETS

LOUISVILLE, May 8.—The Tobacco Board of Trade reports as follows:

Tobacco sales for the week and year to May 7, 1920:

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year: Jan. 1, to Date
Turner	19	..	19	2,714
Kentucky	70	64	134	7,234
Main Street	37	..	37	4,993
Planters / Farmers	77	1	78	5,815
Tenth Street	28	..	28	4,495
Louisville	147	..	147	5,397
Total	378	65	443	30,648
Year 1919	286			33,620
Year 1918	646			41,696
Year 1917	63			33,647

CLASSIFICATIONS OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	224	203	427
Dark	3	13	16
	227	216	443

CLASSIFICATIONS OF SALES JAN. 1 TO DATE.

	Old Crops.	1919 Crop.	Total.
Burley	5,703	23,802	29,505
Dark	249	894	1,143
	5,952	24,696	30,648

CLASSIFICATIONS OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	30,754	39,191	31,120
Dark	2,866	2,505	2,527
	33,620	41,696	33,647

COMPARISONS WITH PREVIOUS YEARS.

SALES.		1920.	1919.	1918.
Total sales of new crop to date		27,937	35,691	44,968
Sales of new crop to date. Original inspection		23,047	30,792	41,041
REJECTIONS.				
Rejections this week	Burley	174	...	
	Dark	1	...	...
	Total	175	49	73
Percentage of rejections to auction sales,	Burley	48	...	...
	Dark	6	...	...
	Total	46	17	11
Rejections, Jan. 1 to date,	Burley	7,540	...	...
	Dark	236	...	...
	Total	7,777	5,918	4,468
RECEIPTS,				
Receipts this week		350	314	514
Receipts, Jan 1 to date,		22,761	28,704	36935

Louisville official quotations:

	MAY 7, 1920. 1919 CROP. Burley: Dark Red.	Bright Red.	Colory.	Manufacturing.
Trash (green or mixed)	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 to 10	10 to 12	12 to 15	7 to 8
Common lugs	10 to 13	12 to 15	15 to 18	7½ to 8
Medium lugs	14 to 18	15 to 18	20 to 25	8 to 9½
Good lugs	18 to 22	22 to 25	25 to 40	9½ to 10½
Common leaf (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common leaf	14 to 19	20 to 22	22 to 28	9½ to 12½
Medium leaf	22 to 25	25 to 28	28 to 35	14 to 16
Good leaf	27 to 35	40 to 46	35 to 45	18 to 20
Fine and selections	40 to 45	60 to 65	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages from 1 cent to 3 cents lower. HELM GLOVER, Secretary.

Unchanged Prices and Comparatively Light Sales at Owensboro

OWENSBORO, Ky., May 8.—In its market report this week, the Kentucky & Virginia Leaf Tobacco Co. says: "Only 74,655 pounds of tobacco sold over the floors this week. Offerings medium to common. Prices unchanged.

"Plant beds for the new crop are looking well. Some tobacco now being transplanted from advanced beds."

Sales statistics to date and present quotations are given as follows:

Sales of pryor tobacco this week (pounds)	70,565	average	$9.63
Previously reported	29,669,485	"	15.32
Total sales of pryor tobacco to date	29,740,050	"	15.30
Sales of burley tobacco this week	4,090	"	11.89
Previously reported	2,153,350	"	24.33
Total sales of burley tobacco to date	2,157,440	"	24.30

QUOTATIONS.

GREEN RIVERS.	Leaf.	Lugs.	Trash.
Dark	10c to 30c	9c to 18c	4c to 12c
Brown	13c to 35c	12c to 20c	7c to 14c
Red	18c to 40c	15c to 25c	14c to 20c
Colory selections	40c to 61c	25c to 35c	20c to 31c
ONE SUCKER.			
Dark	8½c to 23c	8c to 10c	4c to 8c
Brown	10c to 25c	9c to 12c	7c to 10c
Red	14c to 35c	11c to 20c	12c to 16c
BURLEY.			
Dark to green	7c to 12c	6c to 10c	4c to 8c
Dark red	10c to 20c	9c to 16c	4c to 12c
Clear red	20c to 50c	20c to 40c	12c to 20c
Bright	50c to 80c	40c to 60c	20c to 60c
Selections	80c to 1.05c	60c to 90c	60c to 80c

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.

of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ou isville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.
Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

Export Tobacco Corporation May Be Organized

A $2,000,000 Concern Planned to Assist in Financing Operations in "The Black Patch"—Recommendations Made at the Bankers' Conference at Clarksville—Strong Men Interested—Required Capital Probably Can Be Obtained Without Great Difficulty.

CLARKSVILLE, Tenn., May 8.—Speaking conservatively, one may say that the tobacco industry of the Black Patch stands to be assisted, notably, because of the conference of bankers held here last week. By those in the best position to know, the proposed plans for the formation of a $2,000,000 tobacco finance corporation seems to be entirely feasible. And the general understanding is that the organization of the corporation will proceed, as suggested. The Clarksville *Leaf Chronicle* thus epitomizes the hopes attached to what the bankers will decide to do: "The conference was characterized by a spirit of optimism as to the ability of the people of this section to devise the ways and means to protect themselves from the disaster which threatens them at this time. Bankers are proverbially conservative, not given to the pursuit of financial will-o'-the-wisps. The unanimous adoption accordingly of a resolution to the effect that the formation of an Export Banking Corporation is desirable and in the interest of the tobacco growers, exporters of tobacco and the public at large in the dark tobacco belt, is an assurance of the soundness and practicability of the enterprise. It is the initial, but indispensable step toward the main object to be achieved."

At the meeting the following committee was appointed:

Chairman, Sterling Fort, president of the Northern Bank of Tennessee of Clarksville; Paul Davis, vice-president of the American National Bank, Nashville; N. H. Dosker, vice-president of the National Bank of Kentucky, Louisville; A. H. Eckles, president of the Planters Bank & Trust Co., Hopkinsville; W. T. Tandy, president of the City Bank & Trust Co., Hopkinsville; C. W. Bailey, president of the First National Bank, Clarksville; J. C. Empson, vice-president of the Peoples Bank, Springfield; R. N. Cook, vice-president of the Liberty Insurance Bank, Louisville.

The following resolutions were unanimously adopted:

"First: Resolved, That an Export Tobacco Corporation is desirable and in the interest of the tobacco growers, exporters of tobacco, and the public at large in the dark tobacco belt.

"Second: Resolved, That the chairman of this meeting notify each banker in the counties of the dark tobacco district and request them to call a meeting at once, and select one delegate from their number to represent their county; and that he request that a delegate be selected from each bank in Evansville, Ind.; Nashville, Tenn.; Louisville, Ky.; Cincinnati, Ohio, and St. Louis, Mo., that are interested and who will cooperate in the organization of a proposed corporation to send its delegate, to meet and act with the delegates selected in the counties of the dark tobacco district concerned; and that a meeting of the delegates so selected be called at once and that they prepare tentative plans of organization for an Export Corporation to be submitted at a meeting to be called by the chairman of this meeting at a conference of all of the bankers in the district interested for its consideration and action.

"And that the following gentlemen who attended the conference recently in Washington, D. C., Sterling Fort, C. W. Bailey, Emory Kimbrough, C. E. Bell, J. C. Empson, W. T. Tandy, Earl S. Gwin, A. H. Eckles, be appointed delegates by this conference to meet, confer and act with the delegates selected in the foregoing manner."

A general discussion followed the submission of these resolutions, every banker present taking part, after which the resolutions were adopted unanimously.

C. W. Bailey was elected permanent secretary of a temporary organization.

Swat the Hogshead Tax

The ordinance to levy a tax of a half-dollar on each hogshead of tobacco coming into Louisville is a measure which the outside markets would be glad to see enacted.

Already there is considerable tobacco handling in the smaller cities. There is no ground for legitimate objection upon Louisville's part to the upgrowth of any local industry in a Kentucky town or city which serves its community. But why tax tobacco out of Louisville?

Louisville wants to handle all of the tobacco which comes naturally to its warehouses. It wants the good will, and the good hard cash, of every Kentucky farmer who sells tobacco—or anything else—and buys merchandise in the town in which he sells his product.

A hogshead tax on tobacco, whether collected from the planter or the warehouse, would be a disadvantage to tobacco handling in Louisville and would advertise this city to the planters as one exacting of the farmer a price of admission.

What is needed is a better understanding between Louisville and rural Kentucky; more intimate and more cordial relations between the city and the country. The hogshead tax law would be a putting asunder where bringing together should be a continuous undertaking.

Swat the hogshead tax!—*Louisville Courier Journal.*

USE RAFFIA

SAVE TIME
AND
MONEY

Prices on Request

THOMAS B. MEEHAN CO.
Direct Importers of Raffia
Dresher, Pa.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.
90 Wall Street, New York
Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
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CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Henderson Tobacco Company
HETOCO TRADE MARK
DEALERS IN LEAF TOBACCO
Correspondence Solicited.
Samples on Application.
LEXINGTON, KY.

B. O. BURR & CO.
LEAF TOBACCO DEALERS
All Grades one sucker Tobacco
Samples Submitted. *Correspondence Solicited.*
BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable address: "Phelon"
J. S. PHELON & CO.
Leaf Tobacco Brokers
Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
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Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition
J. W. RUDOLPH & BRO.
Brokers and Exporters Fired and Air Cured Tobacco
MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.
Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

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Codes { Arnolds No. 5 / A B C 5th Ed. Improved
LEAF TOBACCO
BURLEY BRIGHTS G STRIPS SCRAP
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. Code: Arnold's No. 5 and 15.
A. B. C. 4th and 5th Edition. Western Union.

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco

Booster Twist

Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

FRIES & FRIES

Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
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NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office
47 Washington St., New York City

Branch Office
431 Munsey Bldg., Baltimore, Md.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian)
OH BOY (All American)

DIRECT IMPORTERS OF TURKISH TOBACCO

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TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

Paducah Market Report

PADUCAH, Ky., May 7.—During the early part of the week deliveries were large, but since Wednesday the weather has been cool and very little tobacco is moving. Prices have been about the same as last week on tobacco selling on the floors, through the chutes and in the country. The greater part of the offerings have been of common and low grades. A few small parcels of fine leaf appeared on the market in Mayfield this week and sold at almost as high prices as we have had this season, one load going as high as 35 cents for leaf, but the bulk of the tobacco selling is of the common and medium grades of leaf and lugs, the leaf bringing from 10 to 22 cents, with an occasional load of better grades selling from 23 to 25 cents. Lugs are selling, with leaf at 2 to 6 cents, and on the floors at from 2 to 10 cents.

Buying at the barn door has been going on freely and considerable business has been done this way during the week by the larger order buyers. Farmers are more disposed to sell and many of them who are prejudiced against selling on the floors or through the chute are holding their crops back waiting for buyers.

There is considerable agitation in the dark fired district among farmers and bankers trying to perfect an arrangement for financing farmers who wish to hold their tobacco. Just what will become of this remains to be seen. No doubt there will be a good deal of tobacco held by the farmers who are in position to wait. Just how long they will hold back, we can't tell, but the probabilities are a good deal of it will be prized and put in warehouses and a good deal of it kept in bulk in the barns.

Weather conditions have been very unfavorable all the Spring for making preparations for planting this year's crops. The ground has been too wet to plow most of the time, and so far only a small part of the corn crop has been planted. And, with labor scarce in the country and farmers being so far behind with all kinds of work, it looks now as if all crops will be cut short, but no doubt the tobacco crop will be reduced more than any other. Farmers have been devoting more attention to raising tobacco for the past several years than to other crops, and now many of them are buying corn at $2 to $2.25 per bushel, and hay at $40 to $50 per ton. Foodstuffs of all kinds are higher than was ever known before and the indications are that they will exert themselves more in raising foodstuffs and stock than in raising tobacco. The great decline in values is responsible for this.

W. B. KENNEDY.

Not Much Encouragement There

INDIAN MOUNT, Tenn., May 8.—The 1919 crop of tobacco continues to come to market in diminished volume. The growers are pretty blue over the opening prices, and considering the high prices of land, tools, stock and foodstuff, they are inclined to believe that it is a losing game to grow tobacco at present prices.

Arrangements had been made to put out a large acreage, but it is probable that the acreage will be reduced. Plants are reported to be in excellent condition generally, but some damage is reported by bugs. Growers are behind with their spring work, owing to the heavy rains, and it looks as though both the tobacco and corn crops will come on together.

An Unsatisfactory Tax Proposal

The proposed increase in taxes on cigarettes in connection with raising funds for soldiers' bonus may prove a boomerang.

The present tax is $3 per 1,000. This means that Government collects 3 cents on each package of ten cigarettes. If increase is adopted the rate will be $5 per 1,000. Then the Government would collect 5 cents on every package of cigarettes sold.

Tobacco Stocks

	Bid.	Asked.
Am. Cigar com	125	132
Am. Cigar pf	80	86
Am. Mach. & Fdy	125	150
Am. Snuff	98	102
Am. Snuff pf	78½	90
Am. Sumatra Tob. Co.	89	89¼
Am. Sumatra pf	90	97½
Am. Tobacco Co.	238	242
Am. Tob. pf. new	91	94
A. T. Secur	59¼	59⅞
Conley Foil (new)	23	26
Geo. W. Helme com	163	170
Geo. W. Helme pf	96	100
Imperial Tobacco	9½	10½
Johnson Foil	105	120
J. S. Young	125	135
J. S. Young pf	90	100
Liggett & Myers	150	165
Liggett & Myers B	150	165
Liggett & Myers pf	100	101½
Lorillard P	138	140
Lorillard P. pf	104	108
McAndrews & Forbes		162
McAndrews & F. pf	85	92
Porto Rico Am. T	120	130
R. J. Reynolds "A"	600	625
R. J. Reynolds "B"	490	510
R. J. Reynolds pf	100	103
Tobacco Products	63½	64¼
Tobacco Products pf	88½	91
United Cigars Stores	115	175
United Cigar Stores pf	100	112
United Drug	125	129¾
United Drug 1 pf	49¼	49⅝
United Retail Stores	70¼	70⅝
Weyman Bru. com	162	170
Weyman Bru. pf	95	99

Cable "Smith"

Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY
ESTAB. 1907
LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

V. H. Dowlen & Co.

Leaf Tobacco Brokers Dealers and Exporters

Home Office

SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

THE Cigar maker smiles appreciatively as he handles the clean, smoothly booked stock stripped by a Model M Universal Tobacco Stripping and Booking Machine. This machine opens out and thoroughly books the leaf, thus doing away with the unopened and curled up tips incident to hand-stripping. Cigar makers prefer to work in Universal-equipped factories for tobacco stripped with the Universal enables them to make more cigars and more money.

Mr. Cigar Manufacturer:—You too will smile at the efficiency of the Universal. It speeds up production, cuts down costs and turns out a better product. Write for our new descriptive catalog and price list.

UNIVERSAL TOBACCO MACHINE CO.

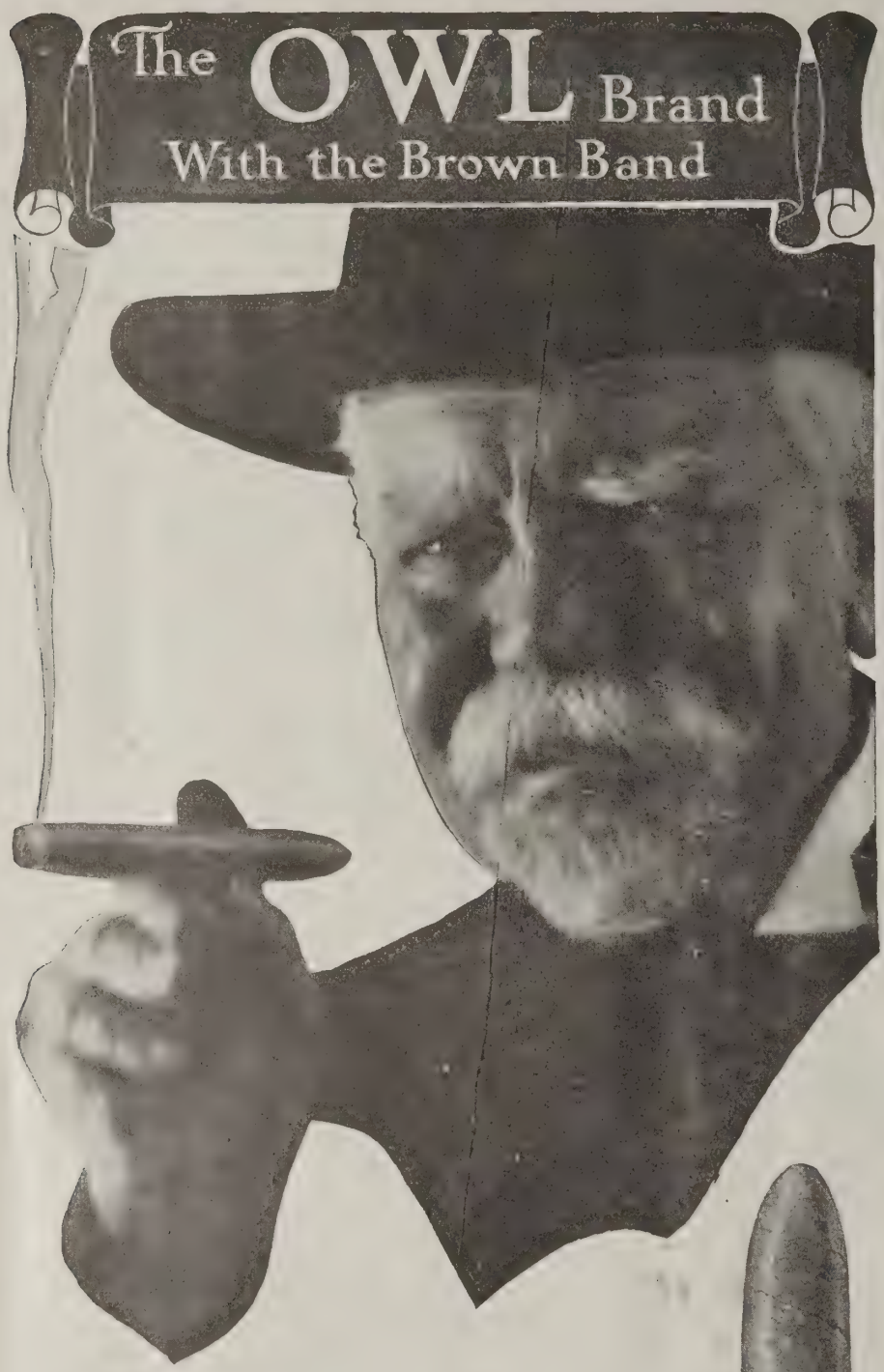
116 *West 32nd St., New York* *Factory: 98-104 Murray St., Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO., OF CANADA, LTD.

108 *St. Nicholas Bldg., Montreal, Canada*

FOREIGN SALES OFFICES

Paris, France—18 *Rue de l'Echiquier.*
Geneva, Switzerland—*Case* 220, *Mont Blanc.*
London, E. C. 2, *England*—19 *Bishopsgate.*
Manila, P. I.—*Kneedler Bldg.*
Durban, Natal, So. Africa.
Soerabaya, Java, Dutch East Indies.
Buenos Aires, Argentine—*Transoceania* 158, *Aeconquista.*
Sydney, Australia—10 *Pitt St*
Madrid, Spain, Zorilla 9.
Slagelse, Denmark—*Slotalleen,* 3



Old Mississippi talks

"YOU all know we have the greatest cotton producing region in the world. We reckon pretty strong on our sugar cane and lumber, too. And then, my friends, we've got one other thing you've *all* got—that's the Owl Cigar."

Smokers everywhere have grown to count on Owl Cigars, because their fragrance and mellowness are always the same. A $3,000,000 leaf reserve enables us to make sure that all tobacco which goes into Owl is aged from one to two years.

Try an Owl—the Owl Brand with the Brown Band.

DEALERS: If your distributor does not sell the Owl Cigar, write us:

General Cigar Co., INC.
DEPENDABLE CIGARS
119 West 40th Street, New York City

OWL 8c
2 for 15c
50 in box, $3.50

Know Your Business

Rambler in the *Manco Record.*

In my ramblings about New England it is a constant source of surprise to me to notice the unfamiliarity of retail merchants with their own brands of cigars. Perhaps this is not so noticeable in exclusive cigar stores as it is in drug stores and confectionery stores, where many lines are carried besides cigars and tobaccos. But I venture to say that most merchants would be surprised themselves if some day they would put on their hats and make the rounds of the stores and learn how the customer is handled in many places.

I often go into a store for a cigar and ask for the particular breed that happens to be called for by my taste at that moment. Sometimes—say right after a hearty lunch—I crave a clear Havana. I walk into a store and attempt to pick out something I know is clear Havana. If no familiar brand is present in the case I ask the clerk, "What is a good clear Havana?" In nine instances out of ten he will look the case over doubtfully, and then, after a pause, he will bring out a cigar that is known the country over as a seed-and-Havana or a shade-grown, or a broadleaf. He simply doesn't know what a clear Havana cigar is. I don't say that every clerk necessarily should know all about the manufacture of every species of cigar, although the knowledge is easy enough to get and he would be a better clerk if he had it. But at least a clerk can fix in his mind the cigars he handles that are *supposed* to be clear Havana.

Some people might say that my experience is due to the comparatively few clear Havanas on the New England market. My answer to this is that many clerks are just as ignorant of other kinds of cigars. Once I asked for an imported cigar and the man brought out a cigar that has been made in New York city for the past twenty years.

But my complaint about clerks being superficial in their knowledge is not confined to classifying the various kinds of cigars. They do not know their stock in many instances. On the very day this is written I went into a drug store and saw a box of cigars in the case—the brand being one that is frequently my choice. In this instance, however, the size in the case was a londres, and I wanted a perfecto. I asked, "Haven't you a perfecto in that cigar?" The clerk seemed doubtful, but finally consented to look all through the case. Then he pushed back the doors to the wall case and looked the stock over. Buried under a heap of other brands he finally brought out a box. He looked it over for the frontmark, and I found it before he did. It read "Favoritas." He kept turning the box over in his hands, as if doubtful. "That's all right," I said; "that's near enough to a perfecto" Then he started to search for a cigar box opener. I took the box and opened it with my fingers. The best cigar men I ever knew never used an opener. I picked out a handful of the cigars. It was a box of 25's, and they were harder than nails. I looked at the revenue cancellation stamp and saw that the stamp had been canceled in 1918. Two years old, and probably they had been under that shelf for nearly that time!

I said, "Why don't you put that box in the case? You will clean it up in no time." He said, "Well, I like the *other* size myself."

I think that much of the trouble is due to shortage of labor, and the fact that most stores now carry candy and other lines, and a clerk is kept so busy that he doesn't have time to become expert in the cigar stock. But I believe it would pay to put clerks in charge of the case who know the stock from A to Z, and who can put their hands instantly on every size of every brand that is carried.

Also, I will still insist, as I have in other articles under this heading, that the system in vogue in New England, of displaying cigars with the covers torn off the boxes, is an illogical, ridiculous, and old-fogy idea, and while the New Englander may like it, the transient trade certainly is confused and irritated by it. As a matter of fact, I don't believe the New Englander does like it. On the contrary, I believe he would welcome the sight of a cigar case in which he could without a second's delay select his favorite cigar without having to stoop over and carefully inspect all the cigars in the case. In any event, this system not only makes it hard for a customer to pick out a cigar, but makes it equally difficult for the clerk himself to find the brands, and there is too much time lost in the transaction.

"Know your business" is a motto that will bring big dividends to every merchant. The better he appears to know his business the larger will be the respect which his customers will unconsciously pay him.

Famous Cafe Proprietor Killed

CHICAGO, May 11.—Jim Colosimo, of the famous Colosimo's café at 22nd street and Wabash avenue, was shot and killed late today by an unknown assailant who escaped before discovery of the murder. The body was found behind a door in the dining room of the restaurant.

Colosimo was known the world over by the sporting and theatrical fraternity. His resort, a landmark in the old tenderloin district of 22nd street, never closed. His cigar stand, especially after prohibition came, was patronized by crowds. That Colosimo himself, picturesque owner of the café, should have been slain within a month after his second marriage gives an ironical twist to the annals of the place. The murder is a mystery.

Cigar Store Owner in Court

Ben Wolf and Herman Roth, said to own the cigar store at 109 South Fourth street, Louisville, Ky., where an alleged card game and "handbook" were raided Wednesday afternoon, were each held to the grand jury under $1,000 bonds in Police Court, Thursday. Roth testified he was the owner of the cigar store and that he himself bet on horses by calling New Albany. He said he placed bets for friends, as an accommodation.

Five alleged poker players, taken in the raid, were first sentenced to serve ten days in jail, from which there could have been no appeal. Later, Judge Burgevin consented to amend the charges of disorderly conduct to charges of assembling in a room where bets are taken on race horses. The cases were continued to May 11 and bond fixed at $250 each.

John Kelly, alleged to have taken a bet from Detective J. S. Bishop, also was held over to the grand jury under bond of $600.

The Dictum of the Cigarmakers

The latest demands of the cigarmakers in Tampa embody the proviso that no cigars be manufactured which are intended to be retailed at less than ten cents.

If this is indicative of the ideas of the unions today they are badly in need of disinterested advice. No institution can live long in this country if it is run contrary to public opinion and against public policy. Nothing could be more clearly so than this latest demand of the Tampa union, and unless it is put up to the public in a much more favorable light than present reports afford we would not give much for the chances of a successful issue of the present strike.

The public is pretty well aware by this time that until increased wage demands on the part of unions end, there can be little hope of lower prices, but when the unions deliberately come out with a demand that the manufacturer stop the production of low-priced goods isn't this going to be regarded as just about the end of the limit?—*Western Tobacconist.*

CIGARETTES FROM PORT SAID.

Per S. S. Aneric. Arrived May 3.

Consignees:

New York—	Cases
M. M. Importing Co.....	1

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
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Growers of Shadegrown
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

PACKERS OF
PORTO RICO TOBACCO
A SPECIALTY
Importers of Havana and Dealers in Seéd Leaf Tobacco
MAX GANS & SON, 197 Water St., N. Y.

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Heading For Greater Importance at Hatfield

Historic, Busy and Progressive, a Massachusetts Town Is Attracting Attention to Its Importance in the Tobacco Industry —From 2,000 Acres, Some 3,000,000 Pounds Valued at More Than $1,000,000, Comprised Last Year's Crop—But the Shops at Hatfield Pack Much More Than the Local Yield—Among the Big Concerns Now Represented at Hatfield Are the American Sumatra Tobacco Co., Myer & Mendelsohn, Cullman Bros., S. Rossin & Sons, Hinsdale Smith & Co., the P. Lorillard Co. and Others.

Very desirable for cigar manufacturing, millions of dollars' worth of leaf tobacco at present stored at Hatfield, Mass., may be taken as bulky and convincing evidence of the importance of Hatfield in the tobacco industry of the Connecticut Valley.

Tobacco culture at Hatfield dates back at least 125 years. Originally, though, the growing of tobacco was restricted. Here and there, as part of a garden, a small patch of tobacco was planted. If a grower happened to have more tobacco than he wanted for his own use, he might sell the surplus to a neighbor. But tobacco growing at Hatfield hardly reached commercial proportions until 1858. That year James Morton and William H. Dickinson together devoted about 15 acres to tobacco. And they produced a fine crop which sold well. Two years later, when 100 acres were planted to tobacco in the neighborhood, William H. Dickinson erected the first tobacco shed at Hatfield. In the next decade, tobacco succeeded broom corn as the popular crop. From 1861 to 1871, chiefly broad-leaf was raised; the yield went from 1,800 to 2,500 pounds of leaf per acre. Now, around Hatfield, shade-grown and Havana seed are considered more profitable than broadleaf. In Hatfield the records show upwards of 2,000 acres devoted to tobacco. The largest grower is W. H. Dickinson, a grandson of William H. Dickinson, Hatfield's pioneer in commercial tobacco culture.

Though the 1919 crop included some notably fine shade-grown and a bit of broadleaf, most of the farmers prefer to grow Havana seed. Hatfield's tobacco crop last year totaled 3,000,000, valued at a million dollars or more. But Hatfield's importance as a tobacco centre is not measured entirely by the quantity of tobacco grown. The tobacco packings at Hatfield are considerably more than the local yield.

Charles Porter, in the Springfield *Union*, says of the "sorting shops" of Hatfield: "There are many in town and under far different conditions than in the early days of raising the crop. In those days the crop, when taken down, was tied in large hands or bundles and then taken to a building with no heat, and light from lanterns only, and pulled apart and made into three grades, namely, wrappers, seconds and fillers. Today it is graded as to colors, length of leaves and a total classification of 15 to 20 grades made.

"The largest shop in Hatfield is owned and operated by James L. Day, who is also one of the largest growers in Hatfield, Mr. Day raising about 350 acres and makes a specialty of the shade-grown tobacco. Mr. Day packs for Elias Bach & Son, of New York, and employs about 250 hands. He will pack this season about 300,000 pounds of shade-grown, 150,000 pounds of primed tobacco and about 2,500 cases of other strains.

"John McHugh, who packs for Meyer & Mendelsohn, of New York, employs about 50 hands and will pack about 1,000 cases this season.

Bradstreet has three shops in operation this season. One is owned and operated by R. L. Belden, who packs for Meyer & Mendelsohn, of New York. He employs about 75 hands and will pack about 1,800 cases this season.

"Another of the large warehouses is that of R. J. Whalen, in Elm street, who packs for Hipple Bros. Company, of Philadelphia, employs about 100 hands and handles about 2,000 cases a season. This is the newest and one of the largest shops in town, being steam heated and equipped with electric lights and an electric elevator. It also contains two large sweat rooms for the forced sweating of the crop, under which method the crop is ready for the market in January.

"In the early days the crop was sweated by nature during the hot weather and the crops were not ready for market until the following September or October.

The shop of C. L. Warner is operated by his son, C. E. Warner, who packs for Cullman Bros. of New York, and employs from 30 to 40 hands. This shop is in one of the oldest buildings in town, originally known as the White Tavern, and while it is not as modern as some, about 500 cases a season are packed here.

"The shop of E. A. Becor, who packs for S. Rossin & Sons, of New York, is in one of the newer shops, and Mr. Becor employs about 125 hands and packs about 2,500 cases a season.

"Nearby is the shop of J. W. Kiley, who packs for the American Sumatra Tobacco Co. Mr. Kiley employs about 100 hands and packs 1,800 cases a season.

"M. W. Boyle, with the tobacco he raises in Hatfield and Hinsdale, N. H., is one of the largest growers of leaf. He raised about 100 acres last year.

"Mr. Boyle packs for the American Sumatra Tobacco Co., employs about 80 hands, and will pack about 1,500 cases this season.

"At West Hatfield is the shop of A. H. & J. M. Strong, who employs about 60 hands and packs about 1,200 cases a season.

"In the district of Hatfield known as 'The Patch,' are three shops, all of which pack for Meyer & Mendelsohn, of New York. These shops are owned by James L. Boyle, W. E. Boyle and T. A. Nolan. Each employs about 50 hands and each packs about 1,000 cases.

"Among the oldest packers of tobacco are Jacob Carl and his son, Henry W. Carl. They employ from 30 to 40 hands and pack about 500 cases a season. Jacob Carl operated one of the first regular sorting shops in town and has bought and packed tobacco for Hinsdale Smith & Co., of Springfield and New York, for nearly 50 years, which is probably the record for any one dealer.

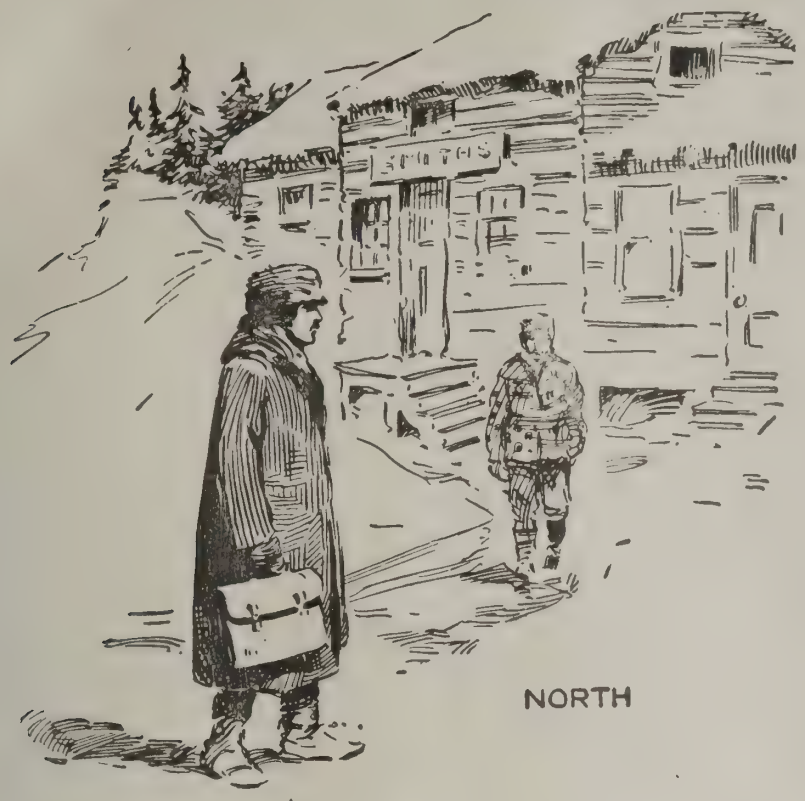
"The shop of Ernest Godin, who packs for himself and employs about 35 hands, handles about 600 cases a season. Another old-time shop is owned and operated by Mrs. Carrie E. Billings. The shop was originally carried on by her husband, Roswell Billings, and later for several years by her daughter, Marion C. Billings. She packs for the P. Lorillard Co., of New York, employs about 75 hands, and handles 1,500 cases a season.

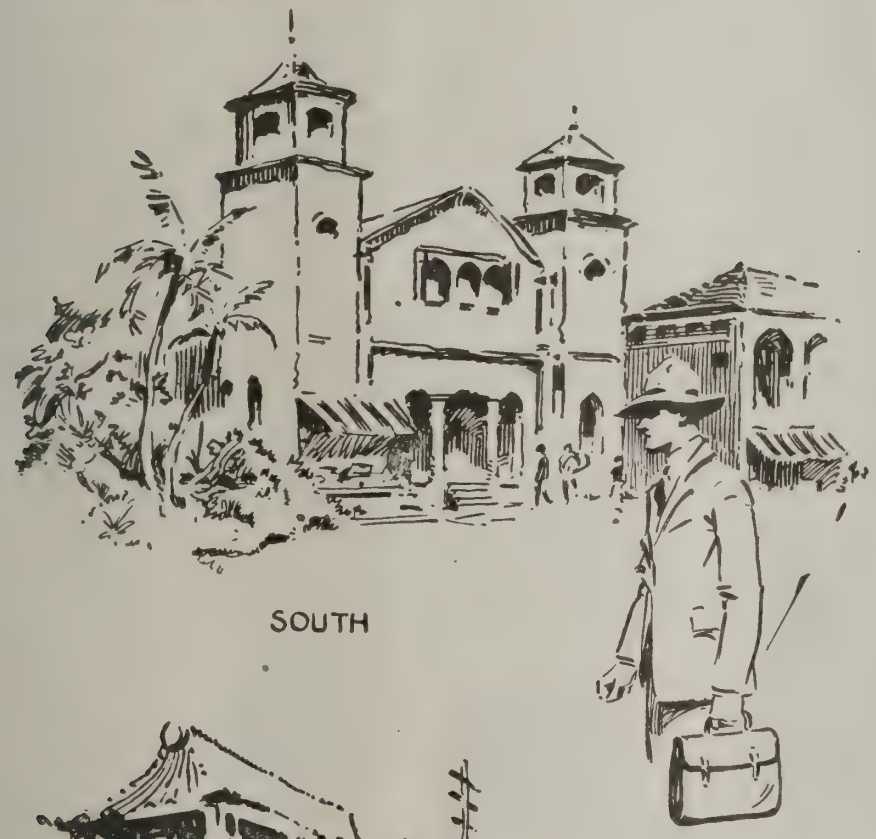
"Another large shop in Bradstreet is owned and operated by Gilbert E. Morton, who packs for himself. He employs from 50 to 60 hands and packs about 800 cases a season. His father, Eurotas Morton, raised the first tobacco in the town of Whately.

"The other shop in Bradstreet is owned and operated by George S. & Oscar E. Belden, who pack for themselves. Having sold the larger part of their crop, they are operating with a small force of about 20 hands and will pack this season about 250 cases.

"North Hatfield has one large shop owned and operated by Leslie W. Swift, who makes a specialty of shade-grown tobacco of which he raises about 150 acres. Mr. Swift employs about 125

(*Continued on page 37*)





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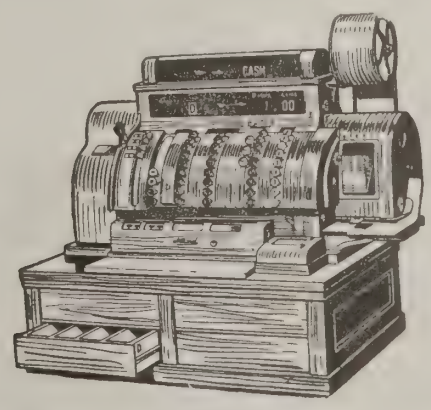

Caused by a late Spring in Connecticut

Tobacco Planters Find Their Work Rather Backward

HARTFORD, Conn., May 10.—It is intimated that two crops of 1920 primed Havana have been bargained for in Simsbury at a guaranteed price of 60 cents per pound, with such additions to price as the market may warrant at the time of delivery. The 1919 sales were not made until later in the year, and the opening prices were between 40 and 45 cents per pound.

Tobacco took a plunge in Suffield last week when a large truck loaded with cased tobacco went down a twenty-foot embankment and rolled over, scattering the tobacco around. However, the main damage was done to the truck.

Matt. Speiss, local representative of Liemdorfer & Dale, of New York, is scouting around, making several late "buys" and keeping the warehouse busy.

Mr. Liemdorfer was here last week looking over the new packings. He was much pleased with purchases.

Meyer & Mendelsohn have closed, after having a very busy season.

Louis Greenwald, who recently opened an office in this city, is out looking for crops that he can buy.

To get good crops it is necessary for him to be on the spot. He has to go out among the growers and make his selections.

Theodore Dennis has returned to his home in Brooklyn, N. Y. He was office manager for I. Katz, who bought considerable tobacco. Mr. Dennis will return later and again be associated with Mr. Katz.

James O'Neil, formerly with O'Neil & Michaels, is making purchases and is very busy taking in and making shipments to an increasing number of customers.

The courts have been called upon this Spring to settle several disputes pertaining to tobacco lands. One up for a hearing last week was upon an application by Peter Jason and wife for an injunction against Charles H. Hayes, of Manchester, Conn., to restrain Hayes from using eight acres of tobacco land in the Buckland district, in the town of Manchester.

Hayes claims that he has the right to work the land the coming season under an agreement with the former owner, Mr. Dewey, who sold the land to Jason on April 16.

The judge reserved his decision.

Continued cold and wet weather is not developing tobacco plants very fast. Growers are not making much headway as yet in getting ready to put in the new crop.

Much of the land is too wet to plow, and because of railroad freight congestions fertilizers are not arriving as fast as wanted.

Inquiry shows that considerable help has been secured from the south, laborers that are fairly well fitted for the work. They are paid from $3.50 to $3.75 a day, and are boarded at the plantations, the cost of keeping each hired man being from $6 to $7 per week. Some of the smaller farmers who do not confine their efforts entirely to tobacco growing, pay their help by the month, and include free board at the farmer's home. The rate varies from $60 to $70 per month.

It is estimated that there are now about 2,000 now employed by tobacco growers, and, as the season advances, this number will be greatly augmented, and at the time of harvesting it will be at least doubled. Some of the warehouses have finished the season, others have cut down their help, and still others have considerable work ahead and will be running for weeks.

J. Rosenberg & Co. have had a very busy season. They will be busy for some time yet, though they have put up a big packing. They plan to make an addition to their present warehouse to accommodate 2,000 more cases.

E. H. Sloan, of Broad Brook, Conn., agent for Rose & Wobbe, of New York, is still out after tobacco, making purchases. He will be busy until July, assorting and packing.

Cased tobacco is being shipped as fast as transportation will permit, and each warehouse has large shipments awaiting an opportunity to make shipments.

Some of the dealers are taking advantage of the lull to obtain a little vacation. Among those who slipped away for a few days were Albert Newfield, of A. & S. Hartman, and Max Newfield, of Nussbaum, Newfield & Co. They went to Atlantic City last week.—X. Y. Z.

A Complicated Law Suit

Complications multiplied in the Superior Court in the tobacco lands suit by Edward and William Eggert, of Bloomfield, against the Windsor Tobacco Growers' Corporation and Alfred W. Olds at Hartford, when it developed Thursday that in 1904 Edward Eggert assigned all his rights in the property in question to the American Sumatra Tobacco Corporation of New Jersey, now defunct and not to be confused with the present American Sumatra Tobacco Co.

Judge Maltbie allowed Mr. Eggert to tell about this complication. According to Mr. Eggert's testimony the concern was incorporated in 1903 by a Mr. Picking of New Jersey, a Mr. Safford of Worcester, Mass., and himself. The late Samuel E. Elmore, then president of the Connecticut River Banking Co., was one of the first directors and the treasurer, and at one time Martin Welles served temporarily on the directorate.

Mr. Eggert was the main stockholder and he said today that he was given $100,000 of the stock, and was to have been paid $4,250 in cash for his equity in the Bloomfield farm and for his secret processes for growing tobacco. It appeared that at one time Mr. Eggert had 997 shares of the stock. He said $7,800 worth were sold, of which $7,300 was paid into the treasury, but he never got his $4,250. Edwin J. Somers, of Worcester, Mass., was the agent for the sale of the stock and subscribers were to get their money back if he did not sell $50,000 in three months. Mr. Eggert assigned his interest in the farm to the corporation July 22, 1904, but the required amount of stock was never sold; a Worcester stockholder brought a fraud suit, but it was withdrawn and the corporation went out of existence.

Through prior deals Eggert had transferred title to the farm to the Windsor Tobacco Corporation under an agreement he could have it back upon payment of certain indebtedness within a certain time, and it is under this agreement he now seeks to recover the land which has been held fifteen years by Alfred W. Olds, to whom the Windsor Tobacco Growers' Corporation sold it in 1904 after the expiration of the time limit.

In view of the entry of the defunct American Sumatra Tobacco Corporation into the case Mr. Eggert claims rights as a stockholder in that corporation under his assignment.

W. S. Schutz and B. E. Lyons, attorneys for the Eggerts, told the court they did not know until Wednesday evening about the assignment to the American Sumatra Tobacco Corporation. But, as reported in the Hartford *Times*, A. L. Shipman and W. A. Countryman, Jr., attorneys for the defendants, were aware of it and had some of the records among their papers. Mr. Shipman claimed the assignment, which was recorded, knocked the Eggerts out of the case as plaintiffs.

Judge Maltbie decided, however, to hear all there was to learn about the case, which involves possession of about 100 acres of valuable tobacco land in North Bloomfield and Windsor. The case was not finished Thursday and went over for a few days.

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BOSTON STREET and LINWOOD AVE., BALTIMORE, MARYLAND.

We make these tins and *then* some. Can't we add your line to our line?

Tin packages for all uses,—metal signs, tin tags, and Novelties.

Write us, call on us, or, we will have our representative call on you.

OUR PACKAGE will make the first sale—
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IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS

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SELGAS & CO.
Leaf Tobacco Dealers
NEW YORK, 128 Water St.
HAVANA, CUBA, 138-140 Consulado St.

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
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ERNEST ELLINGER & CO.
Importers of Havana Leaf
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REMEDIOS

Betwixt and Between on the Cuban Market

In Havana They Say "During the Mango Season, There Is More Talk Than Work"—A General Shut Down on May Day—Agitators Continue to Rant—But Cigar Makers Come from Tampa, Thinking to Obtain Employment — Leaf Trading Will Be "in and out" Until the New Crop Comes in—And the General Opinion Is That 1920 Tobacco Will Be Unusually Good.

HAVANA, May 3.—By unanimously refraining from work of every kind on May 1, the laborers of Cuba caused industry to be paralyzed for 24 hours. In Havana, on May 1, there was no street car service; hacks did not operate, automobiles couldn't be used; no deliveries were made of ice, bread, meat or vegetables. No newspapers were issued; no factory worked. The "celebration of the workingmen" in some industries was prolonged for 72 hours.

Incidentally, May 1 was made a day on which "the rights of labor should be enunciated." Certain very vociferous persons were busy declaring what labor would do "to insure the future." Often the arguments employed were far-fetched indeed.

One, possibly he was self-appointed, spokesman for the cigarmakers asserted that "workingmen all over the world, in order to demonstrate to the capitalists and to the governments that they have strength in all branches of business and production, at any time they may see fit to display their power, will stop the industrial and commercial activities at a given date, even at a given minute.

"The laboring people have made up their minds that they must control the tobacco business in all its branches, regardless of the interest other people may have in it, because laborers are the producers, and, according to the new theories of modern times, the man that does the work at the benches is the only one who has a right to determine just how the distribution of profits shall be made."

Though no great importance may attach to such speeches just now, they indicate to some extent the agitation attempted. And, undeniably, the disposition of agitators to make trouble adds to the worries that burden every cigar manufacturer.

Some cigarmakers have come to Havana from Tampa. And more may arrive, later.

The recent 50 per cent. increase in duties on cigars imported into Great Britain, associated with the fact that English cigar merchants are "stocked up for nearly a year," of course, must have a corresponding reaction applicable to cigar factories here. Havana cigar manufacturers now do not need help quite so badly as they did.

The leaf tobacco market is kind of half and half, right at present, although as shown by inquiries and arrival of buyers, it appears that most of the tobacco men are expecting to buy leaf so early as possible, yet they hesitate to pay the prices asked by planters for the new crop.

Some buyers may think that they will be able to lower the prices asked by the leaf dealers, by delaying their purchases; they say that there is still some of the old stock on hand. But, apparently, it cannot be bought unless the dealers get their prices for it. Anyway, they are in no hurry to sell.

Leaf buyers from the United States who arrived, were: Moises Bijur, of E. Rosenwald & Bros., New York, who left Havana after looking over the tobacco market; and J. Yocum, of Yocum Bros., cigar manufacturers of Reading, Pa., who made some very good purchases.

Mortimer Regensberg, of E. Regensberg & Sons, Tampa, Fla., is stopping at the Sevilla Hotel, where he intends to stay for some time while he looks over the tobacco situation and explains conditions in Tampa to his many friends and fellow cigar manufacturers. Here also are Celestino Vega and Benjamin Cosio, of Tampa. Sr. Vega says "the strike in Tampa may last four or six months. The cigarmakers have enough means to remain out that length of time, but the manufacturers are not inclined to give in under any circumstances. Every cigar factory in Tampa is on a strike because the manufacturers are not willing to recognize officially the existence of the Cigarmakers' International Union. They are afraid of this organization and will have no dealings with it at all."

G. M. Burkhart, of Mendelsohn & Levison, has just returned from his vacation trip up North. He says that he just had a very pleasant time while he was away, and a fine return trip.

About the first of the new tobacco arriving in this market are wrappers for Ernest Ellinger & Co. from La Salud Packing House. Mr. Ellinger's Havana representatives claim that this tobacco is the most beautiful leaf that has come to this market in many years.

ROSAM.

New Line Planned to Cuba

Henry R. Carse, head of the Submarine Boat Corporation, said Saturday that early next month a ship launched in the big Newark Bay Shipyard would sail for Cuba with a miscellaneous cargo. This first voyage will be an experiment, but if it is found that the ship can be operated at a fair profit, others carrying freight will be dispatched by the company through its new subsidiary, the Transmarine Corporation, which has just been incorporated with $1,000,000 capital.

"Newark Bay offers an opportunity for the development of a terminal port," said Mr. Carse. "At present the mean depth of water is 25 feet at high tide and 20 feet at low tide. The ships may leave our docks and steam to one of the oil company stations outside Newark Bay to take on fuel for the voyages.

"We have already spent a large sum in dredging, but the dredging is not difficult and the entire bay could be dredged to a depth of 31 feet at low water for $5,000,000 or $6,000,000.

"We do not intend to have the vessel return from Cuba in ballast. The movement of the Cuban sugar crop will provide several cargoes. Tonnage is badly needed on the Cuban route.

"The shipyard is situated on an accessible spot and the Atlantic Port Railway Corporation, which was organized last week in New Jersey as another of our subsidiary companies, will aid in facility of transit service. There is no reason why Newark Bay should not become one of the cheapest ports in the country."

SHIPMENTS FROM CUBA.
In Transit.

Per S. S. Mexico. Arrived May 4.

To Liverpool, 30 cs. cut tobacco, 5 cs. cigars. To London, 36 cs. cigars, 1 cs. cigarettes. To Buenos Ayres, 2 cs. granulated tobacco. To Punta Arenas, 4 cs. cigars. To Perth, 7 cs.

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WALTER SUTTER Y CA
COMMISSION MERCHANTS, EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

cigars, 3 cs. cigarettes. To Melbourne, 6 cs. cigars. To Sydney, 8 cs. cigars. To Philadelphia, Pa., Duncan & Moorehouse, 3cs. cigars; Lewis Cantor, 319 bales tobacco; N. Y. & Cuba Mail S. S. Co., 148 bales tobacco, 19 packs filler tobacco; Bernard Judea & Co., 24 packs and 63 bales stemmed tobacco. To Chicago, 13 cs. cigars, 23 bales tobacco, 8 cs. cigars. To Boston, 8 cs. cigars; I. Kaffenburgh & Son, 429 bales tobacco.

CIGARS FROM CUBA.

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Cases
Park & Tilford	30
E. Ruppin, Inc	1
Quaker City Corp	1
Grosvenor, Nicholas & Co	19
Bernard Judea & Co	1
United Cigar Stores Co	45
Acker, Merrall & Condit Co	36
G. W. Faber, Inc	34
Benson & Hodges	3
G. W. Sheldon & Co	3
Duncan & Moorhead	3
B. Wasserman Co	17
Charles & Co	7
G. S. Nicholas & Son	3
R. E. Lane	9
A. J. Billin & Co	14
Order	80
Stern & Co	3
	Packages
Park & Tilford	22

Per S. S. Cauto. Arrived May 4.
Consignees:

New York—	Cases
Park & Tilford	80
Stern & Co	1
Benson & Hedges	1
G. S. Nicholas & Son, Ltd	15
Total	97

LEAF TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc	50
P. Lorillard Co	290
Guadalia & Co	339
	Barrels
Yocum Bros.	67
Portocuba Co.	23
Sartorius & Co	16
S. Ruppin, Inc.	170
Guedalia & Co	339
	Packs
B. G. Davis & Co	22
Order	600
Bernard Judea & Co	87

Per S. S. Cauto. Arrived May 4.
Consignees:

New York—	Bales
S. Ruppin, Inc	72
Stern, Mendelsohn Co., Inc	77
E. Ellinger & Co	5
Total	154

STEMMED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Barrels
Hamburger Bros.	6
Greenhall Bros.	26
M. Lopez & Co	20
J. H. Goetze & Co	34
E. Rosenwald & Bro	104

STRIPPED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Barrels
Gallagher & Ascher	44
	Bales
S. Ruppin, Inc	2

FILLER TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Barrels
Hinsdale, Smith & Co	120
Selgas & Co	114
S. Rossin & Son	38
	Packs
Bernard Judea & Co	19

Per S. S. Cauto. Arrived May 4.
Consignees:

New York—	Bales
M. Lopez & Co	45
	Packs
E. Rosenwald & Bro	20
F. Miranda & Co	193
E. Ellinger & Co	5
Max Herzog	20
Total	238
	Barrels
E. Rosenwald & Bro	159
Greenhall Bros.	10
E. P. Cordero & Co	29
E. Ellinger & Co	77
Total	275

SCRAP TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Barrels
Hinsdale, Smith & Co	20

Per S. S. Cauto. Arrived May 4.
Consignees:: : :

New York—	Packs
E. Rosenwald & Bro	20

Per S. S. Mexico. Arrived May 4.
Consignees:

New York—	Packs
Hamburger Bros.	3
G. M. Beyea	32
S. Rossin & Son	6

TOBACCO FOR SPAIN.

Per S. S. Montserat. Arrived April 29.
In Transit to Barcelona.
Consignees:

	Boxes.
C. Mactorell	1
B. F. Vadel	1
Estanideo Pougle	1
Rep. Cra. Ned. Tobaccos	2
Lorenzo Miguel	1
Bernado Verdes	4
Manuel Verdes	1
Jamisco Cghers	1
Lesnor Rarebattens	1
Iducardo S. Loncidundea	1
Rosendo Carbonell	1

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GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
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LOBETO y GARCIA S. en C.
Especialidad in Tabacos de Remedios y Vuelta Abajo
Almacenistas de Tobaco en Rama
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M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN LEAF TOBACCO
Cable: Cuetara" - - Figuras 39-41, Havana, Cuba

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
ESTABLISHED 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER OF
PARTIDO, SEMI VUELTA AND REMEDIOS
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Banco Español de la Isla de Cuba

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Sweet and Aromatic

INDEPENDENT CIGAR FACTORY

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ROMEO Y JULIETA

The Leader in All the World's Markets

U. S. REPRESENTATIVE

WM. T. TAYLOR — 50 East 42nd St.

Steady and Straight Cigaret Salesmen Up-State

And the Constantly Increasing Trade of the Capitol District—John McKenna Tells of Cigar Sales and Classifications—"It's Impossible to Control Prices"—George Thompson May Represent the Liggett & Myers Tobacco Co. in Panama—How Louie Custas Does Such a Big Business—"On a Close Margin"—And "If You Can Speed Up Shipments."

New York State Capitol District,
Floreal-Week, 1920.

"See the beau'ful dandelions, buttercups, an' daisies, Sam!" enthused Jim Stubb, as florist Eyres, next door to Stubb & Ash, Inc., arranged an opening display o'Spring flowers. "From now on, Sam, we oughta keep this here front door open to encourage the step-in seasonable habit o' smokers out for the air."

"An' that's all they are out for, also-as-well," snorted Sam Ash, starting to wait upon a man who merely wanted a bit o' free fire for the torch bought down the street. "Yuh should havta go deeper yet in botany than Grey's exogens, I bet yer, afore yuh should dig up even a cash customer for a second-hand cough drop!"

* * *

"Oh, I dunno, Sam, business ain't so rotten," remonstrated Jim Stubb, filling out a membership certificate for a new member of the Accelerator Association. "You haven't heard of any recent failures in the line of local cigar manufacturers, jobbers, or retailers, have you?"

"Huh. mebbe yuh should be satisfied just to keep alive!" scoffed Sam Ash, selling the very next man three class B perfectos for 50 cents. "But Phil Richter should anneyhow do better than that yet. Because his store at 129 Hudson avenue, corner o'Daniel, ain't the only place he should have in Albany, y'unnerstan.

"For, startin' this week, Phil takes over the Fleahman Brothers stand at the Public Market, corner o'Grand and Beaver streets. An' he will fix it all up like his other store, addin' gents' furnishings as another feature, with the same cut prices on all popular brands o' cigarets an' see-gars."

* * *

"Cut prices may be all right," interposed John McKenna, hitching his horse along the rail with the Bread-and-Butter-Bunch, "but what d'ye think of a cigar salesman with the nerve to sell goods even for more money than the class and marked price calls for?

"Well, that's me! And it all came about thru a rush to get the brand on the market for the early Spring and Summer trade, before the territory was flooded with stuff from my kind competitors!

"So I started off on a down-river trip without seeing a sample, just depending upon a vivid description from the factory to land some business of an introductory nature.

"First chap I sold was a wop. He bought a few hundred on my say-so, merely asking the cost and ordinary selling price. This was $60 the thousand, to be sold at three-for-a-quarter or ten cents each, as the dealer desired.

"Other old-time customers each took a crack at the line, until I finally figgured I had more than closed out my allotment. Then I hiked along on another milk-route, peddling more goods than I could possibly deliver, o'course.

"Duplicate orders, though, didn't come in very fast. So, when I doubled back to see my friend the dago who had made the original purchase, I had no sooner put my head thru the gate when he yells:

"'Hey, you da vera man I lika see. Whata you tella me dose sa-gar sella for, huh?'

"Why, ten cents, Salvatore, or more, if you can get it. They cost you $60, y'know.'"

"'Yeh, I knowa da cost. I gitta da damn bill. An' den, byaby I gitta da sa-gar. An' righta dere on da label, she say 'Seven cent, t'ree for twenty!'"

* * *

"Oh, me! oh, mi!" sighed Bill Locke, signing up for a reservation with the Hot Chair Club. "It's impossible to control prices. So we don't try. In this Capitol District division of the A. T. Co. cigaret department we simply sell the goods to jobber, and he sells the retailer at the list he desires. Then the consumer buys our goods wherever he pleases, either at regular or irregular prices, as he can.

"And the result has always been more and increasing business for nearly all our brands. Such returns have just come in for the first three months this year. Led by Lucky Strike cigarets, and closely followed by Lord Salisbury,

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

The Real Independent Factory in Havana

"PARTAGAS"

The World's Standard Cigar

Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba

ROBERT E. LANE

General Representative for United States and Canada

70 Trinity Place New York

Sweet Caps, and the rest of our titles, we have been very much gratified with the showing.

"This, too, notwithstanding a recent division of my territory. For now, you know, I make headquarters at Kingston, coming north on the River only so far as Albany, even avoiding both Troy and Schenectady. More missionary men have been assigned for the reduced field, thereby covering interior points much more thoroly.

"And, all in all, I believe this section is the most satisfactory to work of any in the U. S. today. Because, in the first place, the trade is invariably normal. No matter whether prosperity or reaction develops, the good ole Capitol District holds its own, registering, day by day, year in and out, a substantial growth, and never affected by tremendous industrial booms nor slumps, as some other more ambitious districts are."

* * *

"Well, my territory has been changed, too," mentioned Tom Slattery, pushing in to the Probation Commission. "After this week I will cover River points only. Going down so far as Peekskill, I will look after Lorillard business on Anagyros goods thru Sullivan, Ulster, Greene, and nearby counties.

"Nearly all Summer will be occupied in this way, though I anticipate some northern resort trips later in the season to look out for Murads, Moguls, Helmars, and Deities in my old mountain district. Local trade, meantime, will be covered by a recruit from the Schulte store, who I'm breaking in this week for Boss Allen."

* * *

"Everybody is changing base," commented Jim Stubb, as he told Benny to stop whistling, 'I'll See You in Habana.' And the last to go is George Thompson, chief of the Capitol District Liggett & Myers cigaret staff.

"He leaves this week for New York, after more than three years in the Albany territory. And, if no change is made in his present plans, George will eventually go to Panama and way stations for the L. & M. Export Department.

"All of South America is included in the rather extensive route list prepared for George, and he may ultimately arrive south of the equator in season for more winter weather at about the time we are sweltering with the usual July-August heat.

"That should be some compensation for George, but it is little enough for the many friends who he leaves here, sorry they cannot go, too, and considerably more than sorry to have G. W. temporarily away from all of us who'll continue to think of him as a man we've been glad to know, and regret to see go."

* * *

"An' I hear it P. V. Doyle should come to town to be the new boss o' the L. & M. cigaret section," reported Sam Ash, endeavoring to increase the Fatima quota by making the sale of a carton to a customer on his way to Troy. "He hails from Barrytown and Bawston, y'unnerstan, an' he's sold more Fatima cigarets than Bluebeard could smoke with the help of all his wives relations!"

* * *

"Some salesman!" appraised Jim Stubb, trying to light a safety match on the box without losing both match and temper. "Right in line with Louie Custas, of Custas & Chambras, Po'keepsie, who job more goods, 'specially matches, than most tobacco wholesalers along the Hudson River!

"If you don't believe this, Sam, take a spin with Louie when he goes out to see the trade. He gets so many orders, let me tell you, that frequently carload lots are sold and delivered right from the railroad by simply distributing the goods to individual buyers by auto truck as the stuff arrives from the factory.

* * *

"Sure, such a jobber ain't nu piker, y'unnerstan," decided Sam Ash, wondering what the next customer would ask for in the way of brands out o'stock. "Just like it G. W. Van Slyke & Horton manufacture see-gars in a big way which covers the country.

"An' now the Van S. & H. firm is gonna put out pocket-packs, like the Blackstone folks do it. These here cardboard boxes of five or ten see-gars will put the Peter Schuyler brand in the hands of smokers, unnerstan me, which can't buy box lots to carry, an' yet who still want a package in the pocket over night or Sunday which will protect the goods against breakage."

* * *

"That's an important item," agreed G. C. Denike, of the Tichenor-Denike Company, 33 Maiden Lane. "To get your brand in the hands or mouth of the smoker in proper condition is the problem of every manufacturer. Dry and broken cigars cause a pile o'dissatisfaction, to be sure.

"But the cause of most trouble is conflicting prices. Dealers everywhere charge various rates for the same goods. My personal belief is that popular brands o' cigars should be sold on close margin. Jobbers particularly ought to realize that ten per cent is a wide margin right now if they have a fast selling cigar.

"Such goods practically cost nothing to sell, as the overhead is more than

(*Continued on page 37*)

GROSVENOR NICHOLAS & CO.
INCORPORATED
DIRECT IMPORTERS OF HAVANA CIGARS
60 Broad St., New York
TELEPHONE: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
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Rey del Mundo	*Partagas*
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Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.
Price list upon application

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

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OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK
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Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

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MADE BY
LIVE DEALERS
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We can suit the most exacting customers.
Write for catalogue and price list.
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HUMIDORS AND SMOKERS' STANDS

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Manufacturer of HAVANA CIGARS
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PARK & TILFORD
are the
LARGEST IMPORTERS
of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars.
Wholesale Price List will be sent to any dealer
Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Permitting Hope to Spring Up in Philadelpnia

Though Present Conditions Are Unsatisfactory the Feeling Exists That the T. M. A. Convention at Washington Will Help to Start Things Moving in the Right Direction—Many Complaints Concerning Transportation—W. H. Bailey & Co. Obtain Big Shipments of Manilas—Advocating a Steamship Line Between Philadelphia and Havana—Isadore Finkelman, Cigar Dealer at Camden, N. J., in Trouble Relative to His Income Tax Return—What's Doing in the Quaker City.

PHILADELPHIA, Pa., May 10.—The trade outlook was brightened this week by the approach of the great gathering of the Tobacco Merchants' Association in Washington to which Philadelphia will send a delegation of record-breaking size, thoroughly representative of the entire industry here. Unusual interest is taken in the coming convention because it is expected to solve the many problems which are looming up. Trade experience during the past seven days, however, was most unsatisfactory because conditions were aggravated by things that manufacturers say are so distracting; they welcome an end to them, even though cessation come about drastically through readjustment.

It is to the T. M. A., however, that attention is most directed, and of the coming convention.

Ben R. Lichty, of Otto Eisenlohr & Bros., Inc., said: "There no longer can be any doubt of the entire success of the big get-together meeting. Expectations were set rather high, but I am now satisfied that large and comprehensive as they were, all will not only be realized, but exceeded. I am sure that every promise held out by those who were zealots in the cause of the T. M. A. will be redeemed when the conference is held May 19 and 20."

It was not because of the falling off in orders placed by the local trade that the manufacturers complained during the week, but far more because of the much greater handicaps which the week brought with it, in securing distribution of products. The business of the local retailers quieted down, markedly. They are inclined to believe that the public is setting its face against high and increasing prices; that it is becoming conservative in its buying, believing that there must come a recession of prices. Manufacturers, however, are not inclined to believe that such decline will come at an early date. They point out that the cigar business is not like many others; that it uses raw materials necessarily six months or a year old, and that just as cigar prices were not advanced until long after other commodities increased in price, because manufacturers were using leaf contracted for before values soared, so now cigar prices cannot soon be lower for the reason that raw materials, purchased at the high rates, are being used, and furthermore, because there are other factors which they believe effectually will prevent an early decline. Disregarding the demands of labor for yet more pay with shorter working hours and very much decreased per capita production, the manufacturers point out that until Congress removes the $3 impost from Class B goods and the $6 tax from Class C, and until there is a decline in prices of cigar boxes and a relief from the overhead caused by delayed and high-priced transportation, there can be no decline in the cost to the consumer—unless, of course, there shall come a financial crisis. In a tour of the manufacturers there was almost unanimity of opinion that there are perils ahead. No one likes to talk panic; discussion of that subject only aggravates a situation. But, nevertheless, the manufacturers are unanimously of the opinion that conditions are fast becoming unbearable.

Strike of all teamsters May 1 was threatened. Actually, however, only those engaged in the lumber industry quit work. Others postponed their walkout until June 1. But the idleness of the lumber handlers made it impossible for cigar box manufacturers to keep up even "the hand to mouth" supplies which they have been furnishing during past weeks. In a fortunate few factories there are boxes on hand. One of the largest producers is shortly to place his goods on the market in tins, but his supply is not yet sufficient to meet the requirements of his trade nationwise, and until that time does come, announcement is withheld. In other factories cigars are still piling up because they cannot be boxed, the while distributors are clamorous to receive them.

Though Philadelphia would maintain its reputation as the City of Brotherly Love, there is a growing feeling that the advent here of manufacturers from outside the city has aggravated the labor situation. One of the most recent newcomers is reported to have offered hands $3 above the highest per thousand rate now being paid, determined to produce regardless of cost. That, of course, has tended to make further dissatisfaction among the ranks of labor, which, manufacturers say, is determined to get every dollar in sight regardless of the future.

The retirement from business of Hilbronner & Jacobs has brought some small measure of relief in the labor situation. The firm reports that at the time of retirement it employed 110 hands, and though this aggregate is exceeded by the additional requirements incident to recent new enterprises here—the Eisemann, Kicico, Kohlberg and Mendel—their availability eased the situation considerably. Practically the entire working force went over to the Bobrow factory, which had been short of hands, and, therefore, of course, was in the market for them. During the week the Hilbronner & Jacobs factory, Seventh above Chestnut street, was dismantled, but the firm will maintain headquarters to close up accounts until about July 1, when its lease expires. The building has been sold and a new tenant has taken a lease from July on.

The Kicico Co., latest of the manufacturing enterprises to come here because labor conditions, after all were better than in New England, was successful during the week in organizing a working force and production is now full.

W. H. Bailey & Co., jobbers, Second and Arch streets, featuring Manilas, have just taken over on a long term lease three additional floors of the building and are now engaged in renovations which will give the firm a capacity for storing 10,000,000 cigars. Large shipments arrived during the week and more are on their way. The firm hitherto has occupied the first floor and basement only; henceforth it will be in possession of the second, third and fourth floors. An elevator is being installed and a huge humidor has just been completed. The building has a width on Second street of 20 feet and a depth of about 85 feet, the two frontages on Arch street and Second street giving exceptionally good shipping and lighting facilities. Enlarged space for the store on the ground floor will be taken advantage of, and the newly acquired upper floors will be used for stock. During the week there came from Sidney J. Freeman & Sons, New York, some very large shipments of the Puntacima brand.

Secretary John R. Young, of the Philadelphia Leaf Tobacco Board of Trade, is taking an active part in cooperation with the Philadelphia Chamber of Commerce in an agitation for the establishment of a direct line of steamers between the ports of Philadelphia and Havana. He is sending out to all the large importers of leaf, a letter inviting

from them an expression of their views and of their willingness to co-operate in the movement. Though in the past shipments via New York have been satisfactory, recent freight congestion has caused such delays in securing Havana leaf that the need for a more direct route seems to have become imperative. It is thought that some arrangements may be made for a steamship line from Havana, with either a partial cargo of leaf, or that a direct import industry in connection with the recently advanced proposition to bring to this port direct importations of Manila goods via the Canal, may be developed, making Havana a port of call or of transshipment for Philadelphia-bound freight from the Philippines, supplemented by Cuba leaf shipments.

President John Loughran, of the Stratford Co., and factory superintendent, W. A. Hall, visited the local factory at the close of last week for a conference with Manager Daly. It had been his intention to meet the Stratford management at a week-end party on the Loughran farm, below Washington, but he was prevented from attending by the death of Mrs. George Vane, wife of the superintendent of the Stratford distribution department. Mr. Vane has been connected with the Startford company and its predecessors for more than 18 years. The company has started production of a new brand, the 13-47, named after the Loughran Company store, 1347 Pennsylvania avenue, Washington, D. C. The Stratford factory is oversold on all lines, but is exerting itself to catch up. By fortunate foresight Manager Daley has been able to have on hand an adequate supply of boxes for most of the sizes.

Representatives of the United Cigar Stores Co. have rented the entire building, 30 North 13th street, for a long term of years to Muldoon & Smythe. It is understood that the lease aggregates $60,000 for the term. These agents also have rented 10,000 square feet of floor space, comprising all the upper floors of the building at the southeast corner of Third and Market streets, of which the United company is about to occupy the store. The old stand of Yahn & McDonnell, 15th and Chestnut streets, vacated by it last week, is now in the hands of builders for reconstruction as a United branch. No developments were announced this week in the pending negotiations between the United and Leach & Co. for the taking over of its stores at 10th and Chestnut streets, and on Broad street, below Chestnut street. The renovated United store at the southeast corner of 10th and Market streets was opened during the week. The old stand of Thomas Martindale & Co., on the opposite or northeast corner of 10th and Market streets, just vacated by it, is in the hands of the builders. The new Martindale cigar stand is on 10th street, below Filbert street, a half block away.

The Stanley Drug Store has just opened an establishment with a cigar department at 224 Market street.

Ewald Grobert, formerly in the saloon business at 4th and Cherry streets, is developing a box trade.

O. L. Myers is on a southern trip for the Gumpert Co.

H. P. Farrand, lately manager of the wholesale department of Yahn & McDonnell, 13th and Sansom streets, but now representing the Planco line, with headquarters at the Reeves, Parvin & Co. warehouse, has succeeded in placing the line on all the stands near the old Yahn & McDonnell 15th and Chestnut streets store, and in many other places as well. The Corona in tins is reported as a very active seller. R. Donnelly, who covered the West Philadelphia, Chester and Wilmington districts for Yahn & McDonnell, is now also with the Reeves, Parvin organization.

W. L. Kirschner is leaving for an up-State trip with the Rameses line.

A motor truck owned by E. Wenderg, Wood Haven, N. J., and loaded with leaf tobacco en route to New York, was almost completely destroyed at Broad street and Hunting Park avenue, last week, by fire which originated when gasoline being supplied to the truck came into contact with the heated exhaust pipe. The loss is estimated at several thousand dollars.

Though he has crossed the Atlantic fifteen times, Sydney J. Burgoyne, a well-known business man just back from a seven weeks' trip to France and England, reports that he never saw so much cigarette smoking by women as during the last trip.

James J. Meade, well known in the trade, has opened a sweets shop at Broad and Moore streets.

The R. D. Wilson Co., dealers in smokers' supplies and novelties, will remove July 1 from 516 Market street to 609 Market street.

Twenty carloads of York County leaf, sent to this city by the Meads Tobacco Co., Red Lion, Pa., has been loaded aboard steamer for export.

Reuben Schreibman, 60th street, near Callowhill street, was held in $600 bail by Magistrate Mecleary in the Central Police Court, charged with the theft of cigars. Police testified that they found in a store conducted by Schreibman's wife, 2,350 cigars, part of some 10,000 stolen April 12 from a freight car at Belmont, Pa.

Isadore Finkelman, who operates a cut-price cigar store at 1023 Broadway, Camden, N. J., was held last week by U. S. Commissioner Joline in $2,500 cash bail on charges of making out a false income tax return and of attempting to bribe revenue agents. Deputy Revenue Collector J. F. Dean and Division Chief E. R. Smith, working under Chief Field Deputy Kelleher, made the formal complaint. He testified that Finkelman's bank deposits last year were $150,000, while his return to the Government set forth but $52,000, and that Finkelman gave the agents $175 to avoid prosecution. The money alleged to have passed was exhibited at the hearing. When the accused was remanded he almost collapsed, but accompanied by a deputy, he went to the bank, drew $2,500, and carried the money under his arm, wrapped up like a package of merchandise, until he deposited it with the commissioner as bail.

M. C. Behrings has been succeeded by M. Kelly as manager of the local branch of the General Cigar Co.

Leon Horwitz, well known through association with the American Tobacco Co., and also with the Ruyera Lopez line, has purchased a retail stand at the northwest corner of 6th and Sansom streets.

Nathan Wallack, formerly with the Halpern Co., is manager of the Post Cigar Co store at 6th and Market streets.

W. L. Duncan, formerly associated with Al Terry, as Terry & Duncan, 10th and Chestnut streets, the store now occupied by Leach & Co., has been very successful in opening accounts for El Dallo line, with which he recently associated himself. His old partner, Mr. Terry, is reported to be very seriously ill.

The La Espancia line, represented by J. W. Ruderfer, proposes shortly to open a branch house in Chicago.

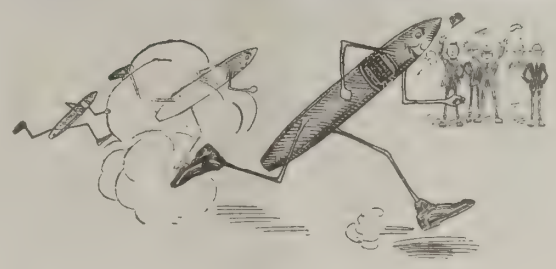
Louis G. Zifferblatt has established himself in the manufacturing business at 4th and Race streets.

The Outlook at Douglas

At Douglas, Ga., stockholders of the Douglas Tobacco Stemmery Co. met recently for the purpose of accepting the company's charter and perfecting an organization. T. S. Price, M. D. Dickerson, J. J. Willingham, J. C. Brewer and E. L. Vickers were elected directors. M. D. Dickerson was elected president and J. J. Willingham, secretary and treasurer. The capital stock of the corporation was increased to $40,000.

The large brick building for the re-drying and stemming plant is practically complete, the structure being erected by a special committee appointed by the organizers of the company, and machinery will be installed in a few weeks so as to have the re-drying and stemming plant ready as soon as the new crop begins coming to market.

The tobacco growers in the vicinity of Douglas have been very busy, which work was setting out their tobacco plants, and somewhat delayed on account of the excessive rains, but indications now are that a very large crop of a fine grade will be raised in Coffee county and marketed in Douglas.



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PRINCE HAMLET

2 for 25c. — 15c. — 25c.

Also 10c. and 11c. sizes

The Well-balanced, Satisfying Smoke

He's always in training for a "race." Our advertising will keep your sales in athletic trim. Stock up on Prince Hamlet.

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

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New York, 119 Lafayette St., Phone 3166 Franklin

E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City

Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE

For

MAKING LONG FILLER BUNCHES

With

UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

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131 Washington St. Providence, R. I.

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO FLOR DE NARVEZ VICLO TRADE MARK WALLS COURT EL LESSERO CALATRAVA

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IF IT'S TOBACCO

WE HAVE IT

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I. H. WEAVER

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Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

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Connecticut and Pennsylvania Leaf Tobacco

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Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

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Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

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BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

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RICH IN SMOKING VALUE

Many Shapes Many Sizes

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119-21 So. 11th St., PHILADELPHIA, PA.

Letting Out "Inside Facts" at Lancaster

Buying Further Stimulated by the Fear That Late Planting, Caused by a Continuance of Cool Weather, May Cause the 1920 Crop to Be Caught by Early Frosts Before the Tobacco Harvest Occurs—A. G. Hostetter of Millersburg Gets the Highest Price Ever Paid for Pennsylvania Broadleaf in the Bundle Since 1881—Market Notes and Quotes.

LANCASTER, Pa., May 8.—The unprecedented demand for 1919 Pennsylvania tobacco is accounted for, mainly, because of the quality and availability of the crop. Undeniably, though, just now, speed in purchasing is stimulated by fear that the crop won't be so big and good this year. The unseasonably cool weather that has prevailed for weeks has retarded the growth of tobacco plants in the seed beds. Fact is, if the tender young plants had not been protected, the cold would have killed many of them. Such a spell of continuing cool weather, at this time of year, never was known before, at least not since white men began to grow tobacco in Pennsylvania. The planting season, at best now, will be unduly late, and the peril of early frosts occurring before the tobacco is ready for harvest, must be taken into consideration. However the farmers may feel, tobacco packers and buyers for big cigar manufacturers are not overlooking possibilities of the Fall of 1920. They know the 1919 tobacco is exceptionally good. And the quickest step towards future protection, for those who can anticipate their needs, is to buy desirable tobacco while it is obtainable.

Hence, it happens that old tobaccos are practically all absorbed. But very little 1919 now can be found in packers' hands; 1919 is in big demand. But offerings are limited, as most packers must sell "guaranteed sound at sampling time in September."

The present shortage, with no absolute assurance of replenishing their holdings, makes them say, "If we have to gamble on our tobacco being sound in September, and the shortage of tobacco, we will take a chance on the tobacco and hold it ourselves, figuring that prices must be higher in the fall, under existing conditions."

The stand the packers take is deemed safe and it will be a hard job to buy 1919 tobacco from now on, except at a very high price.

The banner sale, so far as price was concerned, was consummated last week, when A. G. Hostetter, a grower at Millersville, sold his 1919 tobacco in the bundle unpacked at 35 cents per pound to J. C. Winters & Co., cigar manufacturers of Red Lion, Pa.

This is the highest price obtained for green uncured Pennsylvania broad leaf since 1881.

Yet the buyers said that never before had they bought a lot of tobacco with which they were more pleased.

Despite the eagerness with which higher grades are bought and notwithstanding the high prices cigar manufacturers will pay for the leaf they desire, the market is glutted with 1919 fillers. Some fillers may rot in the bundle, unhandled, for want of purchasers.

Cigar manufacturers, all over the country, are making high grade goods. And, for that reason, they cannot use anything but the fancy B tobaccos. That's what makes the fillers so undesirable. Tobacco manufacturers who formerly bought this grade of fillers for cutting purposes have bought about 40 per cent of the crop this year in addition to hail-cut and rust crops, which gives them about 75 per cent of wrapper tobacco. Thus they have no use for the filler grades formerly bought by them. There is absolutely no demand for low grade goods. Export business is nil, so fillers have no outlet in that direction. York county manufacturers who formerly made cigars from $10 to $16 per thousand are now making goods selling from $43 to $70 per thousand, and they are rushed with orders. The writer's firm belief is that cheap cigars "have gone by the board," never to come back again into general use. Most smokers are earning good wages; they can purchase and do buy largely of the best the market affords.

Cigar boxes are still in big demand, but there is a notable scarcity of lumber from which to manufacture them. Boxes have advanced 5 cents during the past month. With everything else advancing on the cigar manufacturer, he is unable to determine the staple cost of his production. I hear rumblings of labor troubles in this section, despite the fact that cigarmakers are earning more than double of what they received for their labor four years ago.

One big cigar manufacturer from Philadelphia informed the writer that cigarmakers are asking him for a flat wage of $8 a day, thus to eliminate the "piece work" always prevalent in the trade. Unreasonable demands such as these are what the manufacturer has to contend with, and he never knows what's coming next.

Sol. Friedman, representing Fraleigh, Hardee Co., of Madison, Fla., is here visiting the trade. He claims that his firm packs only what they grow and his slogan is "Grower to consumer." He is for eliminating the middleman's profit. Sol. has been successful in placing a large lot of 1919 Florida and he is well pleased with his business here.

He informed the writer that the seed beds in his section are two to three weeks behind time; on account of cool weather down there the Florida crop will be late.

He said that people from the North are down there offering the farmers $1 to $1.50 a pound even before the tobacco is transplanted. There will be a big shortage of wrapper tobaccos this Fall, as well as binder goods, and far-seeing manufacturers are stocking up, in anticipation.

Ben Schwartz, the Ephrata packer, disposed of 50 cases of 1919 Pennsylvania binders this week to a York County manufacturer.

Henry Rindskopf, a local jobber, reports that he sold 500 cases of 1917 Pennsylvania to a New York concern, but refused to divulge the price or tell the name of the buyer.

Louis Sutter, of L. P. Sutter & Bros., of New York and Chicago, is here looking for 1919 Pennsylvania. He is accompanied by his nephew, Milton Sutter.

Simon Saks, the New York exporter, is here looking after shipments from his stripping plant in this city.

Mr. Ross, of Germantown, O., general superintendent for Fendrich Cigar Co., Evansville, Ind., is here looking after the sampling of their 1919 packing.

Manufacturers are all busy. They say, "If you know of any cigarmakers send them along; we need them more than we need tobacco or customers."

Dickie.

Big Day's Work at Red Lion

As described by the *Gazette* of York, Pa., "the biggest delivery of tobacco ever recorded at Red Lion, Pa., took place, Tuesday a week ago, at the warehouse of the Meads Tobacco Co. As early as 3 o'clock in the morning teams were linked up to unload and a stream of teams kept moving through the town during the day, it being 10 o'clock at night when the last wagon was unloaded.

"There were in all 392 teams, and 47 trucks, which would have made a line

(*Continued on page* 37)

LUCKY STRIKE CIGARETTE

IT'S like this. Flavor is the thing that makes your cigarette enjoyable.

All right, then: Lucky Strike is the cigarette that gives you flavor. Because it's toasted.

Toasting! Flavor! Think of the appetizing flavor of a slice of fresh buttered toast.

And—it's wonderful how toasting improves Burley tobacco.

Isn't that all plain common sense? Of course. Get the Lucky Strike cigarette for flavor. It's toasted.

? Are you a pipe smoker? Then try Lucky Strike tobacco—it's toasted.

© Guaranteed by

The American Tobacco Co.

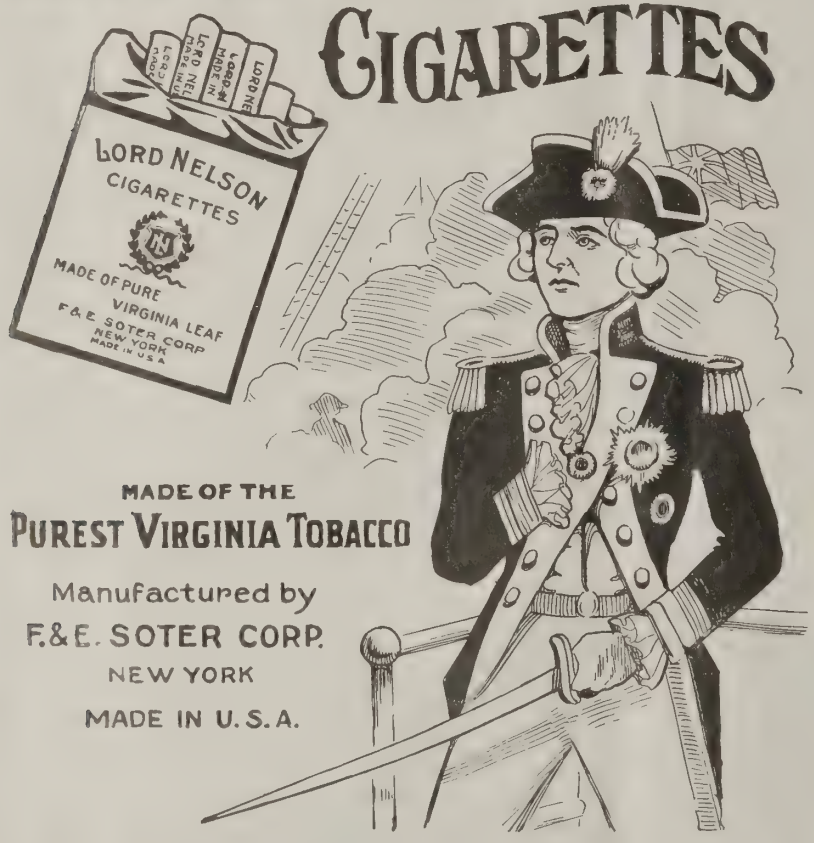
INCORPORATED

—which means that if you don't like LUCKY STRIKE Cigarettes you can get your money back from the dealer.

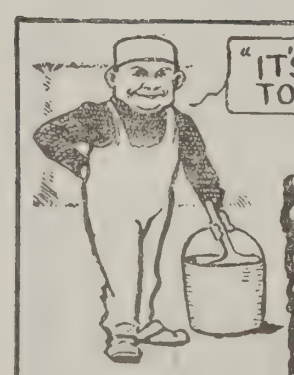
A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

SMOKE
LORD NELSON
CIGARETTES



MADE OF THE
PUREST VIRGINIA TOBACCO
Manufactured by
F.&E. SOTER CORP.
NEW YORK
MADE IN U.S.A.



"The Whole Structure Is a Humidor"

New Building of the Armstrong Tobacco Co. at Providence, R. I., Is Specially Constructed to Insure the Delivery of Cigars, Cigarettes and Tobacco in Perfect Condition.

"Keeping the supply fit for tobacco users," is the slogan of the Armstrong Tobacco Co., of Providence, R. I., all the time, and no item of care is neglected or expense spared in making sure that proper storage will assure the smoker that his favorite brand will reach him in perfect condition.

This idea has been the guiding spirit in the erection of every part of the new building which now houses the Armstrong Tobacco Co.

This company was doing business on Washington street, last week. They are open and ready for business in their new home, bounded by Callender, Sabin and Beverly streets.

R. L. Armstrong knew what he wanted built, and how, and David J. Barry knew how to build to meet the need and did.

Brick and cement have been used in making a substantial and commodious building on half of the block, one story in height, with one entrance on the corner of Callender and Sabin streets.

The plan is aimed at the handling of tons upon tons of tobacco in its four best-known forms with neatness and dispatch, extreme care being taken at all times that proper ventilation and humidity shall surround the tobacco at all times. Light and air are ever present in abundance. The workmen have pleasant surroundings. Every detail makes for efficiency.

The customer enters from the street immediately upon the business office, where his order or business of whatever nature is promptly met with the proper official.

In the centre of the building is a spacious balcony, which holds the salesmen's assembly room, Mr. Armstrong's office and double bins for storing the wares. Intersections provide for a candy department. Windows, wall spaces and floor provide for a continuous circulation of fresh air.

Stairs lead from the upper rooms to the business, storage and shipping sections in three directions by easy descent. Every part is easily accessible from every other part of the structure.

The shipping room space is lighted by ample skylights and windows set high. Racks for the baskets are hung above the packing benches and these benches are placed within reach of the bins in which the wares are packed.

The construction of the bins alone is an advanced step in tobacco care. Built in tiers of three compartments high, they are spaced for the circulation of the greatest possible amount of fresh air at all times.

In the whole building, in fact, there is not one corner where an air pocket can form and become stagnant.

Beyond the main floor offices a humidifying room has been built with the same idea of air circulation, with the latest kind of spray apparatus and with shelves and racks built of kiln-dried Carolina pine. This humidor will hold a half-million cigars.

The basement contains space for 40,000,000 cigarettes and is a natural humidor in itself because of its proper ventilation. It is separated into fire rooms and a fireproof vault for the millions of matches. Shipments reach the basement by a chute and are carried to the shipping room above by an elevator.

The delivery trucks drive in from Sabin street into a loading room, which is situated within a very few feet of the benches.

Every item in the erection of this house has been carefully considered in its relation to light and air, and plenty of both.

NATIONAL TRADE ORGANIZATIONS

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. — TMA

OFFICERS AND EXECUTIVE COMMITTEE.
CHARLES J. EISENLOHR, President.

EDWARD WISE, Chairman Exec. Com.
GEORGE W. HILL, Vice-President.
GEORGE H. HUMMEL, Vice-President.
JESSE A. BLOCH, Vice-President.
JACOB WERTHEIM, Ex-President.
JOSEPH F. CULLMAN, Jr., Vice-President.
LEON SCHINASI, Vice-President.
ASA LEMLEIN, Treasurer.
CHARLES DUSHKIND, Sec. and Counsel, 5 Beekman St., New York.

CONVENTION, WASHINGTON, D. C., HOTEL WILLARD, MAY 19-20.

NATIONAL CIGAR LEAF TOBACCO ASSOCIATION.
I. H. WEAVER, Lancaster, Pa., President.
GEO. W. BERGER, Cincinnati, Vice-President.
JEROME WALLER, New York, Treasurer.
MILTON H. RANCK, Lancaster, Pa., Secretary.

ANNUAL CONVENTION, HOTEL MIAMI, DAYTON, OHIO, MAY 24-25.

TOBACCO ASSOCIATION OF THE UNITED STATES.
T. M. CARRINGTON, Richmond, Va., President.
H. E. SPELLMAN, Huntington, W. Va., 1 V.-P.
W. T. CLARK, Wilson, N. C., 2d Vice-President.
W. T. REED, Richmond, Va., 3d Vice-President.
G. E. WEBB, Winston-Salem, N. C., Sec.-Treas.

ANNUAL CONVENTION, ATLANTIC CITY, ST. CHARLES HOTEL, JUNE 17-18.

TOBACCO SALESMEN'S ASSOCIATION OF AMERICA.
HERMAN GOLDWATER, President.
WILLIAM M. SAM, 1st Vice-President.
ALBERT FREEMAN, 2nd Vice-President.
JOSEPH FREEMAN, Treasurer.
JOS. D. GANS, Recording Secretary.
LEO REIDERS, 200 West 118th St., New York City, Financial Secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th St., New York.

TOBACCO SALESMEN'S ASSOCIATION OF AMERICA (BOSTON BRANCH).
WM. F. O'BRIEN, Pres.
FRANK E. KELLEY, Treasurer.
I. A. DOUCET, Secretary, 586 E. 6th St., South Boston, Mass.

CONNECTICUT LEAF TOBACCO ASSOCIATION.
F. B. GRIFFIN, Hartford, President.
A. A. OLDS, Hartford, Treasurer.
J. J. CONNOR, Hartford, Secretary.

NEW ENGLAND TOBACCO GROWERS' ASSOCIATION.
JOHN B. STEWART, Pres.
F. L. WHITMORE, Sunderland, Mass., V.-Pres.
W. K. ACKLEY, East Hartford, Ct., Secretary.
H. W. CASE, Tariffville, Ct., Treasurer.

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA.
FRED. HIRSCHHORN, New York, President.
CHARLES J. EISENLOHR, Philadelphia, Vice-President.
J. B. WERTHEIM, New York, Treasurer.
S. K. LICHTENSTEIN, 40 Exchange Pl., New York, Secretary.

INDEPENDENT TOBACCO MANUFACTURERS' ASSOCIATION.
J. A. BLOCH, Wheeling, W. Va., President.
W. F. AXTON, Louisville, Ky., Vice-President.
RAWLINS D. BEST, Covington, Ky., Secretary-Treasurer.

NEW YORK TRADE ORGANIZATIONS

CIGAR MANUFACTURERS' BOARD OF TRADE, INC.
ARTHUR WERNER, Secretary. Office, 51 Chambers St., N. Y.

GREATER NEW YORK CIGAR MANUFACTURERS' ASSOCIATION.
MAX MILLER, Secretary and Attorney, 135 Broadway, New York.

INDEPENDENT RETAIL TOBACCONISTS' ASSOCIATION.
Louis Fresco ..... President
Joseph Winnick, 909 Jackson Ave., Bronx, N. Y. ..... Secretary
Meeting 2d and 4th Thursday of each month at Terrace Garden, 145 East 58th St., New York.

DON'T HIDE YOUR WEEK-END TINS

IT amounts to *Buried Treasure* when you dealers don't display your Week-End Tins of Natural Cigarettes.

You'd be surprised at the brisk sales that attend a conspicuous showing of these handsome tins---tins that sell at a handsome profit to you. Why bury them in the case or on the shelves, when they'll sell themselves in great shape if you'll only set them out where people can see them?

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE

Schinasi Brothers, Inc., 1790 Broadway, New York City

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 **Original Factory No. 1**

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St., New York City

Just Shoving Things Right Along in Chicago

If Dealers Happen to Be Temporarily Short of This or That Particular Brand They Push Sales of Something Else and Business "Keeps Up Fine"—More and More Retailers Are Realizing the Pulling Power of Good Window Displays—From the Loop to the Stockyards, "The Man Who Makes the Showing" Gets the Trade—Salesmen "On the Jump."

CHICAGO, May 7.—In the cigar trade, here today, nearly every one is "too busy to complain." Regarding shortages of goods caused by the Tampa strike, railway delays and other things, there could be quite a bit of kicking. But, "what's the use?" He wins most who does business always as best he can.

The new policy of the Best & Russell branch of the General Cigar Co., Inc., is to give prominent display only to the products of the General Cigar Co. In the Best & Russell stores all cigar cutters have been removed from the counters, likewise. The penny match machines are gone. Little Bobbies, packed in tin boxes of 10 and 10 boxes to the carton, are on sale, the price being 75 cents the box.

H. M. Schmerhorn, Inc., is now located in its new quarters at Wabash and Adams streets. The new offices and wholesale department are up to date in every respect.

Robert Burns, laddies size, that retail 10 for 35 cents, are indeed very scarce. Practically every retailer is out of them.

"Workers sniff at low wages," say the labor agencies in the city. "There are plenty of laborers to be had, but most of the fellows won't work for what they are offered."

Jerry Clancy says: "The fellow who stands on one leg doesn't get anywhere. Standing on one leg is not progressive. In this age you must step out." Jerry sure has them stepping at Henry Ackerburg's smoke shop.

A new two for 25 cent size of the Robert Bacon cigar will be placed. It will be done up in foil, 2 in the package.

For several days local jobbers were out of Chesterfield cigarettes. This brand is selling big here.

Max Bergman, at Montrose and Broadway, has in his window displays several sizes of Escomado clear Havana cigars.

A clever window display of Fatima cigarettes appears in the United Cigar store window at Wilson and Broadway.

Thos. Diffley Curran is featuring La Teresa, 15 cent Luxur size, in foil. They are made by Kraus & Co. of Baltimore. Curran will shortly receive his opening order of Romeo-Garcia mild Havana's packed in tins. And he will make a big drive on Romeo-Garcias at his store, 1124 Bryn Mawr avenue.

Another chain store concern that will feature the new tin packings of Romeo-Garcia is Neubauer & Weber.

S. O. Deutsch & Co., at Congress and Wabash avenues, display the well-known Garcia and Vega brand of clear Havanas.

Alex. Weiss & Co., who have two of the largest restaurants in the loop, are selling a great many Lucius cigars. Lucius is one of the best selling clear Havana brands in Chicago today.

Neubauer & Weber have redecorated the fronts of all their five stores. The new coloring is a rich green; they decided to get away from the "red front" used by the United and other stores.

The Wilson Pharmacy at Roscoe and Broadway is featuring the Sanchez & Haya brand in a very nifty window display.

Some handsome glass and electric signs are up on the front of the new store, No. 5, opened last week by Neubauer & Weber at Chicago avenue and Clark street. Corina, Perfecto Garcia, Henry the Fourth are shown in classy green and gold colorings.

Chicago is fast becoming the world's greatest printing center. Nothing can stop it. *Hearst's, Good Housekeeping,* and *Cosmopolitan* are printed here. The *Review of Reviews* and *Physical Culture,* formerly printed in the East are now published in Chicago. Savings in postage and advantages in quick distribution are not the only reasons which induced the above magazines and are influencing others to seriously consider a location in Chicago. Another consideration of great weight is the fact that printing and mailing in Chicago gives the publication a full additional week to accept advertising. If published in New York or other Eastern cities, a magazine must be shipped a full 12 days before the date of the news stand release in Chicago. When printed in Chicago the magazines can leave the plant two days before the date of release and be on time anywhere within the Chicago zone.

Rey Oma cigars packed in decorated tin cans are shown by many dealers. Rey Oma is given a fine distribution by Wm. A. Vorhauer & Co.

Gus Jacoby is now known as the "Jonathan Kid." Gus sure has made a winner in the loop of the Jonathan brand for Ryan & Raphael Cigar Co. "It sells every place."

Franklin MacVeagh & Co.'s cigar department is featuring Cressida made in Key West by the E. H. Gato Cigar Co. The sizes carried and prices quoted the dealers are as follows: B. Panatela, $110; Carlota, $125; Corona Chica and Perfecto, $132; Country Club, $150; Finny, $175; Cuban Perfecto, $185; Queens, $200; Escepcionales, $200; Corona De Luxe, $250 and Libertadores, $300. Two new sizes, Squares and Neutrals will arrive shortly from the factory.

The Prairie Cigar Co., 51st and Prairie avenue, feature Lozano, Charles the Great, Reyes de Espana, Romeo-Garcia, Jonathan and General Forbes.

Louis Obendorf is seen around the "high spots" booking orders for his leading seller, El Roi Tan.

Corina is very popular and high class dealers show several sizes in their cases.

Rothschild's offered Egyptian Straight cigarettes at 12 cents or 240 for $2.79.

Wengler & Mandell at Madison and Dearborn, feature in their display windows English oval cigarettes, Romeo-Garcia Club Life's 10 for 35 cents and Tom Palmer, clear Havana cigars in many sizes.

The Schmerhorn Inc. stores show in their cigar cases, Medalist, made by E. A. Kline & Co.

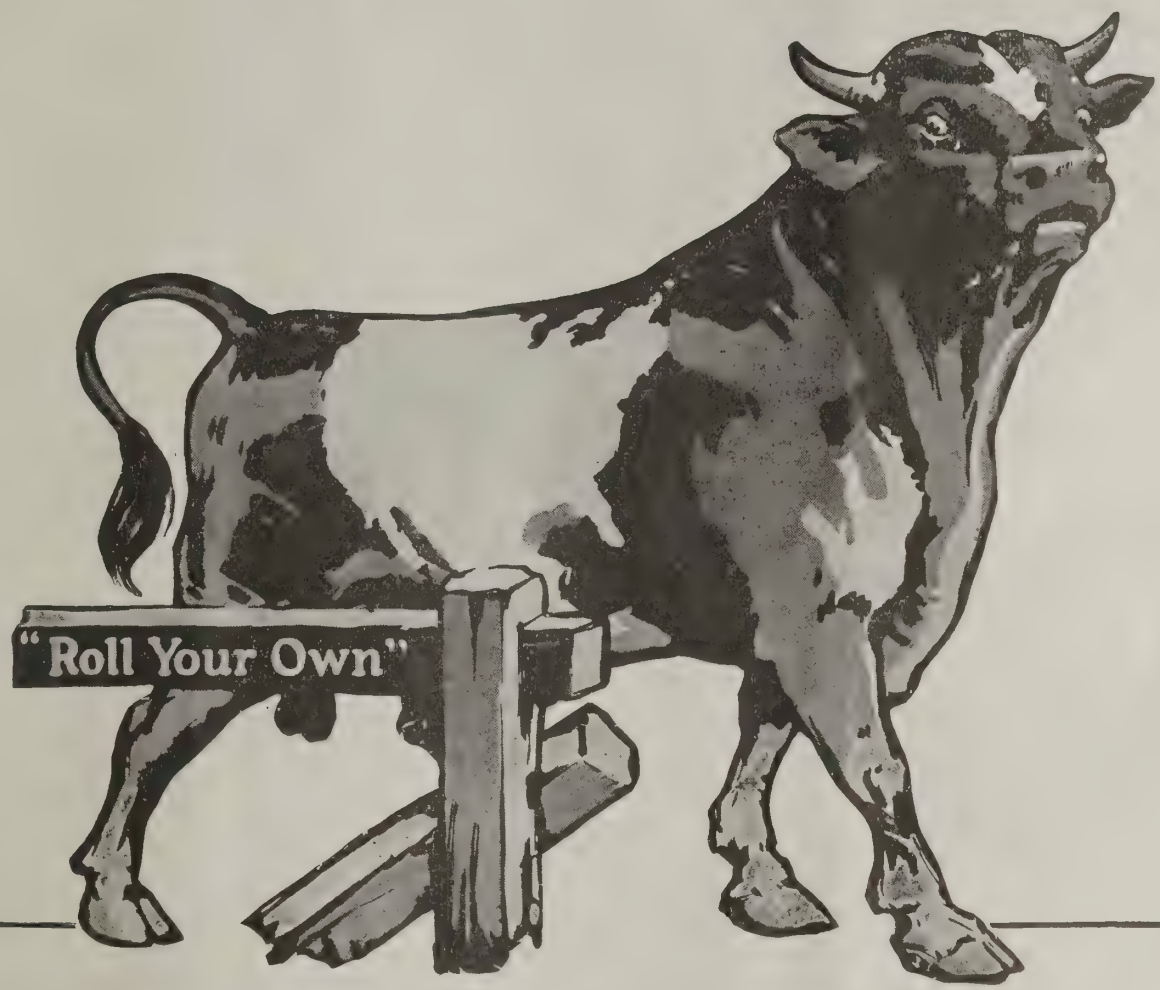
A new 10 cent package of Tootsie Rolls made by the Sweets Co. of America has been placed with many cigar stores.

Some very large painted Chesterfield bill-board signs are seen in different sections of the city.

Henry Weaver cigars, made by Heineman Bros. of Baltimore for Albert Breitung are out in a brand new and very attractive label. They are packed in cans of 25 and wood boxes of 50 and retail 8 cents, 2 for 15.

When it comes to handling a line of brands, Fred Oakes in the Ashland Block, "has them all beat." In his cases can be seen Perfecto Garcia, Cressida, Gato, American Maid, La Mutua, Robert Burns, Tom Moore, San Martin & Leon, Natural Bloom, Corina, Carmona, Centrosa, M. Bustillo, Aurelia, Lucius, Hoyo de Cuba, Kelly Bouquet, Shrine, Garcia Grande, Sir Rahmas, Josa Vila, Ignacia Haya, Champ Clark, El Roi Tan, La Armida, Pastoria Della Casa, Cyro, Tampa Sweethearts, Paramount, Gato Keywesters, Reyes de Espana, Henry the Fourth, Lozano, Armas de Casa, Cortez, Charles the Great, Cuesta Rey, Dutch Masters, La Azora, General Shields, El Contesto, Francisco de Bauces and a large line of 7 and 8 cent sellers.

(*Continued on page* 38)



HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

TOBACCO

10c

Guaranteed by
The American Tobacco Co.
INCORPORATED

You pipe smokers, mix a little "BULL" DURHAM with your favorite tobacco. It's like sugar in your coffee.

FROM THE FIRING LINE

Personal and Trade Jottings

Detroit jobbers are shortening credit extensions to retailers.

—

Benjamin Gill, president of Stein Bros., jobbers in Milwaukee, is paying New York a visit.

—

Harry E. Heffelfinger has opened a new cigar store at 45 North Ninth Street, Reading, Pa.

—

Samuel Adler, representing E. Popper & Co., sent some good orders from Pittsburgh this week.

—

Gus Falk has bought the cigar and confectionery store of Axel Lyons at Two Harbors, Minn.

—

Ray S. Clark, general representative of Wm. Quanjer, Inc., is at the New York headquarters this week.

—

M. Rapport is now on the sales force of the Godiaz, Annis & Co., pushing the sale of Don Julian Kits.

—

Walter C. Van Kamp, manager of The Auburn Tobacco Co., of Auburn, N. Y., is in New York.

—

A. Lieschusky's cigar store at 622 First street, Portland, Ore., suffered a $1,000 loss by fire recently.

—

A. L. Rau, president of The Crescent Cigar & Tobacco Co. of New Orleans is in New York on a buying trip.

—

The Clermont Loose Leaf Tobacco Co. at Batavia, O., has increased its capital from $10,000 to $30,000.

—

Jesse D. Newman of the jobbing firm of Louis S. Cohen Co., at Butte and Billings, Mont., is visiting New York.

—

Justin Seubert, Inc., cigar manufacturer at Syracuse, N. Y., has increased its capital from $250,000 to $400,000.

—

H. Dickenson, manager of the G. O. Tuck & Co.'s branch at Louisville, is in New York this week on a business trip.

—

Little Bobbies, packed in tin boxes of 10 and 10 boxes to the carton, are on sale, the price being 75 cents the box.

—

George Beach, of Beach & Glynn, is making a tour of New England, booming Jos. Berran & Co.'s Millionaires cigars.

—

The Planters' National Bank, of Rocky Mount, N. C., has increased its capital stock from $100,000 to $300,000.

—

J. C. Howard, upstate salesman for G. W. Faber, Inc., is now booking orders in the mountain Summer resort section.

—

Frank Harwood, advertising director for The General Cigar Co., has just returned from a short trip to the Middle West.

—

Robert Burns, laddies size, that retail 10 for 35 cents, are indeed very scarce. Practically every retailer is out of them.

—

Nathan Garten, the Lafayette street, New York, jobber, has taken on the Garcia & Vega La Sirena line in several sizes.

Joe Gans, of Gans Bros., is in Atlantic City, on a two weeks' selling campaign, pushing La Muna and William the Fourth.

—

The Robersonville Redrying Tobacco Co., capital stock $100,000., has been chartered and organized at Robersonville, N. C.

—

W. H. Getzelman, manager of the Breitung chain of cigar stores in Chicago, is in New York, stopping at the Hotel Astor.

—

Ralph Tiffany, a Syracuse, N. Y., jobber, who features brands of the General Cigar Co., is in New York on a business trip.

—

N. Barbatis, president of The Monongahela Valley Supply Co., jobbers at Monessen, Pa., was in New York on business last week.

—

Wm. Quanjer, of Wm. Quanjer, Inc., is combining business with pleasure, taking an automobile trip through Pennsylvania this week.

—

Wm. Sam, representing the General Cigar Co., is meeting with special success in New York, placing four new sizes of La Diligencia.

—

Myron Harrison, manufacturer of the Croix de Guerre, is back in New York from a two months' rest in Florida. He is calling on his city trade.

—

E. P. Cordero, of E. P. Cordero & Co., New York, returned, Monday, from a month's visit to California. He reports that his trip was highly successful.

—

Benjamin Menendez of Menendez & Co., of Havana, is in New York this week. He will return to Cuba via Key West, where he will tarry for a few days.

—

Joseph Weintraub has opened an office at No. 96 Water street, New York, to enable him to extend his cigar jobbing business. He features Porto Rican cigars.

—

The Springfield Tobacco Supply Co., with a capital of $25,000 has been incorporated at Springfield, Mo., by O. L. Robinette, L. T. Reise and J. F. Ellis.

—

The Wharton Cigar Co., capitalized at $5,000 has been incorporated at Wharton, O., by H. B. Kear, S. G. Kear, Peter Kauble, M. Wickiser and D. F. Young.

—

The president has approved the Act providing for deportation of certain undesirable aliens and to prevent their ever coming again to this country.

—

A Scranton, Pa., cigar dealer displays in his store a sign, reading as follows: "Don't blame me for high prices. I don't make them. I pay them—just like you do."

—

H. M. Schmerhorn, Inc., is now located in its new quarters at Wabash and Adams streets. The new offices and wholesale department are up-to-date in every respect.

—

Headed by E. K. Bryan and E. C. Hines, a group of business men at Wilmington, N. C., have incorporated the Atlantic Tobacco Co., with a capital of $500,000.

—

S. Sladkus & Son, cigar box manufacturers at 272 Madison street, New York, are persuaded that conditions in the box business will show some improvement before long.

Henry Reisenberg, of the sales force of E. Popper & Co., who was in the hospital recently, having an operation performed, has recovered and is able to attend to business again.

—

A. C. Mower, advertising director and an official of the cigarette department of The American Tobacco Co., has just returned to headquarters after a trip as far west as Honolulu.

—

President Mace of the International Planters Corporation is expected to return from Europe during the month of June. He has been abroad in the interests of the company for several months.

—

A big fertilizer plant of the American Agricultural Chemical Co., at Henderson, N. C., was destroyed by fire, Sunday night. The loss, estimated at $500,000, is partly covered by insurance.

—

The Sebago Cigar Co. has been incorporated with a capital stock of $25,000. The officers and directors are: Joseph C. McGrath, Leon A. M. Brann and Cecil E. Stilphen of Portland, Me.

—

At the Methodist conference at Des Moines, Iowa, on May 8, the use of cigarettes was condemned, and approval was given to teaching in public schools the alleged effect of cigarette smoking.

—

The Department of Commerce announced the appointment of W. S. MacElwee as director of the Bureau of Foreign and Domestic Commerce to succeed Philip B. Kennedy, resigned.

—

To engage in the cigar and confectionery business the Exclusive Sales Co. with a capital of $50,000 has been incorporated at Louisville by Dorris Earl Coates, Frank Peinz and Margaret Peinz.

—

Pedro Costa, Porto Rican leaf and cigar importer, has moved into much larger offices on the ground floor of the same building he has occupied for several years at No. 96 Water street, New York.

—

The entire force of cigarmakers employed by Lorenzo P. Lopez & Co., at 353 East 78th street, New York, went on strike last week, after asking for a big advance of wages and making other demands.

—

Max Levy, who retired from the cigar business some six months ago to try his hand at the jewelry business, has again returned to the cigar business. He is featuring the Rosa de Cuba for Park & Tilford.

—

Nathan Garten has purchased the Armas del Belmont label. This brand was extensively distributed by Acker, Merrall & Condit Co. for several years. Garten is having a special high-class cigar made under this label.

—

W. G. Dunnington, leading leaf operator at Farmville, Va., is in New York this week. Mr. Dunnington is the American buyer for the Italian Regie. Also he is connected with The Consolidated Trading Corporation.

—

T. C. Connor returned to New York yesterday from an extended Western business trip in the interest of E. P. Cordero & Co., New York. Mr. Connor started away on January 15 and has been actively on the wing ever since.

—

John Foege & Son, cigar manufacturers of Richmond, Va., was represented in New York this week by both members of the firm. They visited the Water street market. The firm makes the John, Jr., cigar, a brand very popular in the South.

Meyer Winkelstein, a leaf dealer of Syracuse, is in New York on a business trip.

—

Louis Kramer, leaf buyer for Bayuk Bros., of Philadelphia, is in the city.

—

William Yocum, of Yocum Bros., Reading, Pa., is in New York.

—

The steamer West Mingo, arriving at San Francisco May 11, brought 275 cases of cigars and 15 bales of tobacco from Manila.

—

Jos. Berran & Co., of New York, are packing the commander size of the Millionaire brand in cans of 25. "Millionaire cigars are acquiring additional popularity every day."

—

Dibrell Bros., Inc., a very prominent leaf tobacco concern at Danville, Va., has increased its capital from $1,000,000 to $1,600,000.

—

The Philippine Tobacco Co. at 253 Broadway, New York, has made arrangements for monthly shipments of Manila Scrap tobacco to arrive in this country regularly. This company are also supplying ten million Manila cigars to a western jobber.

—

M. W. McManis, of Bremerton, Wash., a past president of the Seattle Retail Cigar Dealers' Association, and one of its original members, is suffering from cancer of the tongue. He has gone to Baltimore for the purpose of having an operation performed.

—

George Schofield, heretofore connected with the office force of G. W. Taber, Inc., has become an outside salesman for the corporation, with Brooklyn and Long Island as his territory. Although only out a few days he has sent in a number of good orders.

—

Lucy Page Gaston of Chicago is in the Presidential race on a strictly anti-nicotine platform. She admits she is an arch enemy of the cigarette, and is quoted as saying that she would make Broadway a great smokeless thoroughfare in case of success at the polls.

—

The new policy of the Best & Russell branch of the General Cigar Co., Inc., is to give prominent display only to the products of the General Cigar Co. In the Best & Russell stores all cigar cutters have been removed from the counters, likewise the penny match machines are gone.

—

Robert Popper, of E. Popper & Co., is down in Delaware this week getting his share of orders for cigars. His house reports that business is good all along the line; a marked improvement having taken place since the railway strike, and the chaotic shipping conditions became less irksome.

The helical cigarette holder is the latest fad in London. Each helical cigarette holder is made of five feet of special glass tubing curved and spiralled so that it may be used and carried conveniently. The smoke from the cigarette drawn through five feet of coiled glass tube is said to be "delightfully cool."

—

Eric N. Young, who made many friends in the trade here, while he was a reporter for *Tobacco,* and who went from New York to England, to enlist in the British Navy, immediately after the outbreak of the war, was discharged, after four years "faithful service," and now is the editor of *Grocery,* a monthly trade paper published in London.

—

Sherman & Bryan, Inc., one of the largest, most progressive and careful advertising agencies in the country, says in *Printers' Ink*: "These are buoyant times and most of our clients are *oversold*. Yet many of them are advertising more aggresively than ever. The *good will* that these concerns are storing up by advertising *now* will be an anchor to windward when the word "oversold" is obsolete.

—

R. W. Hollingsworth, the owner of several important retail stands in New York City is increasing the size of his present humidor in the Woolworth building. The length will be 52 feet when the humidor is completed and probably it will be the largest humidor in a retail store in the country. The capacity of the humidor will be 1,000,000 cigars. He has just completed an arrangement to stock a complete line of Tuval clear Havanas, made by Marcelino Perez & Co.

—

Members of the Cigar Makers' Union in Evansville, Ind., Boonville, Mt. Vernon and Henderson, Ky., are on strike following the refusal of their demands for an increase in wages. The union workers are asking for an increase of $3 on the 1,000 cigars. The strike affects a large number of cigar makers. The workers in the large factories in Evansville are not union members, and these plants are not affected.

—

Probably officials of the American Sumatra Tobacco Co. will announce the plans for a new financing during the coming week. The purpose of it is principally to pay off the floating debt incurred in connection with recent acquisitions, and additional sales have been growing so rapidly that working capital can well stand an increase. It is reported that the company for the year ending on July 31 will show better than $20 a share for its $13,500,000 of common after taxes.

—

W. M. Berrien, who has been in charge of Philadelphia territory, succeeds Edward Duffy as sales manager for the M. A. Gunst branch of the General Cigar Co. in New York. Mr. Duffy goes to California to be associated with the upbuilding of the Carbona Co. Mr. Duffy was the recipient of two farewell dinners last week, one given by officers of the General Cigar Co. at the Beaux Arts restaurant, and the other at Peck & Zucca's by members of the sales force.

—

Harold Kelman, proprietor of a variety store in Providence, R. I., was arrested Monday a week ago, by the Federal authorities, charged with selling Jamaica ginger for beverage purposes. Kelman's arrest, the first of the kind in Rhode Island, will be pressed by prohibition enforcement officers as a test case in an effort to suppress the promiscuous sale of Jamaica ginger. Kelman was arraigned before United States Commissioner Matteson and held in $1,000 bail for trial after he had pleaded not guilty.

—

In the City Council at Louisville last week, was proposed a tobacco ordinance which provides for a tax of 50 cents on the stemming, rehandling or drying of each hogshead of tobacco under 750 pounds, and 75 cents on each hogshead of tobacco weighing more than that quantity. The measure also proposes a license on all warehouses, sales houses and storage places for tobacco. The ordinance, after being introduced, was referred to the Finance Committee. Efforts will be made to kill the measure.

—

Clarence Bendheim, one of the quartet of Metropolitan District Salesmen for Kohlberg & Co., 553 East 75th St., New York, is now calling on his customers in a new automobile. On the body of the vehicle, which is specially equipped for carrying packages for delivery, are attractive advertisements of two of the company's popular brands of cigars, José Grande and Aplomo. But Clarence is not in a class by himself in this respect, for Lloyd Kohlberg, who looks after the New Jersey territory, has a similar automobile.

—

Cigar makers employed in the factory of S. H. Furgatch & Co., at 1414 Avenue A, New York, have gone on strike. They dropped the work they had in hand at 2 p. m. Thursday, and announced that they were going to take a "vote." Incidentally, they promised to return strike or no strike, and work up the tobacco on the tables ready for rolling. They voted to strike, and at four o'clock gave the company one hour to increase the compensation. The demand could not be met. The strikers on Saturday made their demands more specific to the effect that the company should increase compensation to the extent of five dollars per thousand, and upwards, according to size. The company was then given 48 hours in which to meet the demands. Meanwhile a lot of valuable tobacco was left to spoil.

John Ruskin ⚜ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

Trade Notes from Near and Far

Upwards of 200,000 New Yorkers went to Coney Island, Sunday.

—

Denver will entertain the biennial convention of the Cigar Makers' International Union in 1922.

—

David S. Schaffer, a jobber at 3858 West Madison street, Chicago, is in New York on a business trip.

—

Stockholders of the A. T. Securities Corporation meet on June 3 to vote on the dissolution of the company.

—

Sending mail by freight is a device of the Post Office Department which is not being received with appreciation in Alaska.

—

The Atlantic Tobacco Co., with a capital of $25,000 has been incorporated by M. Polacek, L. W. Buck and W. Weiss of 41 Essex Street, New York.

—

W. W. Linn, who had to undergo a serious operation a short time ago, has fully recovered. Mr. Linn is a committeeman of The American Tobacco Co.

—

W. W. Moss, for several years a committeeman of The American Tobacco Co., with headquarters at Richmond, Va., will enter the jobbing business in that city about June 1.

—

John Mastriano, who for the past 20 years conducted a fruit, candy, grocery and cigar store at 218 Pratt street, Meriden, Conn., has moved to a new location at 262 Center street.

—

E. B. Ficklen, accompanied by his son James, arrived here on the S. S. *Carmania,* after spending several weeks in Europe. The E. B. Ficklen tobacco factory is at Greenville, N. C., and is one of the best equipped in the Old North State.

—

Akron, O., had a growth of 201.8 per cent in the last ten years, its present population being 208,435. Other cities more than doubling in the last decade are: Gary, Ind.; Cicero, Ill.; Warren, O.; Flint, Mich.; Knoxville, Tenn.; Winston-Salem, N. C., and Oak Park, Ill.

—

The Bernstein Co., with a capital of $50,000 has been incorporated in Hartford, Conn., and will engage in the cigar, confectionery and soft drink business. Charles Bernstein, Alex. J. Leventhal and Samuel M. Davidson are the incorporators of the company.

—

Stockholders of the American Tobacco Co., at a special meeting on Wednesday, a week ago, ratified the plan for the redemption of the outstanding $12,072,720 scrip and for the distribution of a 75 per cent dividend payable in Class B common stock on both classes of common stock outstanding.

—

To the rear of the present building of the Madoro Cigar Co., 12 South Barstow street, Eau Claire, Wis., a 60-foot addition of two stories is being built. Unprecedented demands for the company's brands have led to doubling the size of the work-rooms and to increasing the present force of 40 to 80 or more cigarmakers.

—

The Merchants' Association will continue its vigorous efforts to bring about an adequate appropriation for the Customs Service. It is convinced that only in this way can the service retain the seriously depleted staff which, because of a lack of personnel, is seriously handicapping importers and merchants throughout the country.

—

Although plans called for completion of the Van Slyke and Horton cigar factory on May 1, on Clinton avenue near Robin Street, Albany, June 1 will be the date set for the building to be ready for occupancy, according to W. G. Sheehan, in charge of the construction work. Most of the exterior of the building is finished, but interior work and installation of machinery remains to be completed.

—

Melkian Cigarettes, Inc., of New York and Trenton, is developing important trade rather rapidly. One "opening order" placed with a wholesale house in Baltimore last week, calls for two million cigarettes. H. Irving Stockwell, the hustling representative of the Melkian Co. reports brisk business. He notes also, in many places, a decided preference for cigarettes made of Virginia tobacco.

—

The Mexican tobacco crop harvested in April and May promises to be the largest produced during the past six or seven years, states Consul Chapman at Mazatlan. Tobacco growers have been induced by the high prices this year to increase their acreage and give more attention to the proper cultivation of the crop. Local cigar and cigarette factories have been utilizing almost the entire output.

—

Series "A" Dividend Certificates issued by

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 123. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

For Men Who Want Quality

ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Classified Advertisements

SUPERINTENDENT AND MANAGER OF UNUSUAL ABILITY, THOROUGHLY PRACTICAL IN ALL THE DETAILS OF MANUFACTURING, IS OPEN FOR POSITION IN NEW YORK OR PHILADELPHIA. ADDRESS "EASTERN," c/o TOBACCO, 10 EAST 39th ST., NEW YORK CITY.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TRAVELING SPECIALTY SALESMEN

TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

CHICAGO REPRESENTATIVE

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

CIGAR LABELS FOR SALE

CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR LEASE AT HARTFORD, CONN.

FOR LEASE—AT HARTFORD, CONNECTICUT. IN TOBACCO WAREHOUSE DISTRICT, 49 COMMERCE STREET; BUILDINGS ON PLOT 100 x 150. WILL REMODEL FOR TOBACCO BUSINESS. EDWIN BURDICK, 271 WEST 90TH STREET, NEW YORK.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE. "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

Tobacco Products Corporation on May 15, 1918, will become due and payable on May 15, 1920, with the last instalment of interest thereon. Upon presentation and surrender of such Dividend Certificates to the Bankers Trust Company, No. 16 Wall Street, New York City, on or after May 15, 1920, the principal sums due thereunder and interest due thereon to May 15, 1920, will be paid.

—

The W. C. T. U. at the closing session of the district convention held at Byron Center, Mich., recently decided that the organization will not enter the fight for a constitutional amendment placing tobacco on the blacklist with liquor. The women, however, will attempt an educational campaign against the use of tobacco and adopted resolutions asking the newspapers to omit the publication of cigarette advertisements.

—

The Traffic Bureau of The Merchants' Association of New York is in receipt of a notice from the Interstate Commerce Commission that the petition of the American Railway Express Company in the matter of proposed increase in the express rates is assigned for hearing before Commissioner Barclay at 10 a. m., on May 17, at 17 East Thirty-sixth Street, New York City, where interested parties will be afforded an opportunity to be heard with respect to the proposed increase of rates.

—

A number of St. Louis tobacco manufacturers have joined in a protest against passage of a bill now before Congress permitting sale of leaf tobacco direct to the consumer under a tax of 7 cents a pound. The present tax on the manufactured product is 18 cents a pound. An official of the Christian Peper Tobacco Co. explained that sale of loose leaf tobacco to the consumer is not now permitted and that if placed on sale it probably would reduce consumption of manufactured products. He asserted the bill also would reduce the revenue received by the government.

—

Trade Commissioner Elliot G. Mears reports that the most striking advance in the history of the American Merchant Marine as regards any foreign port is evidenced by the number of ships calling at Constantinople during the past year. A total of 57 vessels, two of them calling twice, practically all steamers, were registered during the year 1919. The record, moreover, is possibly not complete because the American port office and the American consulate general, whose records have been consulted, were not established at the beginning of the year. The latter office was not reopened until April, 1919.

—

An intensive publicity campaign for Lucky Strike tobacco is planned by leading jobbers of Boston for the week beginning May 10. Clarence D. Hunter of Joseph P. Manning Co. is directing the work. The principal firms co-operating with him are Rosenthal Bros. & Bendetson, Bieringer-Henauer Co. Louis Jeselhosn and Baker Bros. Stores in Boston all will make a leading display of Lucky Strike tobacco throughout the week and posters are to be displayed extensively in prominent places. An enlarged force of salesmen will follow up the campaign in Boston and vicinity.

—

The meeting of the Tobacco Salesmen's Association of America, held in New York, Thursday evening was largely attended and notably enthusiastic. Predictions were made that the Association, as a national organization would have a membership approximating 5,000, before the end of 1921. Representatives to serve on the committee for national organization were chosen as follows: Sidney J. Freeman, J. J. Ollendorf, Leo. Lehman, Herman Goldwater and W. H. Sam. The next branch associations to be organized probably will be at Portland, Me., Newark, N. J., Chicago and San Francisco.

—

The New York Store Fixtures Manufacturers Association declared a lockout Monday in the seventy-two shops in Greater New York operated by members of the association rather than submit to demands which are said to represent only a small, radical element of the employees. On Saturday the employees, whose wages it is said have been increased more than 100 per cent in the last year and over 60 per cent since last November, made another demand, that their wages be increased from $8 to $9.25 a day, and that the working week be fixed at forty hours instead of forty-four hours as at present. In addition, the manufacturers say the workers insisted on conditions which would virtually place the shops on a Soviet operation.

—

W. A. Colston, of Louisville, has taken office as director of the Bureau of Finance of the Interstate Commerce Commission. This bureau will have charge of administering the $300,000,000 improvement fund appropriated by Congress and after June 28 will, under the commission, have charge of regulation of security issues and capital expenditures of the carriers as provided in the new act. He has been general solicitor of the Louisville & Nashville and has been connected with that road for 30 years. He was for many years in the accounting department and then became commerce attorney, advancing eight years ago to the general solicitorship. Colston served in the Spanish war and in the late war went to France in command of an artillery regiment returning in command of the 63rd Field Artillery Brigade.

Around and About

Harry Mendelsohn of Mendelsohn & Levison of Havana, is in New York.

—

G. A. Clark, general manager of A. Frankau & Co., will arrive at the New York offices next week.

—

T. J. Singleton, a salesman for E. Kleiner & Co., New York, is visiting his Buffalo customers this week.

—

President Julius Lichtenstein of The American Sumatra Tobacco Co., sailed for Amsterdam, Saturday.

—

D. J. Keith, salesman for Kohlberg & Co., New York, is calling on his jobbing trade in Buffalo this week.

—

C. A. Speakman, secretary of The American Lithographic Co., has been elected a vice-president of the company.

—

E. J. Murray, representative of Adolph Frankau & Co., is in New England this week. He will go as far as Bangor, Me.

—

George Storm, chairman of The American Safety Razor Co., will leave for Europe on May 15, in the interests of the company.

—

Jacob Stuckel has moved the National Cigar Store from the corner of Pulaski and Chicago streets, to 560 Broadway, Lincoln, Ill.

—

Kohlberg & Co., 553 East 75th street, New York, are making a local city window-dressing campaign, advertising "Aplomo" and "José Grand" cigars.

Eric Herrick, son of one of the directors of A. Frankau & Co., who has been visiting the New York office for a few days, left this week for home via Canada.

—

Al Koshland, leaf buyer for Wertheimer Bros. of Baltimore, manufacturers of the famous El Dallo cigars is in New York. He will sail for Amsterdam on Saturday.

—

The convention of The National Cigar Leaf Tobacco Association will meet at The Hotel Miami, in Dayton, O., on May 24 and 25. Quite a large delegation will go from New York and New England.

—

Pablo Perez and Manual Suarez, Havana delegates to The Tobacco Merchants Association, will arrive in Washington Monday night. Tom Healy, of 175 Front street, New York, will meet them in Washington on Tuesday.

—

J. Andrew Stein, for many years representative of The Pera Cigarette Co., has gone into business on his own account. Besides The Pera Cigarette Co. he now represents The Mundler Corporation, selling a splendid line of humidors and smokers' stands. Also he is the representative of Gumpert Bros. of Philadlphia in Greater New York and New England. Likewise he has a high class line of ash trays. Stein has made an excellent reputation throughout the country. For many years he was with Philip Morris & Co., Ltd. Afterwards The Pera Cigarette Co. claimed his services. He has a legion of friends who are giving him plenty of support now he is in business for himself.

—

One would think that an experienced cigar salesman like Milton Glass would be perfectly safe traveling in the San Joaquin Valley with his trusty Dodge car. Yes, no one would ever accuse Brother Milton of any joy riding pranks—that is, not in these days of dryness—and yet that wide-awake and astute gentleman allowed a five-ton Pierce-Arrow truck to practically demolish his car while driving about three miles west of Kerman recently. The truck was driving with only one light on the right hand side, giving the appearance of a motorcycle. The big truck loomed up almost head on ten feet ahead. Milton threw the wheel over and escaped unhurt by losing the rear wheel and being left with a generally wrecked car. The insurance company settled promptly. Nothing daunted by his hairbreath escape, Milton appeared a week later in the Fresno Raisin Day parade as a lighthouse, his beaming countenance inside the lighthouse shedding a luster over the Chancellor and Watt advertisements.—*San Francisco Grocer.*

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

Big Day's Work at Red Lion

(*Continued from page 26*)

four miles in length. The amount of money paid out was over $70,000.

"The average price paid for seed leaf was 14.77 for wrappers, and 5.02 for fillers; for burley, 16 for wrappers and 6 for fillers. The farmers were well pleased with their deliveries and promised to have a larger acreage to deliver next season. The tobacco was in good condition. Approximately 450,000 pounds was received. The First National Bank kept its doors open until the last load of tobacco was unloaded, to pay the checks for the tobacco. Following is a list of the deliveries:

"Moses Emenheiser, 740 pounds; Moses Emenheiser, 136; Daniel Herrman, 2,442; Daniel Zeigler, 1,308; R. L. Loomis, 1,332; B. C. Baker, 3,975; John Frey, 1,825; L. F. McCoy, 1,486; Frank Echard, 728; George Seachman, 360; J. E. Mundis, 2,494; W. F. Overmiller, 1,368; Harry Leiphart, 4,421; W. H. Hively, 838; Levi Kaltreider, 1,212; W. M. Carman, 549; William Wise, 2,506; J. F. Snyder, 694; H. E. Gipe, 1,114; Lewis Elfner, 3,118; Gilbert Rehmeyer, 667; Gilbert Rehmeyer, 507; C. G. Grove, 1,173; Edwin C. Rehmeyer, 1,804; Bert B. Kyle, 3,520; Samuel Sprenkle, 947; Roy Koons, 2,663; H. E. Kohler, 825; H. B. Kohler, 1,016; Cornelius Strayer, 3,558; Ralph May, 3,295; James Ream, 1,485; C. D. Flinchbaugh, 1,806; John Ferree, 336; Elmer Gohn, C. E. Gable, 528; S. P. Oberdorff, 8,040; Charles Knisely, 1,583; Arthur Grim, 923; C. F. Uffelman, 1,469; W. M. Fischel, 513; Daniel Lloyd, 537; Daniel Lloyd. 634; Elmer Bortner, 572; J. A. Curran, 1,765; Harry Elfner, 1,919; T. C. Shaull, 701; T. D. Shaw, 264; E. C. Poff, 3,705; Charles Snyder, 411; G. W. Oberlander, 2,555; G. W. Oberlander, 152; George H. Ritz, 1,100; George H. Ritz, 1,374; C. A. Bender, 3,368; W. J. Davis, 1,718; Adam Riddle, 973; Joseph Miller, 2,345; U. C. Spotz, 2,129; D. A. Wilson, 255; John H. Myers, 1,969; John W. Emenheiser, 1,424; L. D. Gemmill, 1,123; F. G. Runkle, 2,483; E. C. Shaull, 998; Edith Manifold, 920; C. E. Wilderson, 2,218; Ira J. Riale, 540; Ira J. Riale, 1,385; Elmer Hake, 2,075; Michael Arnold, 4,998; Ralph Grim, 809; William Grove, 380; Harry Seaks, 876; Henry Malles, 1,243; John Wilderson, 1,307; Jacob Witmer, 244; Edward L. Eberly, 832; Arthur Grim, 232; Posey L. Boyd, 515; Charles C. Trout, 1,757; Samuel Yingling, 1,312; William H. Lentz, 1,782.

"Elmer Jones, 574; Walter Knaub, 812; Vincent Knaub, 1,304; Elmer Dettinger, 1,409; Elmer Dettinger, 2,085; Nathaniel Howard, 1,308; Michael Smeltzer, 3,504; A. F. Grove, 655; J. B. Thompson, 2,589; Elmer T. Hake, 854; D. W. Wallace, 1,252; O. C. Kinard, 1,201; E. W. Harvey, 1,102; Hamlin Wright, 1,163; J. T. Grim and Spotz, 3,271; John Douglas, 466; Roy Curran, 633; Henry Hershner, 1,326; Ervin Hershner, 2,322; George I. Miller, 259; J. Roy Anderson, 1,384; N. C. Gittle, 1,040; D. W. Althouse, 1,391; Lewis H. Seaks, 492; Alfred Kopp, 850; Alfred Kopp, 428; J. A. Shaw, 2,341; Clayton Gipe, 1,187; John C. Kohler, 283; J. H. Jones, 1,255; J. H. Jones, 185; Rush R. Hild, 1,083; Curvin Stermer, 383; W. H. Stermer, 1,053; J. R. Runkle, 711; Ida Gemmill, 624; James E. Herr, 212; Chester Hoffman, 951; Albert H. Fake, 2,115; M. S. Horn, 9,741; T. S. Stewart, 2,025; William Snyder, 747; B. Fulton Payne, 2,019; R. Brenneman, 192; T. H. Waltemeyer, 705; Emma Rhodes, 343; W. H. Orr, 636; Orville McGinnis, 3,039; J. W. Carman, 3,083; Henry Blouse, 786; J. C. Krous, 1,048; C. W. Brannon, 638; C. L. Smuck, 678; J. Frank Grove, 2,312; J. L. Mellinger, 806; James E. Pyle, 2,199; H. G. Allen, 2,522; W. M. Snyder, 1,857; George A. Reno, 2,121; Sherman Frey, 2,152; J. L. Fry, 2,256; William Heaps, 1,216; E. G. Flinchbaugh, 262; Robert Meeley, 1,387; A. F. Flinchbaugh, 456; D. S. Shaw, 730; R. F. Campbell, 1,900; V. A. Flinchbaugh, 2,550; Millard H. Cross, 674; F. M. Burns, 1,374; C. S. Smeltzer, 602; R. W. Criswell, 1,179; B. W. Dabler, 625; Harry K. Morton, 70; Harry K. Morton, 308; Charles Hamilton, 886; William Shaw, 1,370; D. C. Mundis, 5,768; C. C. Smith, 755; C. C. Smith, 280; James Hershner, 1,343; G. William Steward, 759; William C. Olewiler, 1,708; D. W. Detwiler, 527; Logan Curran, 1,813; Ervin Winter, 506; C. S. Herr, 987; Oscar Baer, 1,139; C. T. Kibler, 1,311; L. G. Gemmill, 306; W. T. Logan, 1,870; Samuel Harris, 700; J. C. Futton, 572; Charles Zimmerman, 572; Levi Dougherty, 458; J. W. Shoff, 1,770; Curvin D. Kohr, 2,347; J. B. Tarbert, 695; Edwin J. Sweitzer, 3,564; Albert Kunkle, 942; C. W. Stiles, 1,086; A. O. Thompson, 818; Jacob Runkle, 2,131; W. H. Smuck, 2,320; Oliver Emenheiser, 1,094; Maggie Zarfos, 481; Henry Grim, 149; Henry Grim, 1,055; B. W. Oljibin, 1,205; A. H. Craley, 680; H. A. Kunkel, 824; Daniel Grove, 1,053; M. U. Wagman, 1,895; H. W. Burg, 4,482; J. Strickler, 1,985; Henry Grove, 1,751; Fred Doll, 791; W. M. Klineycung, 1,504; W. O. Grove, 206.

Up-State Stories

(*Continued from page 25*)

balanced by the velvet-brands. And, when dealers look for immediate cash profits, instead of service and the future, with a wide turnover, they kill off their individual business for popular brands, throwing it into the hands of merchants who realize the importance of accommodation as a means of obtaining confidence and extended trade.

"Take our Sight Draft cigar, for instance. It cannot be distributed at a large jobbing profit. In fact, it must be sold close. And the new list on this brand, which jumps from $61 to $72, thus placing it in the ten cent division, makes the jobbers' compensation very small in proportion.

"Wide sale, however, practically induces no effort in offering the Sight Draft. So we have done most of our recent work upon the Meditation brand, and I'm going into the W. K. Gresh & Sons' factory at Norristown again this week to see if we can hope to speed up shipments for this line, now so thoroughly distributed throughout the Capitol District."

* * *

"Well, man, if you can speed shipments," commented Jim Stubb, as he stirred up the Mixed Nut Committee once more, "you can also make the wild waves wash the rock bound coasts o' Switzerland!" THE SMOKER.

Hatfield Packers

(*Continued from page 16*)

hands and will pack this season about 200,000 pounds of the shade-grown.

"J. C. Ryan operates two shops, one on the place of Mrs. Ryan and the other that of the late Levi L. Pease. Mr. Ryan employs about 125 hands and will pack this season about 2,000 cases for the American Sumatra Tobacco Co.

"Larkin Proulx started a small shop last season and packs for himself, employing about 25 hands. He will pack about 400 cases this season. J. F. O'Dea, who packs for Day and Dickinson, employs about 30 hands and will pack about 600 cases this season.

"P. T. Boyle operates one of the large shops and packs for A. & S. Hartman, of Hartford. Mr. Boyle employs about 75 hands and packs about 1,200 cases each season.

"The tobacco industry has brought to Hatfield the Webster Bros. Box Shop. This industry employs 15 hands and makes 400 tobacco cases a day."

CUTTINGS FROM CUBA.

Per S. S. Cauto. Arrived May 4.
Consignees:

New York—	Barrels
Jaffe & Co	32

TOBACCO FROM SMYRNA.

Per S. S. Glenlyon. Arrived May 3.
Consignees:

New York—	Bales
National City Bank of New York	386

CIGARETTES FROM ENGLAND.

Per S. S. Vardulia. Arrived May 1.
Consignees:

New York—	Cases
H. R. Lindsay	1

NEVER SAY MATCHES

SAY

VULCAN

No Heads Falling Off

No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH FOR OVER HALF A CENTURY

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CAUTION

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Established 1873 Manufacturers New York

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

Chicago Gleanings.

(*Continued from page* 30)

News from Reid, Murdoch & Co.: Louis Obendorf has recovered from a sick spell. A. A. Derrig is as busy as ever hustling around the trade. Big Chief Ernest MacKenzie is "Roi-Tan-ing" in the loop and taking care of the high spots. The rest of the sales force is on the "jump" including Manager Robinson of the cigar department.

B. M. Fitzgerald of the B. M. Fitzgerald Cigar Co., Dubuque, Iowa, was a visitor.

Jack W. Merriman "breezed" in and booked some very nice business.

Harry Friedlander, who represents the Havana Production Co. of Tampa, Key West and New York, has just placed Iwan Ries & Co., El Gallo brand for this territory. El Gallo, formerly a clear Havana brand, will from now on be a mild Havana and will be made in five sizes.

Issy Mayer of Gans Bros. was around telling of the big La Muna orders he is booking. "Iss" also stated the price has advanced on some of the La Muna sizes.

Victor Thorsch called on the jobbers.

Herb "Cuesta Rey" Mesick does a good business here. Many of the fine stores show a range of "Cuesta Rey" sizes.

The 12th street store, a west side department store, offered Camel cigarettes at $1.49 the carton of 200.

R. M. C. Glenn, president of the Seidenberg Co., New York, was a distinguished visitor. He held a very important conference with Reid Murdoch & Co., who are El Roi Tan distributers in this market.

H. Schutz at Lake and Halsted street will feature Romeo-Garcia mild Havanas. The opening order of several sizes will arrive shortly.

"Our country has never had a national costume, but now the overall and calico clubs are trying to give us one."

P. J. Rubey Co., the large South Chicago jobbers, are placing the Garcia Fama brand made by Tunis Bros.

Bright's cigar store at the entrance to the Union Stock Yards, has a wonderful Norma Martinez display. Thousands pass this location daily.

The Breitung stores are noted for their up to date window displays. They are indeed very attractive and are changed every two weeks.

Fred L. Wells in his 3 loop stores will feature the new king's size of the Romeo-Garcia cigar that is packed in tins and retails at 15 cents straight.

New retail Van Dyck prices now in effect are Bankers in foil 15 cents 7 for $1.00, box price $7.00 for 50. Escepcionales 18 cents, 2 for 35, $4.25 box of 25. The staple size will remain at 2 for 25 cents but the new goods will be a reduced size.

The Weeghman chain of loop restaurants has reduced food prices from 20 to 50 per cent. "They are trying it as an experiment." No charge is made for bread and butter under their new system.

As C. H. S. would say, "Rose is red, the violet's blue, praises be, my work is through." H. L. H.

CIGARS FROM PORTO RICO.

Per S. S. Brazos. Arrived May 5.
Consignees:

New York—	Cases
United Cigar Stores Co.	92
Porto Rico American Tob. Co.	743
Grosvenor Nicholas & Co.	8
G. H. Wyman & Co.	3
Infanzos Rodriguez	19
Ward S. S. Line	1
Total	866

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived May 5.
Consignees:

New York—	Bales
American Cigar Co.	132
Stern, Mendelsohn Co., Inc.	5
Ruy Suarez & Co.	15
Hamburger Bros.	25
	Barrels
Stern, Mendelsohn Co., Inc.	183
	Cases
American Cigar Co. (samples)	1

FILLER TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived May 5.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc.	215
	Barrels
T. D. Downing & Co.	209
S. Rossin & Sons	13
Alles & Fisher	180
I. Kaffenburgh & Sons	175
Porto Rico American Tob. Co.	40
Total	617
	Packs
General Cigar Co.	161
American Cigar Co.	38
Total	199

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived May 5.
Consignees:

New York—	Barrels
Rosenstadt Waller Co.	27
Schall & Co.	26
Waitt & Bond, Inc.	250
Total	303
	Packs
Bernheim & Co.	232
J. Haltman	10
Total	242

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived May 5.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc.	38
I. Lewis Cigar Mfg. Co.	175
Total	263
	Packs
Stone & Co.	10
General Cigar Co.	14
Total	24

LEAF TOBACCO FROM CARTAGENA.

Per S. S. Turrialba. Arrived May 5.
Consignees:

New York—	Bales
Equitable Trust Co.	912
F. & E. Cranz	118

Per S. S. Barillo. Arrived May 6.
Consignees.

New York—	Bales
F. & E. Cranz	126

TOBACCO FROM PHILIPPINES.

Per S. S. Glenshano. Arrived May 3.
Consignees:

New York—	Bales
S. Berger & Co.	59

TOBACCO FROM PATRAS, GREECE.

Per S. S. President Wilson. Arrived May 4.
Consignees:

New York—	Bales
Irving National Bank	1,030

LEAF TOBACCO FROM CONSTANTINOPLE.

Per S. S. Hog Island. Arrived May 5.
Consignees:

New York—	Bales
Order	590
S. Karayan	409

TOBACCO FROM FRANCE.

Per S. S. Lyopoldina. Arrived May 4.
Consignees:

New York—	Bales
S. Karadish	150

TOBACCO FROM SHANGHAI, CHINA.

Per S. S. Ariosta. Arrived May 5.
Consignees:

New York—	Bales
Order	400

MANILA CIGARS
SUMATRA WRAPPED—CLASS "C"
EL DEMONSTRO and LA CARRIETA
The Maximum of Quality and Style
MADE BY WALTER E. OLSEN & CO., Manila, P. I.
HARRY GREEN & CO., Inc.
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AFFECIONADA
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American Lithographic Co.
NEW YORK

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"Each Cigar In Its Own Humidor"
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TOBACCO

ESTABLISHED 1886

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T. M. A. Convention Was Most Harmonious

Business Put Through with the Precision of Clock Work—Practically All Were Agreed Concerning Certain Things That Should Be Done—The New Board of Directors Is Given Additional Duties—The Tobacco Industry Solidly Will Oppose Increased Taxation—A Number of Important Discussions—Some Brief and Fine Speeches—Action That Seems to Insure Desired Results—Nearly 400 Tobacco Men Attended the Banquet—"It Was Good to Be There."

The tobacco industry indeed had reason to be proud of the showing it made. Delegates came from all parts of the United States. Cuba and Canada were represented. Every division of the business had its quota of alert and capable workers. Allied trades contributed their share to the gathering. It was a demonstration of importance and solidarity. It was a manifestation of strength and coherency. The dominating idea was to get together and stick together for the common good. All present were eager to hear what would be proposed. Each man was willing and ready to do his part in helping and protecting the entire trade. Cheerfulness was associated with a serious desire to be of real service. Hopes were made brighter and determination was renewed. The assembled representatives of the tobacco industry were seen at their best. Nearly 400 men, prominent in their respective lines and localities, were drawn together in Washington. Such an aggregation of resourcefulness, talent and prestige could not be ignored at the national capital. Undeniably the influence exerted by the assemblage will be felt throughout the country.

As delegation after delegation poured into the New Willard, the jammed hotel became, for the time being, the most important place in tobaccodom. In the lobbies there was a constant interchange of greetings. Recognition was extended right and left. Old friendships were renewed, many desirable acquaintances were formed. Each man had some pleasant word to say. The occasion made it a duty to be agreeable. Opportunity presented to everyone the refreshing assurance of cordiality. Temporarily consecrated to tobacco, the hotel corridors and assembly rooms were Nicotian shrines that could not be profaned by the presence of "glooms" or "crape hangers." Erstwhile rivalries were left at home. Brought by all was the desire to see which best could work and best agree.

Called to order by Secretary Dushkind, Wednesday morning, the convention applauded enthusiastically as President Eisenlohr was escorted to the chair. Commissioner Brownlow, the civic chief of the District of Columbia, describing himself as an erstwhile cigar salesman, welcomed the T. M. A. to Washington.

President Eisenlohr responded felicitously.

The president's report (which appears elsewhere) was then presented. It was a splendid speech, delivered very effectively. The telling points, frequently made, evoked great commendation.

I. C. Rosenthal, chairman of the committee on rules, submitted a report which was without hesitation approved as read.

M. F. Snider, chief of the Tobacco Division of the Bureau of Internal Revenue, then exhibited to the convention the machinery used in the rapid tabulation of tobacco statistics. A series of machines, handling figures recorded on perforated cards, did the work accurately in one quarter of the time required when old methods were used.

Group meetings were held as scheduled, Wednesday afternoon.

A Feast That Will Be Remembered.

Of the 400 who attended the T. M. A. dinner Wednesday evening, not one went away unsatisfied or disappointed. Though prohibition subtracted one sort of cheer, the assembled tobacco men most heartily agreed that it was good to be there. The crowning effort of a famous chef, the menu was as follows:

Grape Fruit with Strawberries
Essence Printanier Royale
Celery Queen Olives Salted Almonds
Supreme of Kingfish Saute Meuniere
Hothouse Cucumbers
Filet of Beef with Fresh Mushrooms
New String Beans Potatoes Palestine
Boned Squab Chicken en Cocotte
Heart of Endive
Mousse Praline Chantilly
Friandises
Coffee

White Rock
Champagne Cider
Cigars
Cigarettes

The service was perfect. The music was entrancing. The speeches were brief and fine.

President Eisenlohr was a most excellent toastmaster. Beside him, at the speakers' table sat Hon. Benedict Crowell, Hon. James R. Mann, Hon. Henry M. Goldfogle, Hon. George S. Graham, Maj. Gen. Frank McIntyre, Col. Chas. C. Walcutt, Jr., Col. F. W. Galbraith, Jr., Maj. William W Smith, Hon. William Martin Williams, Jacob Wertheim, Preston Herbert, Pablo L. Perez, Manuel A. Saurez, C. S. Richardson, I. H. Weaver, Charles Dushkind.

Happily introduced by President Eisenlohr, James R. Mann, of Illinois, a leading member of the House of Representatives, paid an eloquent tribute to the tobacco industry. He did not hesitate to say that cigarettes helped to win the war. Convincing also was his reference to that eminent and persistent cigarette smoker, Gen. Goethals, the man who built the Panama Canal.

"What the country most needs just now," declared Mr. Mann, "is not multiplied appropriations and tremendously increased expenditures, but greatly reduced taxation."

William M. Williams, Commissioner of Internal Revenue, spoke briefly, and he made an obvious hit when he said that the Revenue Bureau "touched the tobacco trade more closely than any other department of the government."

Henry M. Goldfogle, a veteran of the Civil War, and a very popular member of Congress from New York, effectively expressed his opinion of anti-tobacco propaganda. His speech would never cause him to be suspected of being a prohibitionist. Like his Republican colleague, Mr. Mann, the deserving Democrat from New York went strongly on record as favoring economy and lower taxation.

Hon. Manual A. Suarez spoke for Cuba. His speech, though not long, was a most graceful felicitation. He described the pleasure that he and his associates experienced in attending the convention. He referred to ties of friendship and commerce that cause the United

T. M. A. Banquet at New Willard Hotel, Washington, Wednesday Evening, May 20

How Canadians appreciated tobacco was shown by an annual consumption of 4½ pounds per capita—the population being 9,000,000. Though Canada is making notable progress in tobacco growing, Canadians yet buy great quantities of tobacco in the United States, and long will continue to be buyers on the American market. "Between American and Canadian tobacco men, relations ever have been most cordial." And he expressed appreciation of the great work of the T. M. A.

More disconcerted by ardent praise than he would have been by the explosion of a quantity of T. N. T., a tobacco man who became a soldier, Col. W. F. Galbraith, Jr., paused for a minute or two and then made an address that surely will be remembered. He testified that next to ammunition and food, supplies of tobacco are desired by soldiers. At the front, going into action, men might throw away clothing or extra rations to lighten their burdens. but never, with a fight in prospect, would a soldier throw away tobacco. Cigars, cigarettes, smoking and chewing tobacco, in the trenches, on the battlefield, helped to keep up *morale*. Tobacco enabled men the better to endure hardship, privation, fatigue and great pain. It helps men to stand up under the strain. Tobacco alleviated the horrors of war.

Col. Galbraith participated in some of the hardest fighting of the great war. For especially brave and meritorious service, on various occasions, he received numerous decorations and citations. Three governments, the United States, France and Belgium, certify to the fact that he was a splendid soldier, a gallant and very capable commander. So, concerning tobacco, such testimony as his is most illuminating. As the concluding speaker at the banquet, Col. Galbraith captured the assured and enthusiastic regard of all present.

Clocklike regularity distinguished the proceedings of the convention Thursday morning. Hon. Jesse A. Bloch, chairman of the committee on the state of the industry, presented a report which was read by Secretary Dushkind and adopted unanimously, as follows:

Report of the Committee on State of the Industry

We, the undersigned, Committee on State of the Industry, having carefully considered, discussed and deliberated upon the President's Report and the various matters refered to us by the Convention, hereby submit the following:

TAXATION

WHEREAS, it appears from the public press that the Congress of the United States has under consideration the matter of enacting laws that will necessitate great additional governmental expenditures; and

WHEREAS, it further appears that to provide funds with which to meet the requirements of such proposed legislation, the Congress is also considering the advisibility of placing additional tax burdens upon the business of the country and especially upon the tobacco industry, which is already bearing, it is believed, an unjust proportion of existing tax burdens;

RESOLVED, that the Tobacco Merchants' Association of the United States in Convention assembled, earnestly protest against the enactment of laws that will impose additional taxes upon the business of our country, including the tobacco business in any of its forms, believing that such additional taxation cannot be justified under existing economic conditions and to further increase the tax burden, in the face of those conditions, would be un-American and a national blunder of far reaching effect.

Anti-Tobacco Agitation

We are heartily in accord with the sentiments expressed and suggestions made on this subject by the president in his address to the Convention. We find that the anti-tobacco crusaders are resolved to attack and are in fact attacking tobacco in every form, and we fully agree with the president that

> "It is time for every one, in all divisions of the tobacco industry and its allied industries to constitute himself a guardian of the personal liberty involved in this issue, working for the common good and through a common center."

We believe, however, that if any action is to be taken to safeguard the interest of our industry, such action should be directed by one official body representing all branches of the industry, and we unreservedly endorse and approve of the president's action in issuing the statement referred to on pages 12, 13 and 14 of his report. And we recommend the adoption of the following resolution:

WHEREAS, the Anti-Tobacco Agitation is a matter that concerns each and every branch of the industry in all parts of the country and hence such situation can best be dealt with by a national organization, representing all parts of our industry, and

WHEREAS, the Tobacco Merchants' Association of the United States has proven itself to be eminently capable, fully representative of the tobacco trade in its entirety and is the only trade organization equipped properly to safeguard the trade's interest in a matter of this nature, now, therefore, be it

RESOLVED, that the entire matter of anti-tobacco propaganda be and hereby is referred to the Executive Committee of the Tobacco Merchants' Association of the United States, with full authority to take such action in the premises as it may deem necessary, and be it further

RESOLVED, that the president of the Tobacco Merchants' Association of the United States be and hereby is authorized, empowered and directed to appoint a standing committee on State of the Industry, which committee shall advise and cooperate with the Executive Committee of the association in respect to all matters and activities bearing upon or relating to such Anti-Tobacco Agitation as well as to any and all other matters affecting the state or the general welfare of our industry. Said committee to consist of five (5) members to be appointed by the president, provided, however, that the committee shall have the power to increase its membership if it shall deem advisable, and be it further

RESOLVED, that it is the sense of this Convention that the entire industry and each and every person, firm, corporation or association interested therein, connected therewith or allied thereto, ought to support and cooperate with and be guided by the T. M. A. or its Executive Committee in all its actions or activities, intended to combat, prevent or frustrate any attack upon the industry or any part, branch or division thereof, whether such attacks be in the form of hostile legislation, or in the shape of agitation or propaganda against the use of cigars, cigarettes or any other type of tobacco or tobacco products.

Activities and Needs of the Association

Under this heading your committee finds that the achievements of this association have been extremely creditable and that its general plan of organization and operation leaves little to be desired.

From its beginning up to the present time the association has constantly and repeatedly demonstrated, by actual service and accomplishment, that it is fully worthy of the whole-hearted endorsement and support of the trade which it represents. We find, however, that its financial resources are sadly incommensurate with its membership, with its industrial magnitude and with its achievements. We believe this can be remedied by a re-arrangement of the present form of collecting funds for its support. We, therefore, recommend the adoption of the following resolution:

WHEREAS, the Tobacco Merchants' Association of the United States has thoroughly demonstrated, through actual accomplishment, its value, as an organization, to the tobacco industry, and has established a just claim to the unqualified financial, as well as moral support of all members of the industry, and

WHEREAS, the method of permitting members to fix their annual dues arbitrarily according to their own judgment and discretion and without regard for the size of the concern or the extent of the business, which has been followed by the association from its very inception, is wholly inadequate to the needs of the association, be it

RESOLVED, that the Executive Committee of the Tobacco Merchants' Association of the United States is hereby authorized and instructed to for mulate a fixed schedule of dues adjusted on a basis of the annual volume of business done by the members and to create and establish such classes of members with such variations in the rate of dues or contributions as it may deem advisable.

The nominating committee presented the names, and the convention by directing the secretary to cast one ballot, elected unanimously.

New Board of Directors of the Tobacco Merchants' Association of the United States

Capt. George W. Hill, vice-president, the American Tobacco Co., New York, N. Y.

Edward Wise, president United Cigar Stores Co., New York City, N. Y.

Hon. Jesse A. Bloch, vice-president, the Bloch Bros. Tobacco Co., Wheeling, W. Va.

William T. Reed, president, Larus & Brother Co. Inc., Richmond, Va.

John N. Bagley, president, Jno. J. Bagley & Co., Detroit, Mich.

Jonathan Peterson, president, Weyman-Bruton Co., New York City, N. Y.

George H. Hummel, vice-president, P. Lorillard Co., New York City, N. Y.

A. L. Sylvester, president, American Cigar Co., New York City, N. Y.

Charles J. Eisenlohr, president, Otto Eisenlohr & Bros., Inc., Philadelphia, Pa.

Martin J. Condon, president American Snuff Co., Memphis, Tenn.

Julius Lichtenstein, president American Sumatra Tobacco Co., New York City, N. Y.

A. L. Cuesta, Sr., president, Cuesta, Rey & Co., Inc., Tampa, Fla.

Joseph F. Cullman, Jr., of Cullman Bros., New York City, N. Y.

D. Emil Klein, vice-president Consolidated Cigar Corp., New York City, N. Y.

Arthur M. Eisig, 1st vice-president, Metropolitan Tobacco Co., New York City, N. Y.

Asa Lemlein, Manager E. H. Gato Cigar Co., Key West, Fla., and New York City, N. Y.

William A. Hollingsworth, William A. Hollingsworth, New York City, N. Y.

S. P. Coe, of Acker, Merrall & Condit Co., New York City, N. Y.

W. H. Winstead, president, W. H. Winstead, Inc., Baltimore, Md.

J. L. Graham, of R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

Charles B. Perkins, president, Chas. B. Perkins Co., Boston, Mass.

Alexander Herbert, president; Philip Morris & Co., Ltd., New York City, N. Y.

Col. F. W. Galbraith, Jr., treasurer, the Western Paper Goods Co., Cincinnati, O.

George M. Lex, assistant secretary, Forty Four Cigar Co., Inc., Philadelphia, Pa.

Harvey L. Hirst, secretary, Bayuk Bros. Co., Philadelphia, Pa.

I. C. Rosenthal, of Rosenthal Bros., New York City, N. Y.

John W. Merriam, treasurer, John W. Merriam & Co., New York City, N. Y.

I. H. Weaver, of I. H. Weaver, Lancaster, Pa.

C. A. Speakman, vice-president American Lithographic Co., New York City, N. Y.

Henry G. Wemmer, of The Deisel-Wemmer Co., Lima, O.

Daniel F. McCarthy, secretary, H. Fendrich, Evansville, Ind.

George Frings, president, Frings Bros. Co., Philadelphia, Pa.

F. C. Niles, president, Niles & Moser Cigar Co., Kansas City, Mo.

Arthur Bachman, of S. Bachman & Co. Inc., San Francisco, Cal.

P. V. Hoyle, of the *United States Tobacco Journal*, secretary of the Leaf Tobacco Trade committee, read the following report, which was adopted without a dissenting voice:

Report of Leaf Tobacco Committee

The Leaf Tobacco Committee met at 2:30 o'clock, Chairman Percy A. Lowe in the chair. Present were the following members: Samuel H. Bijur, Jos. F. Cullman, Frederick D. Grafe, Fred B. Griffin, A. Aldus Herr, Ery Kehaya, S. Major Newburgh, Milton Samuels, S. B. Smith, J. B. Stewart, I. H. Weaver and W. H. Winstead.

F. B. Wilkinson, representing the Bureau of Markets, was introduced, and stated that the Bureau of Markets had in hand the establishment of a system of standardization of types and grades of tobacco. He explained that this work was being done under the Storage Warehouse Act, the idea being the establishment of definite grades of tobacco so as to form a guarantee, establishing for the tobacco in storage a more definite loan value. The Bureau of Markets desires to do this work in such manner as will be most valuable to the trade, and consequently would welcome advice and instruction from individuals and organizations as to how the matter could be best accomplished. A resolution was adopted recommending that local tobacco associations and all others interested should communicate with the Bureau.

John T. A. Ely, representing the Tariff Commission, then addressed the meeting, explaining that the Commission's function was to secure information for Congress to use in formulating tariff schedules and laws. These suggestions, he said, the Commission hoped to frame in a manner acceptable to the trade. To this end he suggested that any person or trade organization who were interested in any particular subject should file a brief, backed up by facts, with the Commission. Among the subjects upon which he suggested that information would be welcomed, were an increase if the duty upon fillers, the extension of the 15% clause, and the substitution of the Canadian system of ascertained dutiable weights instead of the dockweight system in vogue in this country.

After a discussion of these matters, the committee instructed the secretary to draw up resolutions favoring the extension of the fifteen per cent clause, the substitution of the Canadian system for the dockweight system and the establishment of free zones.

In the matter of larger tobacco acreage needed, J. B. Stewart, speaking for the Connecticut Shadegrown interests declared that if there was sufficient demand for more shadegrown, some way would be found to produce it, despite the high cost of labor, fertilizer, etc., and scarcity of cheesecloth.

Discussing the binder situation, Fred B. Griffin declared that not for a number of years had the growers of Havana Seed found the crop profitable, and that frequently it was also unprofitable for the packers, giving the same causes as Mr. Stewart.

J. Aldus Herr, of Lancaster, Pa., stated that Lancaster County would not increase its tobacco acreage this year, but in all probability would decrease it. He alleged that the farmers had not found the last two crops profitable, owing to the low price received and the high cost of production—principally the high cost of labor. There had been no change of marketing methods in the past fifty years. New methods were needed—either tobacco sales according to the Southern methods or packing organizations among the farmers.

No resolution was taken upon this matter.

Thereupon the question of mail and cable communications between this country and Porto Rico was taken up. It was explained to the committee by Robert Gans that communication by both these methods was very poor, sometimes there being two mails a week and sometimes only one, and that members of the tobacco trade were being discriminated against in the matter of getting cables through. Upon Mr. Gans' motion it was recommended that a committee be appointed to take the matter up with the cable companies and with the postal authorities, and that every effort be made to remedy the conditions complained of.

Mr. Joseph F. Cullman read a communication from his son, Howard S. Cullman, now in California, relating to certain invidious forms of tobacco advertising, and offered a resolution providing for a censorship of tobacco adver-

(*Continued on page* 12)

Eloquent and Well Considered Address of President Eisenlohr

A Deserved Tribute to Jacob Wertheim—A Resume of the War Work of the T. M. A.—The Expansion of the Tobacco Industry—Increases in Taxation—The Upward Trend of Prices—The Greater Use of Tobacco—Opposing the Attacks of Anti-tobacco Agitators—Unity of Purpose—Proper Advertising—"Let Us Lay Stress on the Pleasure, the Comfort and Solace Obtainable from Tobacco."

The Achievements of the Association—The Advantages of Membership—Facilities for Assisting the Entire Industry—Organized Effort That May Be Made Beneficial to Everyone in the Trade—In Memory of the Departed—The Good Will of the Public Must Be Retained—As Business Men, We Must Aid in Bringing About Readjustments That Will Promote and Insure National Prosperity.

Gentlemen of the Convention:

Four years have elapsed since the first National Tobacco Men's Convention, called by the Tobacco Merchants Association of the United States, was held. Since then, Jacob Wertheim, the first President of the Association, whom I had the great honor to succeed in office, resigned to devote all of his time to philanthropic activities. It was with extreme difficulty as you know that Mr. Wertheim was prevailed upon to accept the Presidency of this Association. But once assumed, that office became to him a trust of which he acquitted himself in splendid fashion.

In losing his active cooperation as President, the Association has suffered a distinct loss. Intimately associated as he has been with the tobacco trade for many years, his ability, knowledge and executive force rendered him extremely valuable to the Association. Upon the retirement of Mr. Wertheim, on the 19th day of February, 1918, the Board of Directors saw fit to honor me with the leadership of the Association and it has been my genuine ambition to prove myself a worthy successor.

Our original plans to hold annual National Conventions were rudely disrupted by the entrance of the United States into the World War in April, 1917, just as arrangements for our second annual meeting were approaching completion. The Board of Directors, deeming it unwise in the then existing crisis to divert many of the captains of our industry from their important war activities to attend a trade convention, unanimously decided to subordinate the advantages and benefits of such convention to the sacred and solemn duty of devoting every moment of our time, our attention and our energy to the prosecution of the war. We accordingly refrained from calling such conventions throughout the war.

The Tobacco Industry and the War

Since our gathering in this city four years ago, we have experienced strenuous and trying times. Conditions rendered it imperative that all should stand as a unit behind the government to the end that success should crown the efforts of American arms in the great struggle to preserve civilization from destruction. Immense problems arose daily, chief among which was the prosecution of the war with the single idea—to succeed. In the intensive work of preparation, the raising and equipping of an army of four millions of Americans for service abroad, and the financing of the greatest fighting machines the world has ever known—the American Army and Navy—every true American concentrated his energy upon the one absorbing national purpose: to win the war. In this grand work the tobacco industry of the United States shared nobly and well.

The tobacco men of this country subscribed for more than $100,000,000 of Liberty Loan Bonds and succeeded in raising vast sums for the Red Cross and other war funds, a record that our industry may well be proud of. Filled with patriotic zeal, the members of the various war committees of the tobacco trade exerted themselves to the utmost toward the accomplishment of the self-imposed tasks to which they were devoted; and the record achieved by them will ever reflect honor upon our industry. Without the slightest thought of personal reward for their self-sacrificing labors other than that they might aid in the great work of crowning American arms with victory, they worked unremittingly; and their noble cooperation sheds a halo of glory not only upon themselves, but upon the tobacco industry at large.

For this public record of sterling Americanism made by the tobacco trade no little credit is due to the Tobacco Merchants' Association and to the untiring efforts of its Secretary, Charles Dushkind. It was through the instrumentality of the Association's equipment brought into full play by and under the management of its Secretary that it was possible to secure concentration of such war work and war activities of tobacco men acting as members of our industry, as to enable them to achieve the results of which we all are justly proud.

Of the industries represented in the rank and file of the American Expeditionary Forces in Europe, none made a finer showing in point of numbers and grandeur of accomplishment than the thousands of men recruited from the great tobacco industry. Not only did the humble workers in every branch of the tobacco industry rally to the colors, but executives of great corporations, men of wealth and affairs and of high standing, of genius and culture, went forth to suffer and die for their flag.

Even as the men identified with the tobacco industry in all its ramified branches fought and died for their country, so did the women of our industry respond, nobly and willingly, to the performance of their "bit." As nurses at the front, in the field and base hospitals, in the huts behind the firing lines, in the Red Cross contingents, recreation centres—wherever the tender ministrations of the noblest American womanhood were needed to alleviate the pangs of the dying, to cheer the wounded and to comfort by kindly words and deeds our doughboys as they marched, singing, to the trenches, the women identified with the tobacco industry, devoted themselves with unbounded loyalty to the sacred cause.

I allude to the valorous part played in the war by those identified with the tobacco industry not in a vainglorious spirit, but because simple justice demands that our industry receive due credit for its share in and contribution to the prosecution of the world war. Surely this war has placed the tobacco industry of the country on a plane of greater usefulness to mankind, and should render it less liable and less pregnable to the attacks of intolerant partisans who in their blind puritanism would deprive, if they could, the citizens of this great country of the greatest solace known to mankind.

Charles J. Eisenlohr, President of the T. M. A.

The Evolution in Our Industry

Our industry in common with all other industries has naturally undergone great changes as a result of the war. The Internal Revenue taxes on tobacco have been increased from about $70,000,000 to the huge sum of approximately $300,000,000 per annum. In addition, the cost of labor, the prices of leaf tobacco and all other material required in the manufacture of the finished article have advanced to abnormal proportions with the result that the prices of tobacco products, like those of all other commodities have necessarily advanced.

But no one can charge the tobacco industry with profiteering. While the prices of other commodities have risen during the war, and since then, from 100 to 200 per cent, the advance of prices of tobacco products to the consumer have thus far averaged less than about 75 per cent.

Moreover, as stated by the War Industries Board in its official "History of Prices During the War," it was not until the latter part of 1917, three years after the outbreak of the war and two years after the beginning of the general rise in prices that the prices of finished tobacco products first began to advance, although the cost of production had been constantly advancing for almost two years.

It must be apparent therefore that the tobacco industry has suffered heavy financial losses as a result of the war. Not only have our normal pre-war profits thus been substantially diminished, but, as a result of only the most moderate increase in prices, the consumption of the products of at least two branches of our industry has been reduced to no little extent. I refer to cigars and tobacco.

Thus, taking the fiscal year ending June 30, 1917, before our prices began to advance, as a basis, we have the following figures showing the result of the new conditions.

Consumption During Fiscal Year Ending June 30

Cigars.

1917	8,266,770,593
1918	7,784,300,180
1919	7,110,877,600

Tobacco and Snuff.

1917	481,440,957 lbs.
1918	452,684,069 lbs.
1919	411,854,264 lbs.

That this drop in the consumption of cigars and tobacco is due to the advances of prices, even though these advances are far below the rise of other commodities, is clearly manifested by the extensive shifting of the cigar trade, in 1919, from the Class B grade to Class A grade of cigars, as shown by the following figures:

Cigars Withdrawn for Consumption
(Calendar Years.)

Class	1918	1919
A	1,185,157,115	2,095,378,437
B	4,444,857,149	2,807,567,630
C	1,797,633,100	2,263,063,080

True, the figures also show some shifting of smokers from the Class B grade to Class C, the more expensive grade, but this is due partly to the prosperity that this country is enjoying and partly to the close proximity of prices between the Class B and the Class C cigars.

At any rate, from the year 1917, the last year under the pre-war tax rates, to 1919, the year under the last War Revenue Law, there has been a decline in the consumption of cigars to the extent of 14 per cent and in the consumption of tobacco to the extent of 14 per cent, whereas there would have been an increase under normal conditions in the sales of both commodities.

It is significant, however, that while the consumption of cigars and tobacco was materially lessened under the increased taxation with consequent higher prices, the consumption of cigarettes made substantial gains. I believe this is another circumstance showing the loss of business from advancing prices—as many of the cigar-smokers shifted from the most popular Class B cigars to cheaper cigars, so did a great many users of cigars turn to the less expensive form of tobacco, namely, cigarettes.

The lesson that we learn from these figures is that any further increase in taxation is likely to have a most serious effect upon our industry.

Figuring that our industry is now paying approximately $325,000,000 a year in Internal Revenue and Customs, an increase of over 200 per cent of the amount paid prior to the enactment of the first War Revenue Act, there can be no reasonable argument for any additional taxation.

It is self-evident that a tax in order to yield the desired revenue must not

(*Continued on page 7*)

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 20, 1920.

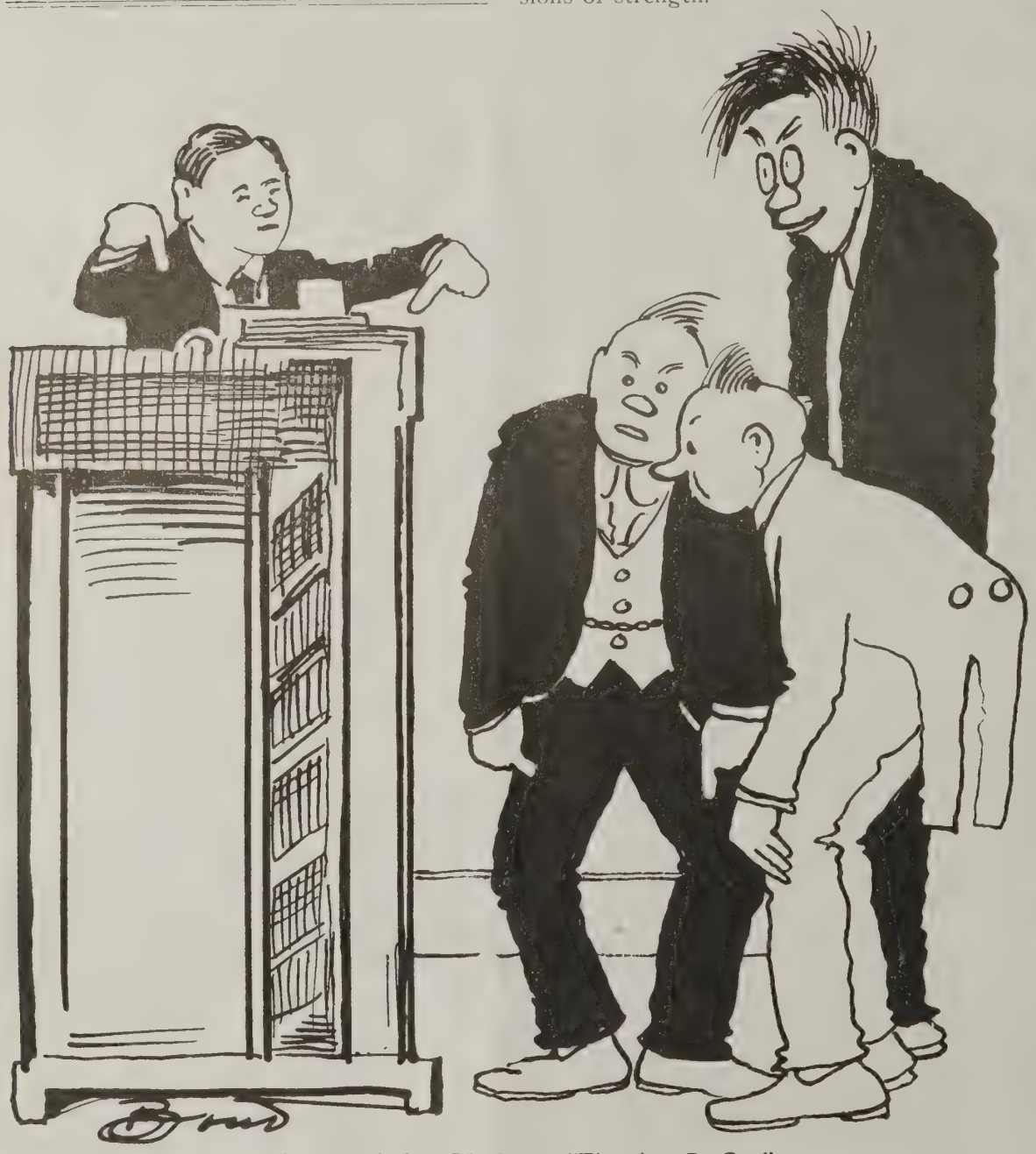
THE VALUE OF THE CONVENTION

"United we stand, ready to defend the entire tobacco industry.

"We propose to look ahead. We are planning for the future. We are working together, harmoniously, for the good of the trade."

By actions that speak louder than words, such was the sentiment substantially indicated at the T. M. A. convention at Washington.

The convention accomplished something. It did much for the tobacco industry of the United States. It initiated activities that promise to be far reaching and very beneficial. But, if it had done no more than to prove that men from every division of the business, from all parts of the country could get together and heartily agree, the convention, would have been highly useful. In opposing burdensome legislation, in fighting anti-tobacco propaganda, unity and sincerity secure great accessions of strength.



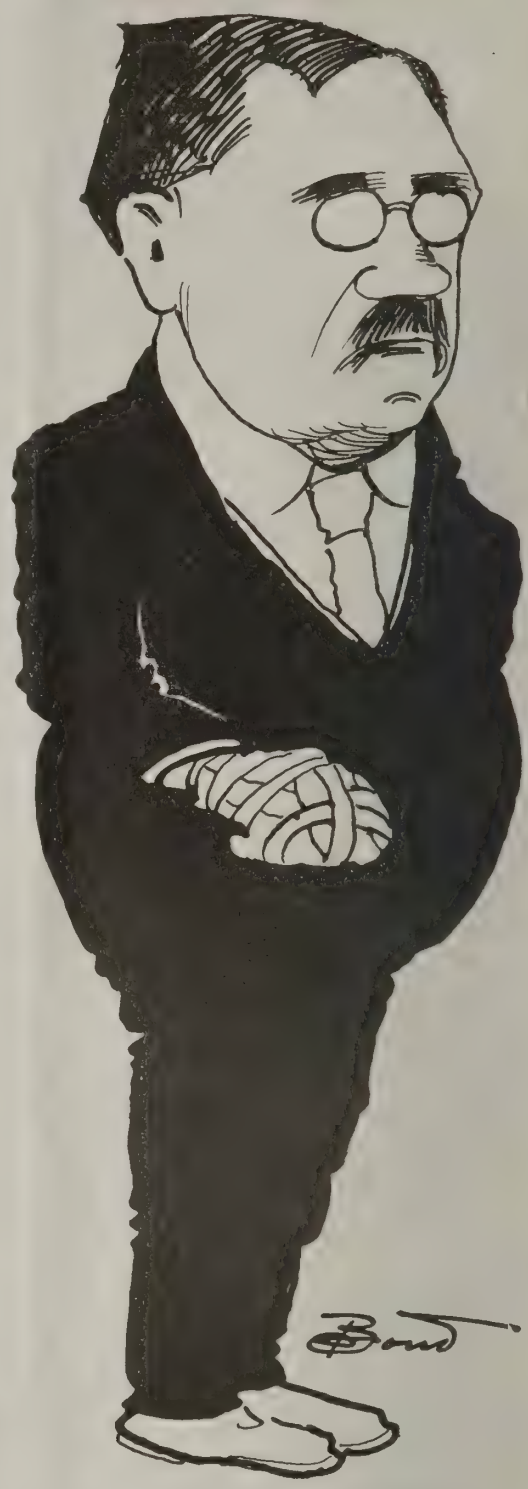
The Tabulating Machine—"Figuring It Out"

The mild Havana cigar expert: "Couldn't that manipulation of perforated cards be applied to cigar production?"

The leaf dealer: "Wonder if I could compute my income tax on that machine?"

The thoughtful manufacturer: "Does it work fast enough to keep a record of strikes in cigar factories?"

Official back of the machine continues talking but thinks he would like to meet Bob Lane.



"HANDED COMPLIMENTS"

"Shake," they said, "put it there. The convention sure was a success. And you certainly are entitled to all sorts of credit."

After receiving congratulations Thursday, Secretary Dushkind, suffering the pain ensuing from a multiplicity of warm and eager hand clasps, was sorry he did not ask of the referee permission to wear bandages.

"INDEPENDENTS" MEET IN WASHINGTON

WASHINGTON, May 18.—Serious consideration was given to the problems now facing the tobacco industry by the Independent Tobacco Manufacturers' Association at its annual meeting held here today.

The meeting was attended by Messrs. J. A. Bloch, president; R. D. Best, Secretary-Treasurer; William T. Reed and Hugh Campbell, of Richmond, Va.; J. N. Bagley, of Detroit; E. G. Scott, of Paducah, Ky.; Henry Wiegand, of Wilkes-Barre, Pa.; and Ben Pearson and W. Litch, of Byfield, Mass.

President Bloch presided over the meeting at which were presented interesting reports from committees representing the work of the Association, during the two years since its last annual meeting in 1918. Chairman William T. Reed of the Ligislative Committee was warmly congratulated by members of the Association on his excellent work during the war when the Independent Tobacco Manufacturers' Association bore an important part in protecting the trade against the exigencies brought about by the shortages in sugar, tin plate, coal, etc.

The Association adopted resolutions in opposition to the Garrett-Green 7-cent leaf tobacco bill, and to the provisions of the soldiers' bonus bill which propose to increase the existing taxes on tobacco products.

All the officers of the Association were re-elected for the ensuing year by unanimous vote.

President Eisenlohr's Address

(*Continued from page* 5.)

be heavier than the business can stand. If it is raised above that limit, it ceases to be a tax for revenue, and it becomes a tax for prohibition, and instead of providing the additional revenue that the Government is looking for, it may even reduce the receipts realized under a moderate tax rate and destroy the industry taxed besides.

That the tax burden now carried by our industry is all that the industry can bear is clearly demonstrated by the loss of business that we have already suffered as a result of the forced advancement of prices, even though moderate as they were.

And it must be remembered that our prices were advanced in times when the prices of all commodities were rising by leaps and bounds, when the public was ready to pay more for everything, and when the people were prepared to spend liberally for the things that they wanted. But conditions have changed. The public is now looking for general reductions in the cost of commodities. The press throughout the country is clamoring for lower prices, and public agitation against the high cost of living is going on all over the land. How would it be possible under present conditions to make any further advance in the price of tobacco products without suffering further loss of business?

Yet in spite of this situation, an effort is now being made to again raise the taxes on tobacco products.

We must protest against the imposition of any further burdens upon our industry. Surely we cannot add one cent to the present prices of tobacco products without jeopardizing our business. Nor would it be possible for the manufacturers to stand any additional taxation without impairing the value of their investments to a serious extent.

The Tobacco Merchants' Association will of course make every proper effort to frustrate any attempts to impose additional taxation upon our products, but we must have the support and co-operation of the entire industry, which I know will be enthusiastically extended.

The new conditions thus created by the war have presented many difficult problems which this convention will properly undertake to deal with. I do not know whether this convention will succeed in reaching satisfactory solutions of all these problems. In fact, I scarcely believe that such an achievement is possible. But whether or not we shall succeed in eradicating all the evils that the industry is suffering from or in reaching satisfactory solutions of all problems with which we are confronted, surely the discussion of our various difficulties at this convention or in the respective committees, cannot but lead us all to a better understanding, to friendlier business intercourse, and to a more satisfactory management of our great business enterprise.

Anti-Tobacco Agitation

One of the important problems that we are to deal with at this convention is the anti-tobacco agitation.

The ever increasing agitation directed at the tobacco industry makes it imperative that this convention take salutary action designed to counteract the baneful influence of this propaganda upon the public mind. In this connection, I desire to remind you, and to impress upon you forcibly, that there is at present not the slightest basis for fear that the great tobacco industry of this country will be destroyed as a result of this hostile agitation. But as the wise man is he who plans to defend his stronghold when his enemies begin to plan to attack it, so it behooves us to carefully study the situation which confronts us, and even if it be found that the anti-tobacco crusade is in our opinion not in all respects a foeman worthy of our steel, nevertheless, to employ every honorable means at our command to safeguard the interest of our industry.

Some years ago, you will remember, a systematic crusade was conducted by so-called reformers against the cigarette. The propaganda of that crusade was carried beyond the point of credulity, and finally, when confronted by scientific tests and the common intelligence of the public, it collapsed.

The achievement of nation-wide prohibition left the anti-liqour organizations without a mission, and threatened their thousands of orators, agitators, press agents and field workers with the loss of lucrative situations. These have now turned their attention not only to tobacco but to tea, coffee and some harmless amusements as well.

The agitation against tobacco is directed not only against cigarettes, but against tobacco products of every kind. To quote from one of their official bulletins:

"A campaign must be waged against the cigarette, the pipe and the cigar until tobacco is buried in the same grave with John Barleycorn."

Of course, tobacco and liquor cannot and will not be buried in the same grave any more than a square plug can be fitted into a round hole.

Tobacco does not excite or intoxicate, but it soothes and pacifies. Tobacco does not incite the commission of crime, but it promotes sober deliberation and moral contentment. Tobacco does not lure men from the fireside, but it cements family ties and adds immeasurably to the harmony of the home. Tobacco was not banned to the soldiers in time of war, but it was approved by the War Department, and was eventually rationed to the men along with their coffee and food.

The elements which constituted the "dramatic appeal" for prohibition are as a matter of common knowledge utterly lacking in the case of cigars, cigarettes or tobacco in any form, with the result that the new crusade is based chiefly on the question of health and hygiene. Surely this onslaught will crumble now as it did once before under the infallible test of scientific examination and analysis.

Under these circumstances, it is certain that neither the public sympathy nor the philanthropic support which helped the prohibitionists will be accorded any movement against tobacco. Indeed, we have every reason to believe that the present gale of vilification will blow itself out and die unnoticed at the feet of scientific truth and intelligent public opinion.

Nevertheless, and though entirely confident of the final outcome, the situation is one that demands the utmost vigilance and the most serious consideration. It is time for every one, in all divisions of the tobacco industry and its allied industries to constitute himself a guardian of the personal liberty involved in this issue, working for the common good and through a common center.

Crusades, whether they are animated by genuine desire to correct existing evils, or are projected by self-serving individuals, gather momentum, and sometimes, unless checked by intelligent and judicious opposition, sweep all before them. In so far as the anti-tobacco movement is concerned, it is of supreme importance that our industry concentrate all its energies to combat its influence. That the claims of those who inveigh against tobacco are wholly without foundation has been proved time and again by famous chemists, physicians, toxicologists, physiologists, soldiers and experts of every nation and clime. That they have given tobacco a clean bill of health and pronounced it a great God-given boon to mankind has not lessened the activities of those opposed to it, but, on the contrary, seems to have stimulated their antagonism.

While we have no quarrel with honest reformers, we find it necessary, to protect our own interests, to make vigorous reply to the false and misleading statements contained in the anti-tobacco propaganda that is being spread throughout the country.

During the war, as you are aware, one of the most patriotic of the activities in behalf of the American doughboys at the front was the supplying of cigars, cigarettes and tobacco to our troops. To that end, in response to the appeal of General Pershing for "smokes" for the boys, which, he said, was as important an essential as food, scores of newspapers throughout the country, many religious bodies, the Young Men's Christian Association, organizations of women, the Red Cross, the Salvation Army, the War Community Service—in fact, every organization identified with war activities, made appeals for tobacco in every form for distribution among our troops. All of these activities were heartily encouraged by the Government. Yet in spite of this universal recognition of tobacco as a war essential next only in importance to food, one of the anti-tobacco leaders stated publicly that "if the White House band had not sold out to the American Tobacco Trust, cigarettes would not have been distributed among the American forces!"

It is, of course, unnecessary for me to attempt to defend the President of the United States, the Secretaries of the Army and Navy, the hundreds of patriotic societies, the thousands of charitable workers, the hundreds of newspapers and magazines, the millions of patriotic citizens that supplied the American troops with tobacco. The glorious achievements of the war and our doughboys themselves, who would have found conditions at the front unbearable without their "smokes," answer this slanderous charge most effectively.

The attacks of the anti-tobacco agitators just now seem to be concentrated mainly against the cigarette, but as before stated, let no one connected with any of the other branches of our industry permit himself to be misled into the belief that the elimination of the cigarette is the only object of these crusades.

We must realize that the "reformers'" assaults upon cigarettes, if successful, will be followed with attacks upon every form of tobacco as well as upon tea, coffee, dancing and other harmless and popular indulgences.

Moreover, as to whether or not the cigarette is the only object of these intolerant reformers is entirely immaterial. The cigarette business is an inseparable branch of the tobacco industry and it is incumbent upon the entire industry and upon each and every branch of it to stand solidly behind every division of the trade. ONE FOR ALL and ALL FOR ONE is the principle that we must all follow when any member of the tobacco family is under fire.

Too much emphasis cannot be laid upon the fact that when any part of our industry is under attack, we must all rally to its support, and that if any element of our great commercial enterprise should be forced to fight for its existence, we must all line up solidly in its defense.

That the industry will act as an inseparable unit in every movement that may be necessary for the preservation or vindication of any branch of it, there can be no question. In fact, what we must guard against is not lack of apathy or a want of activity on the part of the members of our trade, but, on the contrary, against too much activity against uncalled for, unnecessary and ill-advised aggressiveness in defense of our industry.

Thus the lively activities on the part of tobacco men, as well as trade organizations, throughout the country, have recently made it necessary for me to issue an official statement, cautioning the trade against independent, ill-advised and untimely activities, and assuring it that if and when the time shall come for action, this Association will be found fully equipped to handle the situation. I believe it will not be amiss at this point to quote the following paragraphs from the statement referred to:

"It is, of course, highly gratifying to note the intense interest and the passionate desire for aggressive action shown by our trade associations as well as by many of the leading factors in our industry, but I cannot lay too much stress upon the fact that this agitation is not directed against any particular locality or against any particular branch of our industry. It is aimed at the whole TOBACCO INDUSTRY and against every form of tobacco.

"It, therefore, the agitation should ever reach a stage where it might properly be termed a 'fight,' it would mean a 'fight' of the entire industry, and not merely of any one branch of it in any one section of the country. Hence, a situation of this kind can only be properly and effectively dealt with by a NATIONAL ORGANIZATION representing all branches of the industry.

"Therefore, speaking as President of the Tobacco Merchants' Association of the U. S., I must say that while I fully appreciate the spirit which has prompted the activities already displayed, and earnestly solicit the support and co-operation of the entire trade and all its organizations in this, as well as in all our activities, I deem it of supreme importance to issue this caution against independent and ill-advised activities which, although conducted with the best of intentions and aimed at our common object, may nevertheless result in reactionary effects, unless guided by a central body having a well defined policy and a carefully mapped out plan of action to be followed by the entire trade.

"The T. M. A. is not only earnestly inviting advice and suggestions from all interested parties, which needless to say will receive most thoughtful consideration, but I beg to assure the trade and all concerned that when and if the time for aggressive action on the part of our industry shall come, it will act with due promptness, and will not hesitate for a moment to call upon the trade organizations and the trade in general, as well as on every important factor that can be of service in the matter, for the support and co-operation that we know will be cheerfully extended."

Undoubtedly the great majority of the people of this country are opposed to any movement which will further abridge their fundamental rights to enjoy the gifts of nature to mankind. If it is possible to legally restrain the people from the unrestricted use of tobacco, it is possible to deprive them of tea or coffee, regulate the styles of clothes they shall wear, prescribe rules for popular entertainment and recreation and abolish such plays and motion pictures as fail to meet with the requirements of radical antis in every walk of life who oppose everything that does not conform to their own views. The very objects for which this great Republic was founded would, if such legislation were accomplished, be subverted and personal liberty be sacrificed beyond hope of resuscitation!

"Tobacco Cure" Advertisements

The traffic in so-called tobacco cures has become widespread throughout the country and it will be surprising to note that within a period of six months advertisements of such so-called cures have filled about 300,000 lines of space in more than 400 different newspapers.

Of course, if the use of tobacco constitutes an undesirable habit which some people may wish to be cured of, and if there are compounds or remedies that really effect such cures, we could not consistently, and, in fact, would not find fault with the exploitation of such articles. Nor should we be very much concerned over the sale of alleged cures that do not even possess a tendency to cure, but we do object most strenuously to the vilification of our industry, as well as the users of our commodity, and to the false and scandalous statements against the use of tobacco contained in the so-called advertisements.

The main danger in these so-called cures lies not in their attempt to cure tobacco users of the tobacco habit, but in the psychological effect of the extensive advertising and the hundreds of thousands of circulars that they are distributing throughout the country, vilifying the tobacco industry, poisoning the minds of tobacco consumers, and furnishing fuel to the professional anti-tobacco agitators.

The tobacco industry is entitled to be

(*Continued on page* 17.)

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — CORRESPONDENCE SOLICITED

COMPLETE FACILITIES — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

R. B. SEMPLE

LEAF TOBACCO

MARTINSVILLE VIRGINIA, U. S. A.

Cable "Tyack"

Codes { Western Union / Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

LEAF TOBACCO HELD BY MANUFACTURERS AND DEALERS.

Preliminary Report from Department of Commerce, Bureau of the Census.

April 1, 1920 and 1919, January 1, 1920, and October 1, 1919.

WASHINGTON, 2 p. m., May 17.—These statistics represent for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who, on an average, had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the preceding calendar year; (2) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses.

Types.	Pounds of Leaf Tobacco on Hand. April 1. 1920.	April 1. 1919.	Jan. 1, 1920.	Oct. 1, 1919.
Aggregate*	1,590,624,644	1,627,233,876	1,318,131,291	1,263,769,070
Chewing, smoking, snuff and export types: Total	1,179,823,043	1,255,869,264	962,807,355	891,633,932
Burley	328,135,558	333,912,305	227,278,528	229,890,560
Dark District of Kentucky and Tennessee: Total	353,386,528	394,027,730	210,558,048	222,499,314
Dark fired of Clarksville, Hopkinsville and Paducah Districts	206,427,971	219,180,800	118,800,378	141,978,027
Henderson	17,022,520	26,231,923	5,899,336	7,532,309
Green River	65,617,589	74,781,486	44,024,315	40,469,317
One Sucker	64,318,448	73,833,521	41,834,019	32,519,661
Virginia Sun Cured	9,238,472	10,479,696	9,257,839	8,592,415
Virginia Dark	48,530,911	59,590,593	37,714,823	34,221,054
Bright Yellow District of Virginia, North Carolina, South Carolina and Georgia	415,332,199	434,517,068	448,541,704	367,976,734
Maryland	16,849,187	17,317,217	21,256,246	21,570,924
Eastern Ohio Export	8,040,296	5,574,624	7,836,972	6,643,875
All other domestic, including: Perique-Louisiana	309,892	450,031	363,195	239,056
Cigar types: Total	328,724,633	303,565,869	283,303,899	302,972,044
New England, including Connecticut: Total	69,087,417	61,814,954	56,533,208	53,630,636
Broad leaf	27,530,283	24,165,049	22,136,346	24,072,662
Havana seed	33,538,052	31,370,281	26,407,196	23,831,375
Shade grown	8,019,082	6,279,624	7,989,666	5,726,599
New York	3,114,104	3,606,514	2,762,929	2,343,444
Pennsylvania	105,735,946	94,495,845	80,438,720	91,696,358
Ohio	64,602,015	56,281,785	71,549,633	69,304,661
Wisconsin	71,221,213	72,145,234	54,758,041	68,713,252
Georgia and Florida	5,914,210	5,818,344	6,281,275	6,010,057
Porto Rico	8,873,855	9,136,883	10,833,188	11,115,258
All other domestic	1 5,873	266,310	146,905	158,378
Imported types	82,076,968	67,798,743	72,020,037	69,163,094

*Leaf tobacco on hand April 1, 1920, includes 1,144,110,690 pounds, for which the "Marked weight" was reported (i. e., weight at time it was packed or baled), and 446,513,954 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1919, were 1,100,400,406 and 526,833,470 pounds, respectively; for January 1, 1920, 893,125,403 and 425,005,888 pounds, respectively, and for October 1, 1919, 848,556,444 and 415,212,626 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for April 1, 1920, includes 1,437,166,452 pounds of unstemmed, and 153,458,192 pounds of stemmed leaf tobacco.

New Tobacco Factory at Appomattox

APPAMATTOX, Va., May 15.—The Appomattox Tobacco Factory Co. has received from the Lynchburg architects the plans and specifications for the tobacco handling factory proposed to be erected here in time for the handling of tobacco of this year's crop.

The building is to be an up-to-date brick and concrete factory with all of the latest equipment. The main building is to be 100 by 40 feet and will be supplied with steam fixtures. Bids are being invited for the work of erection.

Prizery for Burlington

BURLINGTON, N. C., May 15.—The Burlington Prize House, incorporated with $100,000 capital stock, is to be the name of a new leaf tobacco company that will be a large buyer of the leaf on this and other North Carolina markets the coming season. J. N. Warren, who is at the head of the company, is now building a prizery here.

Paper Box Factory at Hickory

HICKORY, N. C., May 15.—A paper box manufactory is to be listed among Hickory's twentieth century industrial enterprises. C. W. Ballenger, late of Tryon, N. C., is erecting a large building here in which he proposes to install machinery to manufacture paper boxes of all kinds and sizes.

Bank for Tobacco and Cotton Growers

TARBORO, N. C., May 15.—Business men of this city have incorporated the Bank of Leggett, with authorized capital stock placed at $50,000. The organization will be perfected in a few days for the opening of a State bank at Leggett, in Edgecombe County. The bank will be for the special accommodation of the cotton and tobacco planters of that section of the county.

Another Bank for Prosperous Farmers

WINSTON-SALEM, N. C., May 15.—Forsyth County will soon have another country bank for the convenience of the farming community. The bank of Rural Hall, chartered a few weeks ago at Rural Hall, a village on the Southern Railway and the center of a rich farming community, will open its doors for business about the first of June.

USE RAFFIA

SAVE TIME AND MONEY

Prices on Request

THOMAS B. MEEHAN CO.

Direct Importers of Raffia

Dresher, Pa.

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

The officers elected by the stockholders at their meeting a few days ago are: E. J. Kiser, president; W. E. Stauber, vice-president, and Hardy A. Carroll, cashier.

Concrete Steamer Launched

NEW BERN, N. C., May 17.—Named in memory of Major Archibald W. Butt, the young Georgian army officer who was aide to Presidents Roosevelt and Taft and who lost his life in the *Titanic* disaster, the concrete passenger-carrying steamer *Major Archibald Butt* is being put in shape here for service in the transportation division of the War Department. The vessel was launched recently at the Newport Shipbuilding Corporation's plant here and was christened with champagne by Mrs. T. F. Hines, wife of Brigadier-General Hines.

Thousand Tons of Tobacco for Sweden

CHARLESTON, S. C., May 14.—Charleston's list of exports this month will include tobacco for the first time in the memory of shipping men. The steamship *Edgewood* arrived here on May 5 from Tampa and proceeded to the port terminal where 1,000 tons of leaf tobacco were loaded for shipment to Sweden.

This tobacco was handled in Charleston by the Carolina Co. for a Swedish syndicate representing the Aktiebolaget Svenska Tobaksmonopole, which has a monopoly of the tobacco business in Sweden.

The tobacco was brought here from Kentucky, West Virginia and North Carolina. The first shipment of several hundred hogsheads arrived some months ago, since which time it was stored awaiting transportation. About 1,200 hogsheads were loaded on the *Edgewood*.

An official of the Carolina Co. is quoted by the *News-Courier* as saying that no further shipments of tobacco were in sight, but that the company hoped to make arrangements to handle additional business of this nature through this port. It is the effort of the company, he said, to diversify the commerce of Charleston as much as possible.

Before coming here, the *Edgewood* loaded nearly 5,000 tons of phosphate rock at Tampa, and, in addition to the tobacco shipment, 800 bales of cotton were taken on board here. The cargo will be discharged at Helsingfors and Limhamn.

An Appreciated Special

The notably important development of the tobacco industry in South Georgia is featured by the *Southern Tobacco Journal*. Having a two-color cover, the handsome edition devoted specially to South Georgia comprises 56 pages. And it contains information very interesting to the trade.

Col. G. E. Webb, the editor of the *Journal*, may be regarded as qualified indeed to write informatively and entertainingly concerning the growth of the tobacco business in the South. When he tells of the fertile soils and ideal climate of the wire grass country, when he declares that "tobacco is the coming money crop of South Georgia," and when he says that "it is a cause for surprise that South Georgia so long escaped detection as an ideal tobacco producing section," people "sit up and take notice."

To be appreciated by "home folks," perhaps, is the greatest praise. What Tifton and Tift County business men think of the special South Georgia number of the *Southern Tobacco Journal* is well shown by liberal advertising.

Financial Statement of McAndrews & Forbes Co.

Balance sheet of the MacAndrews & Forbes Co., as of December 31, 1919, compares as follows:

ASSETS

	1919	1918	1917	1916
Prop account*	$5,310,680	$5,275,781	$4,997,629	$4,670,960
Inventory	6,266,209	5,450,714	5,006,307	4,220,366
Investments	1,149,232	1,331,393	569,506	313,734
Cash	655,281	818,392	382,536	998,116
Bills and accounts receivable	1,001,038	457,596	782,373	452,551
Total	$14,382,440	$13,333,876	$11,738,351	$10,655,727

LIABILITIES

Preferred stock	$2,815,600	$2,815,600	$2,815,600	$2,815,600
Common stock	5,000,000	4,000,000	4,000,000	4,000,000
Bills and accounts payable	584,794	1,466,075	594,301	425,809
Taxes, depreciable reserves, etc.	2,416,664	1,619,371	1,463,042	1,316,749
Dividends	367,234	242,234	202,234	242,236
Sundry account	.....	596,427	576,975	228,074
Surplus	3,198,148	2,594,169	2,086,199	1,627,259
Total	$14,382,440	$13,333,876	$11,738,351	$10 655.727

*Includes real estate, machinery, trade marks, brands, good will, etc.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

C. N. Kan, President — Y. K. Kan, Vice-President

NY

Cable: "Nanyang" Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO 680 FIFTH AVENUE NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON

Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

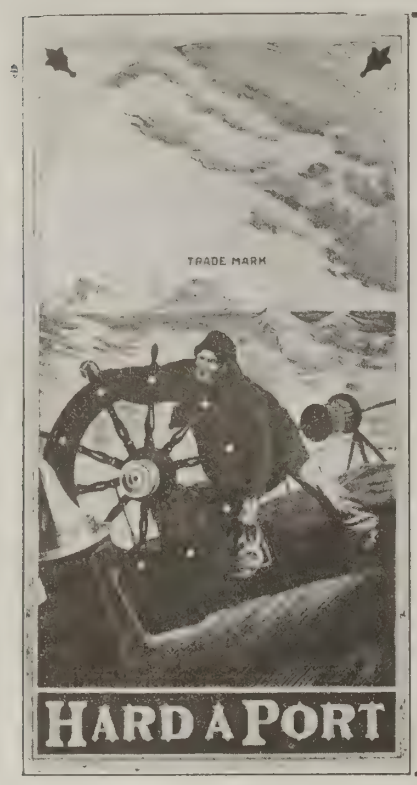
We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate o. Insurance.

FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio



MACLIN-ZIMMER-McGILL
TOBACCO CO.

Established 1818 Incorporated 1914

Manufacturers of

PLUG, TWIST,
CUT PLUG,
BIRD'S EYE

FOR

EXPORT

ALSO

CIGARETTES FOR EXPORT

A large variety of brands
also
Trumps Cigarettes

Correspondence solicited from export houses.

Petersburg, Virginia, U. S. A.

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

J.W.GRAVELY'S
DOUBLE EAGLE

Sparrow & Gravely Tobacco Co.

TOBACCO MANUFACTURERS

Manufacturers of

Plugs, Twists and Smoking Tobaccos

Correspondence Solicited
Export and Domestic

Martinsville, Virginia, U. S. A.

Cable Address—Tansy
Phone—Broad 1915
A B C, 5th Edition
Arnolds & West. Union Codes

TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.

90 Wall Street, New York

Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador

CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, **Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut.** Also imported tobaccos, such as **Brazil, Domingo, Colombian, Mexican, Chinese, etc.**
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Slow Freight and Shortage in San Francisco

Cigar Factories May Have to Shut Down If Tobacco, Long on the Road, Does Not Arrive Soon—Goods That Jobbers Get "Occasionally" Come by Express — Business Suffers Greatly Because of Railroad Delays—Harry Green & Co. Report an Urgent Demand for Manilas—"Cleaned Out" of Cagayan Tobacco—Judell and Bercovich Were Full-Fledged Shriners on Their Return from Fresno—H. H. Manley on the Pacific Coast Pushing Sales for the American Cigar Co.

San Francisco, May 11.—Many stocks are getting low on account of the poor condition of railroad transportation. Nearly everything that gets here now comes by express. Occasionally a freight shipment arrives that has been long on the road, perhaps tied up in some freight yard for two months or more. Local jobbers say that they are getting their bills delivered to them very much more promptly than they are the goods. This matter of paying for goods before they are received and frequently a month or more before their receipt and then selling them on 30 days' time and frequently extending it to 45 days is getting on their nerves and one of the most important subjects which will be discussed at the meeting of the Tobacco Conference which meets in Sacramento on the 15th, will be the matter of shortening up on the terms of credit. Final action may not be taken at this time, but there is a very strong sentiment for limiting all cash sales to 10 days, and something along this line is bound to come in the very near future, even if not accomplished at the coming meeting. A special train for the jobbers of the bay region, including San Jose is expected to take a large number to the meeting, although quite a few will drive up in their machines.

Charles Knubel, known to the trade as "Charles the Great" from one of the cigars he sells is rusticating on his ranch near Chowchilla, looking after his big fruit crop, which should net him a goodly sum this year of high fruit prices.

The freight situation is liable to affect the local cigar makers before long as certain brands of leaf is getting scarce. Frankel, Gerdts & Co., have had a large shipment of wrapper leaf used in the El Camino cigar, on the way here for a long time, and their supply on hand is getting very low. It is also said that some other cigar makers are very short of certain varieties and descriptions of leaf, and may have to abandon some of their brands until a new supply arrives.

Harry Green of Harry Green & Co., Inc., says that cigars are arriving in large quantities from Manila for direct shipment to his customers, but that he is not accumulating a stock. As soon as he receives some direct the demand cleans him out at once. While as far as leaf tobacco is concerned he is entirely cleaned out of that also.

N. H. Green, vice-president of the Harry Green Co., Inc., is on his way east and when last heard from was in Kansas City whence he sent in some very satisfactory orders. Max Crow, who travels for the house is in the northwest and will work his way as far east as Chicago, and return home by way of New Orleans and Texas.

H. L. Judell has returned from the encampment of the Grand Army at Santa Barbara, where he was elected delegate to the National encampment this fall in the east.

Emil Judell of the same company has returned from Fresno where he was recently initiated in the Mystic Shrine. Harry Bercovich also walked through these same "burning sands."

H. H. Manley of the American Cigar Co., is a visitor to the Coast. He will spend some time with the Judell salesmen visiting the trade in the interest of the Hoffman House, Chancellor and Valencia cigars.

R. Riley, formerly of Third and Mission streets has leased the corner at Market and Drumm streets and will install a cigar stand there.

C. W. McCormack writes from New York that he is getting out goods for customers on the Coast and that he expects to be "in our midst" again in a short time.

William Bercovich, who started for the east last week, stated before he left that he was going direct to New York. Mr. Bercovich will spend several months in the east looking over the situation and getting more goods for his company.

Milton Heinemann of Heinemann Bros., Baltimore, was a visitor to San Francisco last week.

J. M. Joseph, one of the old time dealers, whose stand was at Front and Pine streets, has finally had to give up his stand. His lease expired on May 1, and workmen started to rebuild the building. Joseph staid at the old stand as long as the workmen left the wall about him, but he has finally had to give up and is now seeking a new location.

Glazier Bros., wholesale jobbers of San Francisco and Fresno, have bought out the retail store of Sweeney & Necklausen, proprietors of the Wunder on Main street near Church in Visalia for a consideration of $29,000. Sweeney & Necklausen had one of the oldest stores in Visalia.

Hoffman & Son, who have had a stand at the corner of Polk and California streets, have taken over the former saloon back of them and are remodeling it for their own use.

Sam Friedman, cigar dealer at the corner of Mission and Second streets, is enlarging his place of business, and during the changes has decided to close his store.

J. A. Hatter, who has conducted a stand at 225 Powell street, has sold his place of business to Max Rothchild.

Dan Dwyer, secretary of the Retail Cigar Dealers' Association, has completed the change in his cigar store which he started some time ago by taking over the saloon in back of his stand. He has put in a fine show window and the mahogany fittings of the place give it a wonderful appearance.

A. H. Wagner, whose cigar stand is in the Russ building, is all "smoked up" over the recent arrival of a future partner in the cigar business. The boy was born a couple of weeks ago and is already showing considerable "pep."

Sidney Goldberg, the Palo manufacturer, was in Los Angeles last week, where he met E. J. Stoltz, the Palo representative in this territory. Later Mr. Goldberg visited San Francisco.

Playing cards were marked up this week from 50 cents to a dollar a dozen, and minor advances are stated to have taken place in other goods handled by the cigar merchant.

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers Risks Covered Throughout U. S.

FIRE - MARINE - BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY NEW YORK, N. Y., U. S. A.

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

KENTUCKY TOBACCO MARKETS

LOUISVILLE, May 14.—The Tobacco Board of Trade reports "sales for the week and year," to date, as follows:

Warehouses.	Week. Auction sales.	Week. Private sales.	Week. Total for week.	Year. Jan. 1, to date.
Turner	...	...	...	2,714
Kentuckky	22	3	25	7,259
Main Street	17	...	17	5,010
Planters-Farmers	87	7	94	5,909
Tenth Street	31	...	31	4,526
Louisville	60	2	62	5,459
Totals	217	12	229	30.877
Year 1919	...	...	287	33,907
Year 1918	...	...	486	42,182
Year 1917	...	...	209	33,856

CLASSIFICATIONS OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	49	138	187
Dark	2	40	42
	51	178	229

CLASSIFICATIONS OF SALES JAN. 1 TO DATE.

	Old Crops.	1919 Crop.	Total.
Burley	5,752	23,940	29,692
Dark	251	934	1,185
	6,003	24,874	30,877

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	30,958	39,535	31,221
Dark	2,949	2,647	2,635
	33,907	42,182	33,856

COMPARISONS WITH PREVIOUS YEARS.

	1920.	1919.	1918.
Sales—			
Total sales of new crop to date	28,115	35,933	45,452
Sales of new crop to date. Original inspection	23,158	30,974	41,463
Rejections—			
Rejections this week:			
Burley	49	....	....
Dark	13	....	....
Total	62	76	136
Percentage of rejections to auction sales:			
Burley	28	....	....
Dark	33	....	....
Total	29	32	30
Rejections Jan. 1 to date:			
Burley	7,590	....	....
Dark	249	....	....
Total	7,839	5,994	4,604
Receipts—			
Receipts this week	198	301	347
Receipts, Jan. 1 to date	22,959	29,005	37,282

Louisville Official Quotations

BURLEY.

	Dark Red.	Bright Red.	Colory.	Manufacturing.
Trash (green or mix)	5 to 7	to 8	10 to 12	6 to 7
Trash (sound)	8 to 10	10 to 12	12 to 15	7 to 8
Common Lugs	10 to 13	12 to 15	15 to 18	7½ to 8
Medium Lugs	14 to 18	15 to 18	20 to 25	8 to 9½
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common Leaf	15 to 18	20 to 22	24 to 28	9½ to 12½
Medium Leaf	22 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

Unsold Tobacco at Owensboro Estimated to Be About 500,000 Pounds.

OWENSBORO, Ky., May 15.—Commenting on conditions here during the past week, the Kentucky & Virginia Leaf Tobacco Co. says: "Total sales this week 311,025 pounds. Three loose leaf houses have now closed for the season, leaving four houses open to sell balance of the crop estimated at 500,000 pounds.

"Offerings common, condition bad, with prices unchanged."

Statistics of sales to date, and current quotations are reported as follows:

	Pounds.	Average.
Sales of pryor tobacco this week week	304,780	$10.12
Previously reported	29,740,050	15.30
Total sales of prior tobacco to date	30,044,830	15.21
Sales of burley tobacco this week	6,245	9.47
Previously reported	2,157,440	24.30
Total sales of burley tobacco to date	2,163,685	24.26

QUOTATIONS.

Green Rivers.

	Leaf.	Lugs.	Trash.
Dark	10c to 30c	9c to 18c	4c to 12c
Brown	13 to 35	12 to 20	7 to 14
Red	18 to 40	15 to 25	14 to 20
Colory selections	40 to 61	25 to 35	20 to 31
ONE SUCKER.			
Dark	8½ to 23c	8c to 10c	4c to 8c
Brown	10 to 25	9 to 12	7 to 10
Red	14 to 35	11 to 20	12 to 16
BURLEY.			
Dark to Green	7c to 12c	6c to 10c	4c to 8c
Dark red	10 to 20	9 to 16	8 to 12
Clear red	20 to 50	20 to 40	12 to 20
Bright	50 to 80	40 to 60	20 to 60
Selections	80 to 1.05	60 to 90	60 to 80

Cameron Tobacco Company

Richmond, Virginia

Manufacturers of

High Class Smoking Mixtures

"OUR LEADERS"

Eutopia--Jefferson--Kiltie Mixtures

PRIVATE BRANDS

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable: Austin, Greeneville Codes { Arnolds No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

FRIES & FRIES

Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
CINCINNATI, OHIO

NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. Code: Arnold's No. 5 and 15.
A. B. C. 4th and 5th Edition. Western Union.

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md.

NATIONAL TRADE ORGANIZATIONS

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. — TMA

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CHARLES J. EISENLOHR, President.
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GEORGE H. HUMMEL, Vice-President. — LEON SCHINASI, Vice-President.
JESSE A. BLOCH, Vice-President. — ASA LEMLEIN, Treasurer.
CHARLES DUSHKIND, Sec. and Counsel, 5 Beekman St., New York.

NATIONAL CIGAR LEAF TOBACCO ASSOCIATION.
I. H. WEAVER, Lancaster, Pa., President. — JEROME WALLER, New York, Treasurer.
GEO. W. BERGER, Cincinnati, Vice-President. — MILTON H. RANCK, Lancaster, Pa., Secretary.
ANNUAL CONVENTION, HOTEL MIAMI, DAYTON, OHIO, MAY 24-25.

TOBACCO ASSOCIATION OF THE UNITED STATES.
T. M. CARRINGTON, Richmond, Va., President. — W. T. CLARK, Wilson, N. C., 2d Vice-President.
H. E. SPELLMAN, Huntington, W. Va., 1 V.-P. — W. T. REED, Richmond, Va., 3d Vice-President.
G. E. WEBB, Winston-Salem, N. C., Sec.-Treas.
ANNUAL CONVENTION, ATLANTIC CITY, ST. CHARLES HOTEL, JUNE 17-18.

TOBACCO SALESMEN'S ASSOCIATION OF AMERICA.
HERMAN GOLDWATER, President. — LEO REIDERS, 200 West 118th St., New York City, Financial Secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th St., New York.
WILLIAM M. SAM, 1st Vice-President.
ALBERT FREEMAN, 2nd Vice-President.
JOSEPH FREEMAN, Treasurer.
JOS. D. GANS, Recording Secretary.

TOBACCO SALESMEN'S ASSOCIATION OF AMERICA (BOSTON BRANCH).
WM. F. O'BRIEN, Pres. — FRANK E. KELLEY, Treasurer.
I. A. DOUCET, Secretary, 586 E. 6th St., South Boston, Mass.

CONNECTICUT LEAF TOBACCO ASSOCIATION.
F. B. GRIFFIN, Hartford, President. — J. J. CONNOR, Hartford, Secretary.
A. A. OLDS, Hartford, Treasurer.

NEW ENGLAND TOBACCO GROWERS' ASSOCIATION.
JOHN B. STEWART, Pres. — W. K. ACKLEY, East Hartford, Ct., Secretary.
F. L. WHITMORE, Sunderland, Mass., V.-Pres. — H. W. CASE, Tariffville, Ct., Treasurer.

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA.
FRED. HIRSCHHORN, New York, President. — J. B. WERTHEIM, New York, Treasurer.
CHARLES J. EISENLOHR, Philadelphia, Vice-President. — S. K. LICHTENSTEIN, 40 Exchange Pl., New York, Secretary.

INDEPENDENT TOBACCO MANUFACTURERS' ASSOCIATION.
J. A. BLOCH, Wheeling, W. Va., President. — RAWLINS D. BEST, Covington, Ky., Secretary-Treasurer.
W. F. AXTON, Louisville, Ky., Vice-President.

NEW YORK TRADE ORGANIZATIONS

CIGAR MANUFACTURERS' BOARD OF TRADE, INC.
ARTHUR WERNER, Secretary. Office, 51 Chambers St., N. Y.

GREATER NEW YORK CIGAR MANUFACTURERS' ASSOCIATION.
MAX MILLER, Secretary and Attorney, 135 Broadway, New York.

INDEPENDENT RETAIL TOBACCONISTS' ASSOCIATION.
Louis Fresco ..... President
Joseph Winnick, 909 Jackson Ave., Bronx, N. Y. ..... Secretary
Meeting 2d and 4th Thursday of each month at Terrace Garden, 145 East 58th St., New York.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American) }

DIRECT IMPORTERS OF TURKISH TOBACCO

1605-1607 Sansom Street PHILADELPHIA, PA.

Report of Leaf Tobacco Committee

(*Continued from page 9*)

tising. There being no more business before the committee it adjourned.

Resolutions Adopted by the Leaf Tobacco Committee

I.

WHEREAS, The Bureau of Markets of the Agricultural Department is desirous of establishing a standardization of types and grades of tobacco grown in this country in such a way as will forward the best interests of the tobacco business, and

WHEREAS, Representatives of the Bureau have asked for the cooperation and advice of the tobacco trade, now therefore

Resolved, That the Tobacco Merchants Association recommends to the various leaf tobacco organizations of the country and to all others who may be interested in this matter that they communicate to the Bureau of Markets their views upon the best methods of achieving the desired object.

II.

WHEREAS, The 15 per cent wrapper clause of the present tariff law covering tobacco has been the occasion of endless annoyance and trouble in the trade and constitutes an open door to fraud,

Resolved, That the Tobacco Merchants Association expresses hereby its firm adherence to the belief that the wrapper contents of a bale necessary to fix its identity as a 100 per cent wrapper bale be increased from 15 per cent to 50 per cent.

III.

WHEREAS, The present method of assessing duties based on the dockweight of tobacco is unfair and burdensome to the importer, causing him to pay duty upon a weight actually in excess of the merchantable weight of the tobacco and constituting a hindrance to proper merchandising methods,

Resolved, That the Tobacco Merchants Association hereby goes on record as favoring the substitution of the Canadian system of ascertained dutiable weights as being fair and equable to the government, the importer and the buyer alike, and we recommend that this Association take the proper steps to bring these views to the attention of the proper governmental departments.

IV.

WHEREAS, Under the system now pursued the tobacco industry of the United States is handicapped in its efforts to extend its import and export business, and

WHEREAS, The establishment of free zones at various ports of the United States would tend to facilitate the building up of the import and export tobacco business of this country, furnishing employment to American labor and placing the American tobacco industry upon an equal footing with the tobacco industry of those foreign countries which now maintain free zones.

Be It Resolved, That the Tobacco Merchants Association records its approval of the measures introduced into Congress providing for free zones in this country and that the officials of this association be hereby instructed to use their best efforts in their behalf.

V.

WHEREAS, The cable and mail communication between the United States and Porto Rico is extremely unreliable, irregular and unsatisfactory, causing considerable loss and annoyance to firms handling Porto Rico tobacco,

Resolved, That the president of this Association be requested to appoint a committee of three whose duties it shall be to take up with the cable companies and with the Postoffice Department of the United States these matters, to the end that satisfactory and prompt communication between Porto Rico and the United States be provided.

VI.

Resolved, That the thanks of the Leaf Tobacco Committee and of the entire Association be extended to President Charles J. Eisenlohr, of this Association, for the able and masterly discussion of the tobacco trade's problems embraced in his annual address.

Resolved, Further that copies of this address be mailed to all members of the Association who were not present at this convention and to such other persons, firms or organizations as the secretary of the Association may deem advisable.

VII.

It is the opinion of this committee that a board of censorship should be appointed to pass on advertising of the tobacco industry to the end that all references, either directly or by innuendo to the alleged harmful effects of tobacco be eliminated, as such advertising gives to the prohibitionists of tobacco their strongest argument, Therefore

Resolved, That a board of censorship be appointed to pass on advertising of the tobacco industry, which committee shall have power to eliminate any and all references to the alleged injurious effects of tobacco, said board consisting of men from all branches of the industry.

After the report had been adopted an inquiry came from an Ohio delegate. Further information was desired concerning free zones. In response, at the request of the Chair, Mr. Hoyle gave an excellent explanation of the advantages and purposes of the proposed free zone systems.

Carl Avery Werner, of the *Tobacco Leaf*, secretary of the cigar manufacturers committee, read a report which was adopted without debate or opposition. (Because of the rush incident in getting a delayed issue to press, this report, although a very interesting one, had to be omitted until next week.

C. Fred Crosby, of the *Tobacco Record*, secretary of the tobacco manufacturers committee, read a report which obtained immediate adoption. (This report will be printed next week.)

A. L. Cuesta, of the Cuesta-Rey Co., speaking for the Tampa cigar manufacturers Association, explained the circumstances of the present strike, the climax of a series of harassments, and said "To maintain peace, to continue operating, we went so far as we possibly could. Now we are determined not to yield. We are standing with our backs against the wall, resolved to win out or BUST."

Senator Perez, responding for Cuba, reiterated the pledge previously made. And happily he alluded to Cuba as the cradle of the tobacco industry, assuring the T. M. A. always of a warm welcome in Havana.

Jack Guedalia, of Guedalia & Co., apropos of anti-tobacco propaganda, read a letter from his 18-year-old son, Julian, a freshman in Columbia university. In the letter was copious advice relative to a possible debate with opponents of tobacco. The reading of the instructions of son to father evoked a gale of laughter.

C. R. Richardson again spoke briefly but eloquently in behalf of the tobacco men of Canada.

In a motion made by Col. Gailbraith and seconded by Leo Michaels, of Schinasi Bros., was paid a high and deserved compliment to Preston Herbert, chief of the Tobacco Division in the Q. M. Department during the war, "for extraordinarily efficient service" in assisting to supply our boys in France, Belgium and Italy with tobacco.

Near the last but not least was the proposal to extend a rising vote of thanks to Charles Dushkind, the devoted, able, indefatigible, resourceful secretary of the T. M. A., whose good work helped so materially in making the convention such a tremendous success. In proposing the vote, Asa Lemlein, of the E. H. Gato Cigar Co., expressed the sentiments of the meeting with unusual eloquence. President Eisenlohr, in declaring the vote carried unanimously, said that Secretary Dushkind's knowledge and zeal could not be too highly praised.

Relative to Employing Salesmen

The following resolution, proposed by the delegates representing the Tobacco Salesmen's Association of America, Inc.,

(*Continued on page 34*)

Manila Cigars Are Money Makers
Manila Cigars Please The Masses
Jobbers Get Your Share of The Profits

OBSERVA

——OUR SPECIAL BRAND——

Manila Cigars—Various Brands and Sizes

Including Some Particularly Choice Goods

Jobbers Trade Solicited

A Complete line of 10 cent and up, DOMESTIC CIGARS will be ready about May 15

NATHAN GARTEN

Importer and Jobber

312-314 Lafayette St. New York City

When in the city call and see our new building.

Henderson Tobacco Company

DEALERS IN LEAF TOBACCO

HETOCO TRADE MARK

Correspondence Solicited.
Samples on Application.

LEXINGTON, KY.

Cable address: "Phelon"

J. S. PHELON & CO.

Leaf Tobacco Brokers

Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Owensboro, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition

J. W. RUDOLPH & BRO.

Brokers and Exporters Fired and Air Cured Tobacco

MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.

Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

B. O. BURR & CO.

LEAF TOBACCO DEALERS

All Grades one sucker Tobacco

Samples Submitted. *Correspondence Solicited.*

BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.
Louisville Ky., U. S. A.

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

FIFTH AVENUE

A Union Made Cigarette of Quality.
Mouthpiece Plain or Cork.

EST. of I. B. KRINSKY
135 Grand Street
NEW YORK
Samples Submitted to Jobbers.

Paducah Market Report

PADUCAH, Ky., May 14.—The weather during the past week has been more favorable for the movement of loose tobacco, and deliveries have been rather heavy. Sales on the loose floors and through the chute markets have kept up well throughout the week. There is very little change to quote in prices. Tobacco out of condition and very low and common grades of leaf have shown some weakness, otherwise the market is unchanged.

Most of the large buying interests have their men riding in the country and buying has been free, farmers showing more anxiety to sell than heretofore.

The weather is cold today and tobacco is drying rapidly. This no doubt will check the movement somewhat until the weather turns warmer so tobacco can be moved without being damaged from breaking.

It is estimated that about 40 per cent of the crop in this district has been sold and the greater part of it delivered, and no doubt with favorable weather conditions there will be a continuous movement until the crop has been marketed.

Continued wet weather held farming operations back and farmers are further behind with planting than ever before. Not more than one third of the corn crop has been planted and very little tobacco land has been gotten ready. Plants are getting large enough to set out and farmers unprepared to take care of them. A week or ten days good dry weather will enable them to prepare for planting and a fair sized crop will be set, although labor is hard to secure and wages very high. Conditions today are very unfavorable for this year's planting and no doubt the acreage will be curtailed very materially.—W. B. KENNEDY.

Tobacco Growers' Association Chartered

SPRINGFIELD, Tenn., May 14.—Articles of incorporation were filed at Elkton, Ky., Saturday a week ago, and have been recorded there and sent to the secretary of state of Kentucky at Frankfort for the Tobacco Growers' Association. The general meeting of representatives from the various counties of the black patch will be held in Guthrie, Ky., to perfect the preliminary organization. As soon as this is completed the contracts will be sent to the various counties for the signature of the farmers.

At first it was thought the association would be incorporated in Tennessee, but after consultation here between Tennessee lawyers and Judge J. E. Robbins of Mayfield, Ky., it was decided that the Kentucky laws were more suitable for the incorporation of the association.

F. G. Ewing of Cedar Hill has been traveling over the black patch for the past two months ascertaining the sentiment of the growers, and it was not until he ha dcompleted this canvass that it was decided to procure the charter. It is probable the growers' contracts will be printed and ready for circulation at the first meeting. Many of the growers have been impatient at the apparent slowness with which the organization has proceeded, but it was thought best to carefully go over the situation before organizing.

Two Stores More for Hickey Bros.

Hickey Bros. have closed a deal whereby they will obtain two of the most desirable locations in Rock Island and Davenport for new cigar and tobacco stands. They signed a ten-year lease last week for the tobacco privileges in Schlegel's Rexall drug stores at Third and Brady streets, Davenport, Iowa, and Second avenue and Seventeenth street, Rock Island, Ill. Each site is in the heart of the business sections in the respective cities.

Mahogany fixtures will be installed at both places and the full line of Hickey's cigars and tobacco will be handled at each store. Hire's root beer will also be dispensed at both places. It is planned to make the two new stores among the most attractive of their kind in the tri-cities. The Davenport location will be taken over June 1 and the Rock Island store will be ready for business with the opening of the Schlegel Rexall drug store about June 15.

Hickey Bros. observed the nineteenth anniversary of establishing their first cigar store in April. They plan to make the twentieth year the greatest in the history of the business. The two leases today are forerunners of several more transactions which will probably materialize before next January.

"Stores of the Hickey chain are considered among leaders of their kind in America. The Hickey success has been phenomenal," says the *Times*.

V. H. Dowlen & Co.

Leaf Tobacco Brokers
Dealers and Exporters

Home Office
SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee
Fired and Burley Leaf
Wrappers, Spinners, Fillers
and
Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY ESTAB. 1907 LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS
THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.
Phone Morningside 6204

GROSVENOR NICHOLAS & CO.

INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

60 Broad St., New York

Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

Price list upon application

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

"THEY LEAD THE LEADERS"

GRAHAM-COURTNEY

MILD HAVANA BLEND

26 SIZES

Acker, Merrall & Condit Company

NEW YORK

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars.

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

SHIPMENTS FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

To London, 112 cs. cigars, 5 cs. cut tobacco. To Liverpool, 8 cs. cigars. To Gibraltar, 23 cs. cut tobacco, 8 cs. cigarettes. To Lisbon, 4 cs. cigars. To Warsaw, 3 cs. cigars. To Buenos Ayres, 21 cs. cigars. To Punta Arenas, 2 cs. cigars.

CIGARS FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Cases
Duncan & Moorehead	2
G. W. Sheldon & Co	3
B. Wasserman Co	7
Walker & McLaughlin	4
Acker, Merrall & Condit Co	17
G. W. Faber, Inc	19
United Cigar Stores Co	30
W. B. Grace & Co	1
Turner, Halsey & Co	1

LEAF TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Bales
Kaiser & Co	75
Stern, Mendelsohn Co., Inc	164
Starlight Bros., Inc	59
M. Schwartz	107

UNSTEMMED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Bales
Maurice Winter & Co	15
F. D. Grave	75
F. Miranda & Co	100
E. Ellinger	19

STEMMED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Barrels
Maurice Winter & Co	28
S. Rossin & Sons	58
S. L. Goldberg Son	25
J. Sutter & Sons	56

STRIPPED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Barrels
B. Rosenbluth	50
S. Rossin & Sons	25
J. J. McCormick	20
E. Ellinger	25

STRIPPED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Packs
S. Ruppin, Inc	126
J. Bernheim & Sons	396
Waitt & Bond, Inc	157
Nussbaum & Bower	5

FILLER TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Barrels
T. D. Downing & Co	26
Consolidated Cigar Co	115
Leschke & Fletcher	50
I. Kaffenburgh & Sons	73
Greenhall Bros.	30
W. K. Gresh & Sons	50
E. Toojaro	2
H. Sommer	41
Nussbaum & Bower	5
Kaiser & Boasberg	147

LEAF TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Packs
F. Miranda & Co	39
J. H. Goetze & Co	29
E. Ellinger	38
Krauss & Co., Inc	80

SCRAP TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Packs
Maurice Winter & Co	50
S. L. Goldberg Sons	50
J. Sutter & Sons	33
F. Miranda & Co	9

SCRAP TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. May 12.

Consignees:

New York—	Barrels
Hinsdale, Smith & Co	10
Fitzpatrick & Draper	19

CIGARS FROM PORTO RICO.

Per S. S. Coamo. Arrived May 12.

Consignees:

New York—	Cases
United Cigar Stores Co. (Class A)	12
United Cigar Stores Co	12
Porto Rico Express Co	5
Porto Rico Amer. Tob. Co	26
Total	55

Exports of Tobacco from Cuba

In 1918 and 1919 the production and exportation of tobacco in Cuba were as follows: In 1918 the total production was 508,989 bales (125,122 bales more than in 1917); 147,882 bales were of Vuelta Abajo; 27,865 Semi-Vuelta; 84,590 from Partido; 281 from Matanzas; 238,885 from Remedios; 3,714 from Camaguey; and 5,772 from Oriente. The exportation of tobacco for 1918 through the port of Havana was 280,097 bales, weighing 11,753,245 kilos.

In the period from January to September, 1919, the production amounted to 434,932 bales, of which 210,226 were of Vuelta Abajo; 21,196 bales of Semi-Vuelta; 36,147 from Partido; 62 from Matanzas; 163,661 from Remedios; 1,582 from Camaguey; and 2,058 from Oriente. During the same period 253,417 bales, weighing 10,983,733 kilos, were exported through the port of Havana.—*The Cuban Review.*

QUICK SALES

MADE BY

LIVE DEALERS

Our humidors obtain the appreciation of smokers who buy good cigars by the box.

We can suit the most exacting customers.

Write for catalogue and price list.

THE MUNDLER CORPORATION

318 East 75th Street
NEW YORK
Tel. Rhinelander 2090

HUMIDORS AND SMOKERS' STANDS

Eisenlohr's Address

(*Continued from page 7.*)

protected from the false, fraudulent and scandalous statements that are being spread broadcast throughout the United States, attacking not only the tobacco industry, but slandering and vilifying the millions of tobacco users in a most shameful fashion.

Not speaking of the injury to the tobacco industry, which is spending millions of dollars yearly in legitimate advertising in newspapers throughout the country, surely fairness to the public requires that newspapers refrain from publishing advertisements containing scandalous and vilifying statements against a legitimate commodity, recognized throughout the world as a solace and comfort to its users. Yet it is amazing to see in some of the papers, on one and the same page, a display advertisement of a brand of tobacco followed by an advertisement of what purports to be a tobacco cure, printed in the disguised form of a news item or other form of reading matter, in which almost every ailment known to mankind is ascribed to the use of tobacco in any form.

Clearly, we have a right to protest against such inconsistency. If the use of our commodity is in fact injurious, if the evils or any of them charged against tobacco in some of the "cure" advertisements are really attributable to tobacco, all advertisements of tobacco should be barred by the newspapers. If, on the other hand, tobacco, as is universally recognized, is a legitimate and harmless and, in fact, beneficial article, then these newspapers should carefully scrutinize such cure advertisements and reject those that are false and deceptive and which scandalize our product and the millions of its users.

Our Own Advertisements Should Be Beyond Criticism

In passing the "Cure" advertisement topic, I cannot refrain from expressing my views as regards the methods of advertising our own products. It is not my purpose even to suggest the character, style, class or type of advertising that tobacco advertisers should follow. But, without intending to be presumptuous, I desire to impress upon our advertisers the importance of eliminating from their advertisements such features as may be susceptible to public criticism, as well as those which are likely to furnish material and ammunition to the anti-tobacco propagandist.

As we are spending vast sums of money for advertisements in order to popularize and build up popular *good will* for our own products, we must not overlook the fact that each of us constitutes an integral part of the whole industry, and that anything that may have a tendency to place our commodity in a questionable light or to create an unfavorable public opinion, or to undermine the popularity of the use of tobacco in any form, must ultimately react upon each and every one of us.

I believe, therefore, that too much emphasis cannot be laid upon the necessity of exercising the greatest care in framing our advertisements, so as to include nothing that may be subject to criticism and to exclude everything that may prejudice the public against the use of any particular brand or form of tobacco.

In this connection, let me quote from a statement that appeared in one of the publications of the anti-tobacco forces called *The No-Tobacco Journal* (February, 1920, issue), entitled:

"Their Own Testimony Condemns Them"

"Anyone who doubts the truth of the charges made by opponents of tobacco against the 'weed' has only to read the advertisements of the various brands of cigars and other forms of tobacco to find confirmation of the principal charges made.

"For example, when one tobacco advertisement reads, 'Does not upset your stomach,' the statement is a confession that other brands of tobacco do upset the stomach and that the fact is well known to consumers as well as to the manufacturer.

"And when still another manufacturer claims for his particular brand that it 'will not injure the heart' he avers by clear inference that other brands do injure the heart.

"And when another gives prominence to the assertion, 'Smoke as many as you like, they will not hurt you,' he notifies the public that other brands of cigarettes are harmful."

It is my opinion that advertisements containing features of that character are distinctly harmful to our industry. In our zeal for increasing our own business by every proper and legitimate means at our command, we must scrupulously refrain from doing anything that may react upon the industry as a whole. Rather let our advertisements be along dignified and constructive lines. Let us say in each advertisement something bright, something cheerful about the use of tobacco. And while advertising our own product let us at the same time lay stress upon the pleasure, the solace and the comfort that is found in the use of tobacco in any form.

The Association—Its Activities and Its Needs

I shall not undertake to epitomize the various achievements of the Association since our last convention. Indeed I believe that the trade throughout the country is fully acquainted with the activities of the Association and the things that it has accomplished. I may point with pride at the very audience that I am now addressing as a manifestation of the accomplishments of this association. For the bringing together of this magnificent representative assemblage to meet as a united body in order to deal with the problems affecting our industry, is in itself a most wonderful achievement.

A trade organization does not buy, sell or trade in merchandise. Its activities or achievements cannot be inventoried, nor can they be measured in dollars and cents, or appraised according to any standard of values. On one side of its ledger you can readily see its expenses and its transactions, but the other side of the ledger is always blank, for there is nothing that any trade association can show as a result of its activities except that intangible, invisible and invaluable asset called "Good Will."

That the Tobacco Merchants Association has done everything that any association can possibly do to create and maintain a "good will" for our industry among the public and among public officials is abundantly shown by the record of its activities which the trade is indeed well familiar with. But that it has built up a "good will" among the trade itself is best demonstrated by this splendid meeting.

For an industry that had, not many years ago, passed through a long era of conflict, hostility and antagonism to send nearly 400 of its leading members from all branches of the industry, as well as representatives of eighteen trade organizations from Canada, Cuba and all parts of the United States, to attend a trade convention in response to the call of an association, is an accomplishment which alone proves the worth and value of the association.

The Tobacco Merchants Association, since its inception, has quietly but thoroughly and consistently been rendering practical every-day service, not only to the members of the association, but to the industry at large. But even if such had not been the case, I am sure you will all agree with me that the bringing together of about 400 serious-minded business men—representing every phase and all divisions of the tobacco trade and coming from all sections of the Union—to meet as a solid body for the purpose of dealing with the manifold problems of our industry is more than a sufficient reward for the cost of maintaining the association.

I shall, therefore, refer but briefly to some of the more important services rendered by the association to the trade and to its members.

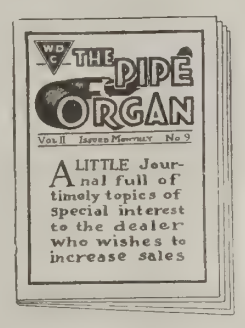
Library and Information Bureau

We have installed in our offices what we may pride ourselves on as being one of the most complete, if not positively

(*Continued on page 37*)

WD C TRADE MARK

Do You Get "The Pipe Organ"?



Every month it plays that popular melody "Bigger Business for the Tobacco Shop."

"The Pipe Organ" is an interesting little journal full of timely talks about things the tobacco merchant likes to know.

It's yours for the asking, without charge or obligation.

W D C Pipes Keep Your Trade Happy

Every W D C Pipe you sell adds one more smoker to the list of customers that stick to your shop.

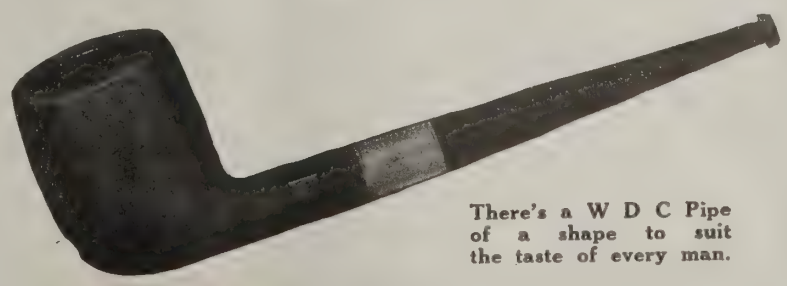
Keep W D C Pipes where your trade can see them.

Or, if you're not yet carrying this profitable line, get in touch with your jobber.

The W D C is the quickest selling, stay-sold, sort of pipe you ever handled.

WM. DEMUTH & CO., NEW YORK

World's Largest Pipe Manufacturers



There's a W D C Pipe of a shape to suit the taste of every man.

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

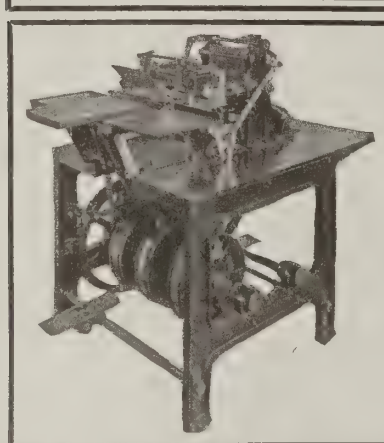
La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City



Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE
For
MAKING LONG FILLER BUNCHES
With
UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

COLWELL CIGAR MACHINE CO., Inc.
131 Washington St. Providence, R. I.

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO TRADE MARK WALLS COURT
FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

U. S. Tobacco Exports for March

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	MARCH— 1919		MARCH— 1920		NINE MONTHS ENDING MARCH— 1918		NINE MONTHS ENDING MARCH— 1919		NINE MONTHS ENDING MARCH— 1920	
Tobacco: Unmanufactured Leaf.....lbs.	40,494,755	14,338,037	45,410,552	26,386,160	195,385,977	39,588,947	408,190,593	125,231,399	529,043,648	213,819,466
Exported to—										
Belgium			1,751,999	451,038	75,523	6,500	66,977	26,651	43,209,492	10,765,116
Denmark	720,286	185,446	1,121,494	468,053			3,182,357	724,170	11,201,724	4,131,752
France	4,204,375	631,383	9,252,775	3,316,227	60,019,316	8,887,230	58,525,058	9,341,980	41,707,251	12,502,315
Italy	1,139,414	440,876	1,121,004	301,238	33,229,145	4,256,486	40,844,465	7,615,454	23,269,273	5,586,586
Netherlands	196,318	40,402	1,688,094	528,563	1,359,357	178,239	196,318	40,402	60,898,685	15,967,962
Norway	668,236	177,332	1,064,315	455,309	831,436	156,827	5,322,861	1,219,963	6,827,799	2,346,813
Portugal			818,635	172,355	3,946,213	761,956	1,891,854	358,121	3,704,193	922,476
Spain	1,752,829	275,387	989,970	147,575	17,530,024	2,410,885	19,693,891	3,062,343	12,385,454	2,120,398
Sweden			228,900	46,132			1,833,268	337,137	9,654,248	4,253,297
Switzerland	1,725,628	372,487	502,350	183,701	3,484,990	585,527	3,510,354	771,668	7,480,744	1,800,796
United Kingdom	20,408,145	8,278,053	16,835,480	14,155,380	37,052,771	12,911,706	194,047,088	73,791,835	217,913,051	115,850,872
Canada	789,207	368,609	1,564,993	848,610	9,037,187	2,913,730	18,147,174	7,175,132	17,795,653	9,189,705
Mexico	40,785	12,139	181,655	35,074	1,473,633	265,706	1,022,578	175,993	1,278,223	324,042
Argentina	52,396	16,310			2,089,742	324,301	3,862,815	689,733	1,788,944	504,771
China	1,215,735	573,390	1,250,455	904,496	5,470,477	1,594,747	12,486,473	5,276,922	13,463,415	6,347,265
Hongkong	792,250	200,470	590,840	119,121	1,362,854	428,956	2,209,056	1,185,722	1,549,122	474,575
Japan	1,073,930	594,678	885,211	543,733	960,846	268,535	3,210,730	1,530,147	2,500,221	1,478,319
Australia	1,561,888	756,086	2,014,467	1,071,211	3,328,102	1,135,578	14,063,661	6,586,155	9,432,249	4,586,584
British West Africa	1,810,150	509,789	1,061,207	385,994	7,071,099	3,216,201	7,431,672	2,019,822	12,203,410	4,149,515
French Africa	1,454,078	397,876	472,434	129,088	1,999,392	339,117	5,141,801	1,306,246	5,221,833	1,494,240
Other countries	938,655	336,370	2,207,512	1,104,882	4,513,372	1,033,256	9,385,593	2,654,583	20,667,990	6,605,423
Stems and trimmings.....lbs.			2,457,638	148,506	371,505	20,491	3,100,623	329,745	13,479,491	700,998
Manufactures of— Cigarettes.....M.	1,411,519	2,640,120	1,301,707	2,985,955	5,883,985	11,186,695	10,169,063	20,316,177	12,937,468	23,596,360
Exported to—										
Belgium	54,350	128,602	133,234	418,220			167,386	399,300	3,319,333	10,629,139
France	96,725	402,601	1,192	2,938	497,235	1,150,427	1,281,338	3,857,730	172,479	480,201
Italy			177,550	463,232	19,500	55,370	53,073	196,104	1,384,584	3,344,576
Netherlands			36,103	115,843					1,331,333	3,673,442
United Kingdom	[illegible]	[illegible]	[illegible]	[illegible]	694,762	1,717,918	768,334	1,986,833	1,522,542	4,068,743
Panama	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
China	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
British India	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Straits Settlements	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Siam	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Philippine Islands	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Other countries	[illegible]	[illegible]	156,513	181,419	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufactures of—Continued. Cigars and cheroots M	Quantity. [illegible]	Value. [illegible]	Quantity. [illegible]	Value. [illegible]	Quantity. [illegible]	Value. [illegible]	Quantity. [illegible]	Value. [illegible]	Quantity. [illegible]	Value. [illegible]
Plug lbs.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Smoking lbs.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total manufactures of		[illegible]		[illegible]		[illegible]		[illegible]		[illegible]

MONTHLY AVERAGE EXPORT PRICES OF PRINCIPAL DOMESTIC ARTICLES.

[Based on the actual cost, or the value of articles at the time of exportation at the ports from which shipped, for unit of quantity stated.]

EXPORTED ARTICLES.	Unit.	1919 Mar.	Apr	May.	June.	July.	Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar
Tobacco, and manufactures of: Leaf	do	.354	.32	.286	.293	.35	.345	.337	.30	.43	.407	.455	.457	.578
Cigarettes	M	1.88	1.95	1.68	2.00	2.78	2.36	2.58	2.80	2.60	2.60	2.93	2.55	2.30
Plug	Pound	.502	.442	.473	.43	.47	.516	.563	.49	.566	.546	.575	50	.563

U. S. Tobacco Imports for March

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	MARCH— 1919		MARCH— 1920		NINE MONTHS ENDING MARCH— 1918		NINE MONTHS ENDING MARCH— 1919		NINE MONTHS ENDING MARCH— 1920	
Tobacco: Leaf, product of the Philippine Islands.....lbs..free.	28,025	4,240	78,152	12,456			4,259,684	1,197,373	387,070	67,254
Leaf, suitable for cigar wrappers.....lbs..dut.	126,060	119,557	10,716	36,396	3,817,457	4,860,094	7,162,184	10,682,768	6,203,539	8,333,679
Imported from—										
Netherlands			190	224	353,172	575,289	486	658	462,532	663,264
Canada	124,690	115,215	2,486	5,715	48,424	109,255	260,174	262,818	60,033	89,167
Cuba	1,370	4,342	3,419	10,874	145,583	225,023	32,429	74,462	21,441	97,910
Dutch East Indies			5,821	9,583	3,267,610	3,948,042	6,780,101	10,226,042	5,468,340	7,231,245
Other countries					2,268	2,485	88,994	118,788	190,793	252,111
All other leaf.....lbs..dut.	7,390,307	6,574,609	13,322,240	11,999,986	48,459,227	25,810,855	50,843,168	32,940,577	63,763,578	49,276,601
Imported from—										
Greece	4,048,516	4,269,524	708,660	925,626	12,905,369	10,171,725	13,805,482	15,211,670	8,737,673	9,394,162
Turkey in Europe			1,569,910	1,159,890					3,148,720	2,753,158
United Kingdom			107,862	72,681	44,982	58,844	1,025	1,784	260,152	242,657
Mexico					240,709	60,884	388	737	11,031	12,489
Cuba	1,797,274	1,613,374	3,815,316	3,868,515	13,587,088	10,851,974	14,057,726	12,765,444	17,569,156	17,407,605
Dominican Republic	769,208	147,563	498,303	86,294	12,626,888	1,338,559	15,866,688	2,321,029	5,632,502	989,758
Turkey in Asia			5,631,923	5,629,539			23,888	9,836	16,862,840	15,323,206
Other countries	775,309	544,148	970,266	257,681	9,054,191	3,328,769	7,288,071	2,630,077	11,521,804	3,249,564
Total unmanufactured.lbs.	7,544,392	6,698,406	13,411,108	12,038,838	52,276,684	30,770,949	62,265,036	44,820,718	70,354,487	57,677,564
Manufactures of— Cigars, cheroots and cigarettes— Product of the Philippine Islands—										
Cigars and cheroots.lbs..free.	376,505	607,950	388,040	764,026	2,572,237	2,960,040	3,307,008	4,856,460	2,823,740	5,335,475
Cigarettes.....lbs..free.	625	743	730	2,268	8,525	7,294	4,829	8,282	3,373	9,761
All other— Cigars and cheroots.lbs..dut.	28,170	217,442	75,609	601,849	372,818	2,350,182	346,750	2,532,374	505,877	4,130,721
Cigarettes.....lbs..dut.	32	33	2,095	10,600	7,059	24,767	1,161	8,745	6,546	34,435
Total cigars, etc.....lbs.	405,332	825,868	466,474	1,368,743	2,960,639	5,342,303	3,661,748	7,402,861	3,341,536	9,510,392
All other manufactures of .....lbs..dut.	15,094	9,195	11,894	10,761		98,055	227,393	120,309	130,400	103,688
Total manufactures of.....		835,063		1,379,504		5,440,358		7,523,170		9,614,080
Pipes and smokers' articles: Cigarette books, covers, and paper .....dut.		350,224		193,809		6,009,525		4,906,728		3,959,203
Pipes and other smokers' articles .....dut.		6,776		23,534		420,743		79,932		216,904

MONTHLY AVERAGE IMPORT PRICES OF PRINCIPAL ARTICLES.

[Based on the wholesale price of articles in the markets of the countries from which imported for unit of quantity stated.]

IMPORTED ARTICLES.	Unit	1919 Mar.	Apr.	May.	June.	July.	Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar.
Tobacco, leaf: Suitable for wrappers	do	.949	1.47	1.93	1.09	1.63	1.03	1.30	.90	.875	1.32	1.44	1.19	2.40
Other	do	.890	.911	1.20	.896	.796	.849	.769	1.03	.662	.578	.613	.862	.901

Brevities of the Trade

Gene-Vall Cigar Co., reports that their star field man, Harry Shacklett, whose headquarters are in Washington, keeps up a lively pace sending in orders.

R. Gangemi, of R. Gangemi & Co., was absent from New York last week for a few days.

Louis Altman, of R. Gangemi & Co., is back from a long road trip, and is "on the job" around New York.

Samuel Siegel, of A. Siegel & Sons, New York, left on Monday for Washington, to be in attendance at the T. M. A. convention.

Joe D. Gans, of Gans Bros., New York, is looking after the interests of his firm in Virginia, this week.

B. Feifer & Co., New York, complain of shipping conditions. They say that business otherwise is satisfactory.

Like Cigar Co., New York, is packing Like Americas in squares; fifty to box, seventeen top. The cigars are branded with name.

The Cigar Manufacturers' Association of Greater New York sent a representative delegation to the T. M. A. at Washington, namely: D. Emil Klein, of Consolidated Cigar Corp.; Isaiah C. Rosenthal, of Rosenthal Bros., Inc., and L. A. Lincoln, of Lincoln Bros.

C. W. McCormick, representative of A. Siegel & Sons, New York, recently returned from a strenuous selling campaign in the West, and is relaxing for a few days at the home office.

The American Exchange Cigar Corp's branch factory, recently opened at 1790 First Ave., New York, with Morris Kay in charge, is getting well under way. Mr. Kay expresses the hope that it will shortly be brought up to its full capacity of 50,000 cigars daily. This factory is turning out Dubonnet, four sizes, and one size of Rancho.

Leopold Powell & Co., 408 East 93d street, New York, say that they are successfully catering to first-class hotels, clubs and other high grade trade, and pack a large percentage of their cigars in tin cans. They say it is comparatively easy to secure a sufficient stock of cans. Two of their leading brands are, L. P. & Co.'s No. 10, and David Harum.

E. A. Kleine, of E. A. Kleine & Co., arrived back at headquarters in New York, last Saturday, from a ten days' visit to Cleveland, Pittsburgh, Chicago, and intermediate points.

Justin Seubert, Inc., say they have lots of orders for cigars, but find much difficulty with deliveries out of New York, on account of the shipping embargoes that bob up every few days, which both hinder and annoy.

WALTER E. OLSEN
PRESIDENT-TREASURER

DAVE S. SAQUI
VICE-PRESIDENT

LOUIS McCALL
VICE-PRESIDENT

J. W. MARKER
SECRETARY

WALTER E. OLSEN & CO.

MANUFACTURERS OF

Strictly Hand Made High Grade Cigars of the Better Kind for the American Gentleman

"PRODUCTS SOLD THE WORLD OVER"

FACTORIES: MANILA, P. I.

Manila Offices: 27 Escolta Cable Address—"Kiosko," Manila

SHANGHAI OFFICE:

6 A. K. Ezra Road Cable Address—"Neslo," Shanghai

MAKERS OF

EL ORIENTE HELIOS and
JEAN VALJEAN LA GIRALDA

BRANDS

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REMEDIOS

Cuba's Message to the United States

Speech of M. E. Canle at the T. M. A. Convention

"I wish to thank you first of all for the opportunity you kindly afford the Union of Manufacturers of Havana represented at this Convention by Mr. Fonseca and myself to place before you the case of the Havana cigars, or to be more specific, the imported cigars. The Havana manufacturers think that they are not receiving a square deal at the hands of their colleagues, the American manufacturers. I do not say at the hands of the Government who make the tariff assessing duties on all imports, because the Government is influenced almost completely by the manufacturers who, alleging that their industry would be ruined if the duties on Havana cigars were lowered, pay more attention to this influence than to the consumers who are never heard nor to the importers nor to the interest of the public treasury. It is always claimed that with higher import duties there is an increased revenue when precisely the contrary always occurs with imported cigars. Twice we heard this clamor of a prospective ruined American industry by a change in the tariff. Once it was the Reciprocity Treaty with Cuba was planned with a reduction of 20% on the duties, and the second time we heard it again when the revision of the tariff at the beginning of the Wilson administration. When the Reciprocity Treaty went into effect or during the four years from 1908 to 1912 the average yearly importation amounted to 56 million cigars or 20 million more than we imported during the two years 1896 to 1897 when the duty was $4 per pound and 25% advalorem or 10 million more than the average importation for the three years 1892 to 1894 when the duty was $4.50 per pound and 25% ad valorem. After 1912 the importation of Havana cigars decreased yearly in spite of the 20% reduction, and now we have that last year's importation amounted to 45 million cigars or 10 million more than the period of 1896 to 1897 when there was no Reciprocity Treaty. It is evident, therefore, that the 20% reduction did not ruin any manufacturer in the United States as it was claimed at the time. These 45 million cigars represent ½ of 1% of the 9 billion big cigars manufactured in this country, or for every thousand cigars manufactured there are 5 imported ones. If our Government were to put an embargo on imported cigars the manufacturers of this country would not notice the difference in their output. A factory making a million cigars a year would have an increased production of 5,000 cigars. Would he notice it? The same applies if instead of importing 45 million we were to import 90 million, would any manufacturer making one million cigars a year notice that his output diminished 5,000 cigars? Certainly not. To show you now how well protected the American manufacturer is, we will take as an example 1,000 Perfectos which in Havana are worth net $109.40 and cost landed here $185 without figuring the Internal Revenue stamps. The importer paid for duty $78.60 which is 75% of the Havana value. Do you know of any foreign article imported in this country that pays similar duty? Not even precious stones paying anything like 75% of their value. These same 1,000 Perfectos made here of 18 pounds of Havana tobacco and three pounds of Havana wrappers would pay a duty of $9.30, leaving a margin of $69.30 for protection of the American industry. Leaving out the three pounds of Havana wrappers which may be readily substituted by the fine wrappers we grow here, the duty on the fillers would amount to $5.04 and the margin of protection to the American manufacturer would be $73.56 for 1,000 Perfectos. This may be called protection of American industries, but we think it over-reaches its purpose. You may say that precisely the same duty exists in Cuba against foreign leaf and foreign cigars but this is precisely a protection not only to the Cuban leaf, but as well to the American manufacturers using it. The Reciprocity Treaty as you know, expired years ago and is automatically renewed from year to year, but the manufacturers of Havana say that it will not be very long before the Cuban Government will start negotiations for a new treaty to secure a fair and just treatment of the Cuban products, especially so, the manufactured cigars. I think the Havana manufacturers will insist on a 40% reduction on the actual duties instead of the 20% and we hope that in that effort their colleagues in this country will not place obstacles in their path as they did on two former occasions, alleging that their American industry would be ruined. A 40% reduction on the duties would amount on 1,000 Perfectos to $19.70 less than what they are paying today, so instead of paying as we do now, $78.60, we would pay $58.90, which would certainly give a sufficient margin of protection to you. This reduction in the duties could not by a long stretch of the imagination lead anyone to believe that the importation of Cuban cigars would be doubled or that 90 million cigars would be imported as against the 45 million we are importing now. But if it were so, it would mean 1% of the whole American output and certainly nobody would be ruined by it. A factory making a million cigars a year now would not perceive that there had been a decrease of 5,000 cigars due to the reduction of 20% more on the duties of imported cigars. It is certainly a great anomaly to see the craving, the strife, to acquire Havana leaf, the praise of its unrivaled qualities to produce with it cigars in this country; how this fact is advertised by every manufacturer, how the merits of the Cuban leaf are proclaimed and yet how horrified these same manufacturers are at the thought of opening a little the door to the genuine cigar made in Cuba. The leaf is the blessed material for the manufacturers here and the other is the accursed article to which the doors of this country must be barred against. Although the importation of leaf tobacco from Cuba is enormous, yet it is not one-tenth of what would be necessary to manufacture the 9 billion cigars produced in this country.

Another point that I want to bring to your attention is that referring to the use and abuse of the words Havana and Cuba in all cigars made in this country either with or without Havana tobacco in them. The Havana manufacturers consider, and I think they are quite right, that their cigars are the only genuine Havana cigars and they should have the exclusive right to use this classification. All other cigars, even those made exclusively of Havana tobacco should not be called Havana cigars nor the name of Havana or Cuba should be used. The same applies to many other articles we import from abroad. For example raw silk is imported here in large quantities from China and Japan, yet our manufacturers do not call their products Chinese or Japanese silks, but American silks. Skins are sent here from all over the world, yet the leathers are nothing else but American leathers. Ore is

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COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

brought here from Canada, yet nobody calls our structural iron Canadian steel. Sugar comes from Cuba in enormous quantities and if you were to ask for Cuban candies you would not find any in the market. Cotton is sent from here to England, France, Spain and other countries and yet we call the cloth English, French or Spanish in accordance with the country that manufactures our raw material. In Cuba bread is made exclusively of American wheat, yet nobody calls it American bread. We even make beer, the ingredients of which all come from this country, yet it is not called there American beer. Why, therefore, should the American made cigars be called Havana cigars? Why should there be a different criterion for Havana cigars than there is for any other commodity?

There is another point on which I will only say a few words, that is, the labor question involved every time that a reduction of duties comes before the American manufacturer. The labor employed in Cuba in the manufacture of cigars receives the same wages, if not more wages, than the American cigar maker. There is a continuous interchange of these workers between Florida and Havana. They go from one country to another at their pleasure or convenience seeking rather than higher wages, steady work. To say, therefore, that lower duties on imported cigars will affect the laboring classes is not a reason but a pretext. It may affect other laborers in other industries, but certainly not in the tobacco industry. I have now placed before you the aspirations of your colleagues in Havana and they only ask from you to act toward them with all fairness when time comes for doing so, to give them the square deal they are entitled to.

"I want to thank you cordially for the attention you have given me and also to convey my thanks to the president and secretary of the Tobacco Merchants' Association of the United States for the opportunity afforded to the Union of Manufacturers of Havana to state their cause at this Convention."

Higher Prices Seem Probable in Havana

Abraham Haas Reports Plenty of Tercera Capaduras in the New Crop—But Octavas and Sextas Are Rather Scarce—Vegueros Not at All Eager to Sell—Cigar Factories Hardly Expect to Get Much British Business for a While—Cigar Makers from Tampa Find That Their Services Are Not Needed Now—Getting Ready to Receive Tobacco from the Country.

HAVANA, May 10.—In more ways than one, Havana is affected by the strike of the cigar makers at Tampa. Naturally, because they can not tell when they will be able to resume operations, the Tampa cigar manufacturers are in no hurry to buy tobacco here. Though they figured that they might have to make some purchases at this time, the strike averted any necessity for immediate buying. So the factory owners at Tampa will wait "to see what the new crop looks like" and what the new prices may be.

Another angle of the Tampa strike is indicated by the migration of cigar makers.

According to the statement of a prominent Tampa manufacturer, the strike may last six months, and if that is the case, it is not at all out of reason to presume that some of the cigar makers will continue to come this way, hoping to obtain employment.

In fact, quite a few cigar makers from Tampa have arrived and tried to get work in Havana factories.

But, since the British government has made it known that the duties on imported cigars will be increased to 50 percent ad-valorem.

Havana manufacturers have not been much inclined to increase their working forces. Though, through their representative in London, the Havana manufacturers have sought to obtain a modification or reduction of the British duty on imported cigars, according to all information received, prospects are not very bright for any reconsideration of the British government's proposed action. Consequently the conditions prevailing at the present time are not very encouraging for the cigar industry, here notwithstanding the fact that our cigars have been in great demand the world over. England is one of our best markets for this product of ours, and the loss of such a good buyer will be greatly felt by our manufacturers.

For this reason probably, the cigar manufacturers have decided to discontinue any further employment of new hands, at this time, and therefore they have refused to take on any of the new comers from Tampa.

The leaf market is becoming more lively. A few transactions in new tobacco have taken place already. The prices are, and will be right along, very high; the vegueros are not willing to lose any money on the present crop, and they are holding out for their prices.

All that was left of the old stock has been disposed of, at a very good price, and in many instances it is found that the stock rooms of the leaf dealers are absolutely clean, and ready to receive stocks of new tobacco when it comes from the country.

There have been no new arrivals of leaf buyers from the United States recently. Those that were here, have left. J. Yocum, of Yocum Bros., Reading, Pa., has returned to his home, after making some good purchases of extra fine Remedios leaf.

Moises Bijur, also returned to his place of business in New York after purchasing some nice Vuelta for his trade.

H. Smith, has obtained some very good Remedios for his stripping plant, and after giving his business here the needed attention, he has returned to New York.

Benjamin Cosio, of The Lovera Cigar Co., of Tampa, returned to his home city after attending to some pressing business.

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Death of Prominent Cigar Man in St. Louis

Charles P. Stanley Passes Away—Forty-Five Years in Cigar Business—Amassed a Fortune—Charles J. Stanley Goes Into Cigar Business for Himself.

ST. LOUIS, Mo., May 15.—Many bankers and other leading business men acted as pallbearers at the funeral of Charles P. Stanley, president of the Charles P. Stanley Cigar Co., who died last Wednesday. Mr. Stanley was 61 years old and had been in the cigar business for 45 years. Heart disease of several months' standing was the cause of his death.

Mr. Stanley amassed a fortune in the cigar business. Besides owning a chain of retail stores and a wholesale business here, he controlled two cigar factories in Tampa. He was a director of the Central National Bank, the Scullin Steel Co., the Public Utilities Co., and the Park Circuit Realty Co., of Kansas City.

Born in County Wicklow, Ireland, in 1859, he came to St. Louis when seven years old, with his brother, James. Charles was educated at St. John's Parochial School, Christian Brothers' College and Eads School. When he was 16 years old, he and James went into the cigar business, their first store being in the first Southern Hotel, which was destroyed by fire in 1877. James Stanley died in 1915.

Mr. Stanley's illness began when he was trimming a Christmas-tree for his grandchildren, and was seized with an attack of hiccoughs, which failed to respond to the usual treatment of physicians, seriously weakening his condition. He was an extensive traveler, making an annual trip to Havana on business, and he and his wife and daughter spent several months in Europe just prior to the war. He was a member of the St. Louis Club, Missouri Athletic Association, Sunset Hill Country Club, and the Knights of Columbus.

A widow, a daughter, Mrs. Rose Stanley Murphy, and two sons, Ralph L. and Gerard T. Stanley, and six grandchildren survive.

Charles J. Stanley, who was connected with his late uncle, Charles P. Stanley, for 17 years, has entered the cigar business for himself, and has opened a store in the lobby of the Chamber of Commerce building, 511 Locust street. The equipment of the store includes a modern cedar-lined, air-tight humidor, with a capacity of about 100,000 cigars. The fixtures are of mahogany. Many floral decorations were sent to him on the opening day.

The rotogravure section of the St. Louis *Globe-Democrat* prints a photograph sent to I. H. Gilley, manager of the St. Louis branch of the Parker-Gordon Cigar Co., by Otto Werlen, Munich, Bavaria, being a reproduction of Woerlen's home in the Bavarian Alps. Woerlen wrote that he saw an advertisement in the *Globe-Democrat* of the company's cigars.

RAILROAD DETECTIVES

Held as Freight Car Thieves—With Other Things Quantities of Stolen Cigars and Cigarettes Were Found

Possibly now there will be a stop put to some of the stealing of cigars and cigarettes from railway freight cars.

Four New York Central Railroad detectives were held in $2,500 bail Monday in New York by Federal Commissioner Hitchcock on a charge of having stolen merchandise from freight cars while engaged in interstate commerce.

There have been wholesale thefts in the yards at 60th street and North River, New York, and the value of goods taken will reach $50,000.

The prisoners are Walter Bettner, twenty-one, of No. 1430 Amsterdam avenue, New York; Douglas Platt, twenty-nine, of No. 2317 Beverley road, Brooklyn; Harold White, twenty-nine, of No. 784 Elton avenue, Bronx, and William Cuddihy, twenty-five, of No. 410 Amsterdam avenue, New York.

Charged with receiving a large part of the stolen goods, Andrew Matathus of No. 922 Ninth avenue, New York, was arrested and also held in $2,500 bail by Commissioner Hitchcock.

Suspicion was directed toward the detectives because of the resemblance of clothing worn by them to that described as stolen from the cars.

Overcoats, suits of men's clothes, shoes, bathing suits, cigars and cigarettes worth from $1,000 to $2,000, also are said to have been found in the homes of each of the prisoners.

Pay Roll Statistics

WASHINGTON, May 18.—The Bureau of Labor Statistics in its monthly summary, says, in connection with the change in wages during the period January 15 to February 15 in the cigar manufacturing industry:

"A 14 per cent increase, affecting 90 per cent of the employees, was given by one firm. All the force in one concern received a 10 per cent increase, while 90 per cent of the men in another factory were given a wage rate increase of approximately 10 per cent. One establishment reported a 7½ per cent increase, affecting 85 per cent of the employees."

FREIGHT CAR THIEVES

Get Cigarettes and Tobacco Valued at $3,000—Were 17 Cases Stolen in Broad Daylight?

Cigarettes and tobacco valued at $3,000 were stolen from a "Jersey Central" freight car at the West side station in Jersey City, Tuesday, a week ago. Jersey City police say that the robbery was not reported immediately to them. However, the police and detectives of the Central Railroad are "investigating the case."

According to the report of the robbery turned in by Special Officer Laverette of the railroad police the tobacco was taken from the car while it was standing at the station between noon and 5 p. m. Tuesday. The loot included seventeen cases of cigarettes consigned to the P. Lorillard Co.

"The city police are of the opinion that the tobacco must have been taken from the car while en route to Jersey City as a special detail of a squad of police and a superior are stationed regularly at the railroad station on strike duty.

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

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Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

Bill to Permit the Reuse of Cigar Boxes

Introduced by Representative Raker of California

WASHINGTON, May 18.—Representative Raker, of California, introduced a bill in the House last week "providing for the reuse of boxes, bags, or other packages by manufacturers of tobacco, snuff and cigars." The bill, which has been referred to the Committee on Ways and Means, reads as follows:

That the reuse of boxes, bags, or other packages by manufacturers of tobacco or snuff and manufacturers of cigars or cigarettes, for packing tobacco, snuff, cigars and cigarettes may be permitted, after filing with the collector of the district notice of such intention, and then only under such restrictions, rules and regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall prescribe.

That the form and wording of the caution notice provided for by sections 3364 and 3393 of the Revised Statutes shall be as prescribed by the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, and the factory marks and brands provided for in sections 3362 and 3397 of the Revised Statutes may hereafter be printed, or appear in connection with the caution notice.

No manufacturer of tobacco or snuff, or manufacturer of cigars or cigarettes, dealer, or other person, shall retain in his possession any stamped package used for putting up or packing tobacco, snuff, cigars or cigarettes, upon which there remains any internal revenue or customs stamp or any part of such stamp, after the contents thereof have been removed.

No empty or partly filled package of tobacco, snuff, cigars, or cigarettes having attached to it any stamp or part of a stamp, whether such stamp has been defaced or not, and bearing any other manufacturer's trade-mark, label or brand, or caution-notice label, factory brand or marks, and, except under specific regulations established by the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, no package, the stamp on which has been cut or broken, or has not been broken, shall be brought into or remain in any tobacco or cigar manufactory.

Every tobacco, snuff, cigar, or cigarette manufacturer who brings or allows to be brought into his manufactory, or upon whose factory premises there is found, at any time, any emptied or partly emptied stamped box or package, such as is used for packing tobacco, snuff, cigars, or cigarettes, having attached to it any stamp or part of a stamp, whether such stamp has been defaced or not, and bearing any other manufacturer's trade-mark, label or brand, or caution-notice label, factory brand or marks, or any package or packages of tobacco, snuff, cigars or cigarettes, the stamp or stamps on which have been unlawfully cut or broken, whether such package or packages are filled or partly filled, or in whose possession there is found any emptied or partly emptied stamped package of tobacco, snuff, cigars or cigarettes having attached to it any stamp or part of a stamp, whether such stamp has been defaced or not, shall for a first offense be fined not less than $100 nor more than $500 and for each subsequent offense shall be fined $500, and in addition to such penalties shall for each offense be liable to imprisonment for a term not exceeding three months.

That the provisions of sections 3372 and 3400 of the Revised Statutes with reference to forfeiture shall apply to every manufacturer of tobacco or snuff, and manufacturer of cigars or cigarettes, respectively, upon whose factory premises such packages are discovered.

World's Biggest Cigar Box Factory

TAMPA, May 14.—That Tampa has the largest and best equipped cigar box plant in the world and is in the way to become the cigar box center of the world was the statement made by Henry Leiman Tuesday noon when the Rotary club lunched as his guests in the big plant on the Seaboard tracks at 22nd street. They were eating from tables made of cedar veneer and after the lunch went into the sawyers' room where they watched the big sheets of veneered cedar unroll from the log like paper off a roll.

Henry Leiman is no orator but he knows how to pack facts into a statement just as he knows how to make cigar boxes. He told the Rotarians a lot of facts about the business that were decidedly new to all of them. For instance, each box is handled 38 times in going through the plant and there is a record of all so that track can be kept.

There are two sides, two ends, a top and a bottom to every cigar box and the total of these multiplied by the number of boxes made makes a total of 30,000,000 pieces handled in the plant every year, which makes an output of about 5,000,000 boxes. It takes 1,300 feet of cedar to make 1,000 boxes and about 6,500,000 feet of lumber are used every year. Most of it comes from Mexico.

There are 16 nails to a box, indicating a usage of 80,000,000 nails a year. There is a strip of cloth to each box half an inch wide and seven inches long, or a total of 2,916,666 feet of cloth used every year. Three hundred pounds of black ink are used for printing the boxes. It takes 20,000 pounds of glue to glue the cloth on. No less than 800,000 feet of lumber are used in the packing cases that carry the boxes out every year.

In this connection Mr. Leiman pointed with pride to a "knock down" box which can be shipped knocked down and then assemble at the factory, where it is filled with cigars by the use of a small triangular bit of steel forced into the corner. In this connection Mr. Leiman said there were 27 feet in the old packing boxes and 14 in the new ones, a saving of 13 feet of lumber to the box at a saving in lumber costs of $60 per thousand.

The company has recently insured all of its people who have been with them as much as a year in sums ranging from $1,000 to $1,500 at no expense to the employes at all.

Cigarmakers Start Factory in St. Louis

The Commonwealth Cigar Co., having a capital stock of $7,000, all owned by union cigar makers, began business the first of this month, in the Central building, Third and Pine streets, St. Louis, About 30 cigar makers were employed at the onset. But is expected to increase production to 28,000 cigars a day, after the company gets fairly started.

A quantity of tobacco has been bought, more has been contracted for, and negotiations are in progress, relative to a sales organization.

Concerning the plans of the company, Secretary-Treasurer J. F. Atheide said that the establishment of a factory owned by the workers had been under consideration for months, as the result of the employment of cheap labor in other factories, the changing of the size of cigars which has reduced the earning capacity of the workers, and a desire to provide permanent and certain employment.

Under the "new deal" it was hoped that the men would be able to increase their earnings at least $5 a week above their usual scale.

Cigar Substitution Charged

Claiming that Bernard Herman, who runs a cigar store at No. 461 Monroe avenue, Rochester, N. Y., was selling an inferior quality of cigar and representing them as one of their brands, Jacobstein Brothers, tobacconists, are bringing suit against the Monroe avenue storekeeper for damages and a permanent injunction.

It is said that Herman was selling the cheap cigar out of Jacobstein Brothers' boxes. This is in violation of a ruling of the Bureau of Internal Revenue and is punishable by a heavy fine. It is said that agents of the bureau are interested in the case.

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

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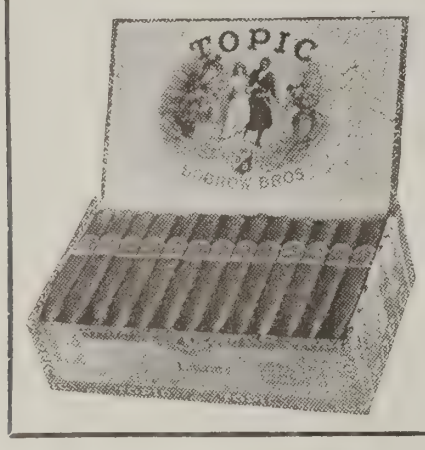
Philadelphia, Pa.

The Topic of the Day



TOPIC

MILD HAVANA CIGAR

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NEW YORK CITY

Steamer Line from Havana to Philadelphia

John R. Young Receives Encouraging Support for the Proposed Route—Labor Conditions Cause Cigar Manufacturers in the Quaker City to Be Continually Worried—Substitutes for Wood in Cigar Boxes—Dusel-Goodloe Co. Will Receive 50 Cases of Manilas Coming from the Philippines by the "All Sea Route"—W. C. Bailey Co. Also to Get 50 Cases—Insane Cigarist Kills His Wife and Commits Suicide—Philadelphia Delegates to the National Cigar Leaf Tobacco Convention at Dayton—Hicksites Opposed to the Use of Tobacco—A Week That Doesn't Make People in the Trade Very Enthusiastic.

PHILADELPHIA, May 17.—Amid a week of perplexities so acute as to cause conditions in the manufacturing trade to be characterized as desperate, the bright outlook and the sustaining hope was solely the convention of the Tobacco Merchants Association, for the convention is regarded by leaders of the Philadelphia industry as having great possibilities.

"The greatest exaggeration of conditions apparent on the surface," said sales manager Carlisle of Bayuk Brothers this week, "really falls short of the real conditions as we know them. A crisis is at hand or is approaching; apparently there must be something drastic to purge us of present unhealthy conditions."

To begin with, there were labor troubles of a more or less annoying extent in nearly all the factories, although no factory was entirely crippled. Hand workers in a majority of the establishments either have just returned from strike, are still out, or are agitating going out again. These walk-outs have not been general; they have been isolated. At the slightest excuse, grievance delegations have gone to the management and peremptorily demanded most radical changes. Generally the request was for an increase in pay. Unless there was an immediate and favorable response, employees walked out. Unfortunately—and representative manufacturers freely admit this—there is no co-operation in the trade, no organization or unity of effort. Strikers at one plant have no difficulty in walking into another. And manufacturers are competing with each other, offering wage inducements.

Not so long ago manufacturers were almost desperate because of the shortage of boxes, conditions being made acute by the strike of finishers in the box factories. Their demands were met and increases in box prices were made. The cigar manufacturers met the advance in boxes because they could not afford to continue to make cigars and store them in bulk. For a time there was some improvement. A little made so by a larger supply of boxes and adjustment to new conditions brought about by the elimination of certain shapes and sizes. But during the past week a new problem arose. All the teamsters handling lumber have gone on strike and the result to the trade has been that, though a sufficient stock of boxes was obtainable, it was impossible to get cases because of the lumber handlers' strike. None of the case makers could make deliveries. When the cigar manufacturers sent their own teams, strike picketers took the drivers off the wagons. One case manufacturer, however, was partially successful in getting out his goods. He happened to have a large storage room. He continued production until it was filled. Then he told his employees that they must take a vacation because no more storage space was available. The hands realized that their pay was about to end because no shipments could be made on account of the insistence of the drivers. A delegation of casemakers conferred with the drivers—and the ban was lifted.

There is hope that the enterprise of certain of the large Philadelphia boxmakers may relieve the shortage. Experiments have progressed to an apparently successful conclusion, in the use of wood substitutes for tops and bottoms. These substitutes are either a product made of compressed sawdust or entirely of a news or paper board. For use where lids are entirely covered by labels, the substitute is said to be entirely satisfactory. The representative of one of the larger boxmaking establishments said this week: "The conditions are critical. When cedar became scarce and high everybody turned to manufactured wood—white and red wood stained like cedar. But the demand for the manufactured wood was so great that its price advanced to where cedar had been. Now both are totally insufficient to meet demands, besides they are tremendously high. We must find some substitute, I believe, that for tops and bottoms at least the saw dust or paper board product can be used, and perhaps permanently will take the place of real wood."

Though local demand on the cigar factories fell off notably during the past week, orders are pouring in, particularly from South and West, in undiminished volume. Retailers report the effect of a 20 per cent price reduction made by a leading department store owner is apparent in restricted buying. Consumers are hoping that cigar prices will come down. Though the reasons advanced by the retailers why prices cannot come down at this time and probably not for a long time to come were unanswerable, there certainly has been a decided falling off in both box and counter trade. But smaller local orders have only slightly helped the manufacturers, for out of town demand continues far greater than productive capacity. Yet shipments of stock cannot be freely made because of railroad conditions. Embargoes are put on and taken off almost daily. Absolutely no dependence can be put today on the probabilities of tomorrow; each day's problems are new ones and must be met as they arise. They cannot be anticipated.

Discussing these conditions and others, Samuel Jacobs of Hilbronner & Jacobs said, "That is the reason why we decided to get out of business entirely. In my long experience, I have not known such a muddle as exists at this time. I am out, and glad of it. And I have no doubt that others still in look enviously on those who can retire."

But after all is said—there is immediately ahead the big meeting at Washington, to which representatives of every manufacturer save one in the city will go, confident that in the conferences there will be found an inspiration which will carry the trade through the troublous times.

Delegates to the convention at Dayton, Ohio, of the National Cigar Leaf Tobacco Association have been chosen by the Philadelphia association. They are Samuel Grabosky of the G. H. P. factory, which will not be represented in Washington; Samuel Weinberg of S. Weinberg; Charles M. Hipple and Richard Wayland of Hipple Brothers and Co., Inc., and John R. Young of John R. Young and Son. The convention will be held May 24th and 25th and invitations to attend the banquet at the Hotel Miami, tendered by the Ohio Leaf Tobacco Packers' Association, have been received by the trade.

Satisfactory progress is being made in the campaign conducted to establish

a direct steamship line between Havana and the port of Philadelphia. John R. Young, who recently addressed letters to a large number of importing firms and of manufacturers asking an expression of views, has had replies indicating a unanimity of sentiment on the subject and enclosing pledges of support for the venture. The Chamber of Commerce and the Board of Trade are engaging in enlisting the support of merchants with Cuban trade so that cargoes both from and to the island may be assured.

The Dusel-Goodloe Company is eagerly awaiting the arrival in this city of a shipment of 50 cases of Manila cigars brought by steamship all the way from Manila and the first cargo of its kind involving a considerable quantity of stock. The goods are aboard the steamer *Cape May*, which arrived in the port of New York during the week after a journey which began at Manila on March 15. The direct trip via the Panama Canal saved fully a month of time over shipment as heretofore to Vancouver and transcontinental travel by freight. But in a sense the trip is experimental. It was known that time could be saved but what effect the long sea voyage will have on the cigars remains to be seen. All-sea trips via the Suez Canal are said not to be practical because of the bad effects on cigars.

The W. H. Bailey Co., Second and Arch streets, during the week purchased at a salvage sale, some 18,000 pounds of leaf, principally Pennsylvania wrapper and the stock of Cornell and El Wadora cigars which passed through the recent fire in the Sig C. Mayer establishment. The Bailey Company has sorted out the undamaged stock and shortly will have the leaf made up and will place the cigars on sale. The firm expects shortly a shipment of 50 cases of Fort McKinley and other Philippine cigars. It is now featuring its own brand, the Private Tip at $43 per thousand, retailing at 6 cents.

Louis Rosenfelt, long experienced in the trade and lately instructor at the co-operative plant at 9th and Walnut streets of soldiers and sailors which produced the Soldier Maid cigar, has gone into business for himself. He is manufacturing at 513 Dickinson street, his leader being the Jane.

The new sign of the Halpern Cigar Manufacturing Company, Inc., has been swung from 37-39 North Second street. The firm's leader is the Edmund Halley.

On May 28 application is to be made to the Governor for a charter for the North Philadelphia Tobacco Co., which proposes to manufacture and deal in cigars, cigarettes, tobacco and tobacco products. The incorporators will be John B. Shields, J. F. Shrader and G. H. Stein.

Trade sympathy is being extended to Manager Schock of the cigar department, Stoever store, Broad Street Station, who last week lost a son in an auto accident.

Frederick A. Saunders of the Allen R. Cressman's Sons organization has gone to Washington preparatory to a special drive to be made there for the Manuel brand. J. A. Lappen is traveling through the Maine territory and is sending back very large orders for the Cressman line. Portland business is reported to be exceptionally good.

Jose Alvarez, at Second and Chestnut street, widely known as a manufacturer of clear Havana filled, Sumatra wrapped goods, has decided to retire from the wholesale business and to give his entire attention to his own box trade and retail business.

A. Lincoln Acker, purchasing agent for Philadelphia, will open bids, May 24, for supplying the city with tobacco. Its use is for the inmates of city institutions.

The City Cigar Store, 7th and Chestnut streets, is featuring a new stock of Cortez cigars.

Samuel Weinberg, leaf dealer, is en route home from a trip to Porto Rico, calling at Havana.

Herman Vetterlein, of Vetterlein & Co., has returned to his duties after treatment at the Bryn Mawr Hospital for a minor ailment.

W. M. Stillwell and R. E. Feilitz, of the Dusel-Goodloe organization, have gone to Atlantic City on a campaign for Antonio y Cleopatra.

Visitors in the leaf trade during the week includes L. H. Nolt of Lancaster, Samuel Stewart of A. N. Shepard & Son, Hartford, and Benjamin Wetstone of L. Wetstone, Hartford. Henry Ottenberg of New York and Sidney J. Freeman, with the Puntacima line, called on the trade.

Sales Manager T. J. Daly of the Stratford Company, has returned from a buying trip to Hartford and New York. During the week W. A. Hall, in charge of production, spent considerable time at the Stratford factory which is producing very heavily, although still far behind on orders.

Various delays have prevented the return to this time of Frank E. Eisemann, head of the M. Eisemann & Son Men-de-Lion factory, 246 North Delaware avenue, and of A. A. Levitt, who went with him to Cuba personally to select tobacco of the highest quality, but Sales Manager J. P. Fleming expects to greet them early this week. They are returning via Key West by rail.

The Philadelphia yearly meeting of Hicksite Friends, in annual meeting last week sent communications to meetings urging that use of tobacco by members be discouraged.

Nathan Braderman, proprietor of a retail cigar store at 2500 South 12th street, last week shot and killed his wife and himself while suffering from hallucinations brought on by a nervous affection which long had caused him suffering. Five children were made orphans by the tragedy. Investigation by the police revealed the fact that Braderman had for weeks been considering the tragedy. A friend recalled that he repeatedly had spoken queerly.

A Wrong Delivery Was All Right

Vice-President Marshall, who may be a candidate for the Presidency, can take for one plank in his platform: "What the country needs is a good five-cent cigar." The eminent citizen of the Hoosier State made such a declaration in a recent speech. And his pronouncement in favor of good nickel cigars was duty noted.

A slight mix-up, however, something entirely unintentional and unforeseen, happened to be instrumental in causing to be delivered to the Vice-President a supply of fine five-cent cigars.

When in Washington, Vice-President Marshall lives at the New Willard Hotel.

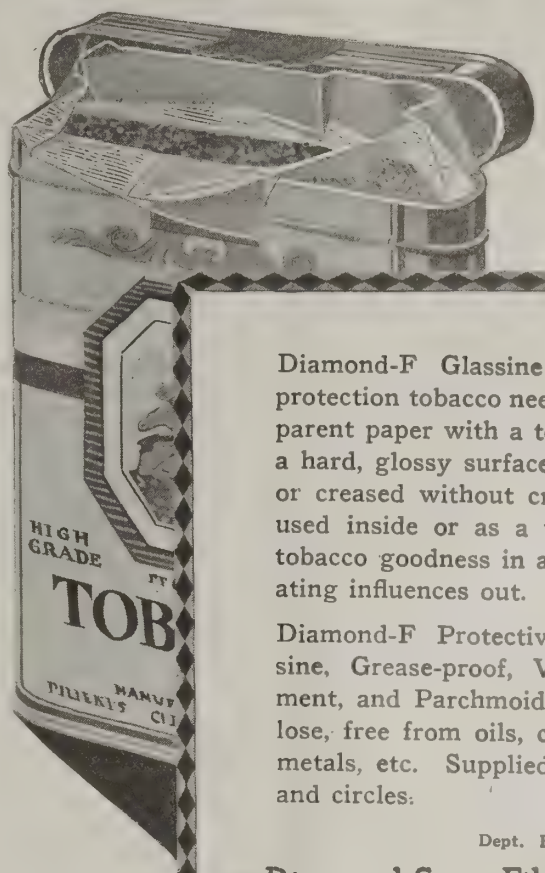
W. T. Marshall, sales director for John H. Swisher & Sons, the big cigar manufacturing concern at Newark, O., planning to attend the T. M. A. convention, shipped, ahead of time, to the New Willard a quantity of cigars and some other things that would attest the excellence, the efficiency and the up-to-dateness of the Swisher factories. It was intended to make an exhibit.

Included in the shipment was a case containing 2,000 Pom Poms, little cigars, packed in tins, ten in a package, the retail price of the ten cigars being 50 cents.

Because of the name marked on the case, it was assumed that the cigars were for Vice-President Marshall. On sampling the Pom Poms, the second highest official in the country found the little cigars to be decidedly good. And he made inquiries. Then it was discovered that a mistake had been made in delivering the parcel. The Vice-President wrote at once to John H. Swisher & Son regarding the matter.

And . . . a very distinguished man rather often may be seen enjoying a good little five-cent cigar.

Royal Poet is a new fifteen-cent cigar, which S. Monday & Sons, of Brooklyn, are putting on the market. It is Havana filled, Sumatra wrapped, Londres size, packed fifty in box. Joe Monday states that since first starting the introduction, some two weeks ago, they have placed Royal Poet in fifteen hundred New York city stores, and that by the end of another fortnight, they will have it in full three thousand smoke emporiums in the metropolis.



Diamond-F Glassine gives just the protection tobacco needs. It is a transparent paper with a tough texture and a hard, glossy surface. Can be folded or creased without cracking. Can be used inside or as a wrapper. Keeps tobacco goodness in and all contaminating influences out.

Diamond-F Protective Papers—Glassine, Grease-proof, Vegetable Parchment, and Parchmoid—are pure cellulose, free from oils, chemicals, waxes, metals, etc. Supplied in rolls, sheets, and circles.

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NO AFTERGLOW

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ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
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SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
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ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

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- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

Lots of Money and Less Tobacco At Lancaster

Eager Buyers Are Taking All the Leaf, Old or New, They Can Get—Scarcity and High Price of Porto Rican Tobacco Make the Demand for Good Pennsylvania More Urgent—Weather Conditions Cause the Growth of Tobacco in the Seed Beds—Planting Will Be Late This Year—Inability to Ship Goods by Rail Is Imposing Additional Hardships on Dealers and Manufacturers—Transactions Reported.

LANCASTER, Pa., May 14.—Cool and cloudy weather continues. The growth of young tobacco plants in the seed beds is unusually slow. They should be almost ready for transplanting, but they are not. Lack of sunshine has so retarded the growth of the young tobacco that transplanting this year is sure to be late. Work is backward, at least three weeks. But Pennsylvania tobacco growers cannot complain specially because similar conditions obtain in practically every other tobacco district in the country.

The demand for 1918 and 1919 Pennsylvania tobacco is really phenomenal. Buyers are here from all parts of the country trying to get goods. Inquiries come from as far west as California. One jobber here has received "carte blanche" to buy all the serviceable goods he can find for a San Francisco factory. Offerings of both old and new tobacco are very limited. Every lot is snapped up as soon as it is offered for sale. Porto Rican conditions are partly responsible for the present scramble for good Pennsylvania tobacco. Because Porto Rican tobacco is so scarce and high, manufacturers are hustling to get a supply of Pennsylvania.

Dave Martin, representing Hamburger Bros. & Co. of New York, large importers of Havana and Porto Rican tobaccos, refused orders for over 1,000 barrels of Porto Rican in the Philadelphia market at prices ranging from $1.55 to $1.60 per lb. Such tobacco can be used in Class C cigars only. The price is prohibitive for 10c goods. The consequence is a big demand for domestic tobaccos to be used as a substitute, and the domestic market is almost bare of serviceable goods. Prices are advancing daily; 1918 tobacco that went begging for buyers six months ago at 15 to 18 cents a pound, is eagerly sought for at prices ranging from 24 to 30 cents. There is hardly more than 5,000 cases of 1919 tobacco in packers' hands now. What the manufacturers will do for good Pennsylvania tobacco is beyond the ability of the writer to guess. I advised buying for the past three months, but consumers are just commencing to wake up and be alarmed, because of the scarcity of Pennsylvania tobacco. Never in the history of Lancaster county has the market been so bare of goods. And with the demand more than double the supply and slim chances of a good 1920 crop, the manufacturers have a "hard row to hoe" next year.

So soon as monetary matters are somewhat better adjusted in Europe, there will be a great demand for American tobacco suitable for export. Thus all supplies very quickly will be depleted.

Though the cigar manufacturer constantly is being compelled to pay more for labor and all material that he uses, the jobber is inclined to believe that cigar prices have about reached the limit. Because if cigars go too high—what will happen—thousands of consumers will refuse to buy.

Though good cigars are hard to get, some big houses, unless assured regarding prices, will hesitate to make long-time commitments.

The leaf market here is a hive of activity. Upwards of 4,000 cases were disposed of recently.

Mike Hoffman of Marietta, Pa., sold a packing of 1,000 cases of 1919 to Baker & Wusser, packers at Silver Spring and Landisville, Pa. The price was not given out for publication.

William S. Brill & Son of 173 Water street, New York, were represented here this week by the junior member of the firm, Ed. Brill. And he was a heavy buyer of both 1918 and 1919. He purchased four different packings and is still in the market for desirable tobaccos both old and new.

Fred Bower, the representative of William Steiner & Sons, the New York lithographers, is here booking orders for labels. Fred informed the writer that his firm hardly can keep up with orders, although they are working day and night shifts trying to supply customers.

Charles Bower, a York jobber, is here hunting tobacco for his trade.

D. Lanpheimer of Kraus & Co., Baltimore, is here hustling along the output of the factory.

Fred Ross of Fendrich Cigar Co., Evansville, Ind., is here attending to sampling and shipments of tobaccos to be sent to their factories.

Leimdorfer and Dale of 167 Water street, New York, are here looking for desirable B tobaccos for their trade.

The railroads here still have an embargo on outgoing freight, and it sure has crippled both packers and manufacturers, who are unable to ship goods.

As soon as transportation is open there will be hundreds of cases of tobacco and cigars shipped from here to Western customers who are clamoring for their goods. DICKIE.

Wisconsin Notes

EDGERTON, Wis., May 14.—Shipping conditions, which have been bad and worse than bad, are gradually mending. Goods are now received for Chicago and points east. Both last week and this week have seen some 1918 tobacco go out of storage. Not a great deal when the amount of case tobacco stored in the State is considered, but the fact that goods can be moved again is cheering to the trade. The clean-up of the 1919 still in the hands of the growers is not yet finished, though sales are made wherever the buyer finds the kind of tobacco he wants, at the figures mentioned a week ago. Most of the tobacco contracted for is now received, and the grower has his money. The warehouses have, probably, reached the peak of speed in the handling of the crop. New hands are not coming in, and some of the assorters who have seed beds of their own to look after for the season's planting are out tending to that work. Yet, things are moving well enough considering the handicap of the labor shortage. One of the troubles that all employers have to contend with, and that also is found in the tobacco industry these days, is the wages are so high that the careless and irresponsible class, especially of the younger set, will work half of the time, or four days of the week, and loaf the rest of the time, as they have enough to carry them through the week without working every day. High pay is not an inducement to steady work, except for the person who knows the value of opportunity and the need of uninterrupted service. The seed beds are coming in fair shape in most places, generally a little slow.

Edgerton shipments out during the last six days, 6 cars of cases and 4 cars of bundles. Received during the same period, 48 cars of bundles and 3 cars of cases.

At Veroqua, things are rather quiet. The larger part of the crop has been delivered, and the slight buying movement of last week has practically come to a standstill. All of the warehouses are operating with short crews, and there is fully six weeks of work ahead.

Universal Smiles

LOOK at his happy smile! He's the "inbetween man" of a cigar factory equipped with Model M Universal Tobacco Stripping and Booking Machine. Every day he has a good report for the "boss"—for one Universal does the work of from two to three hand-strippers, thus cutting down the pay-roll. It pleases the cigar maker because it increases his daily production. It cuts out the scrap of hand-stripping, saves space and turns out a better made and smoother smoking cigar.

A Cigar Manufacturer writes—"It is our experience that the Model M Universal will write itself off the books quicker than any other machine we use." Send now for our descriptive catalogue and price list.

UNIVERSAL TOBACCO MACHINE CO.

116 *West 32nd St., New York* *Factory:* 98-104 *Murray St., Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, LTD.

108 *St. Nicholas Bldg., Montreal, Canada*

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Bi-Monthly Shipments

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Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

For Gentlemen of Good Taste

San Felice Cigars

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THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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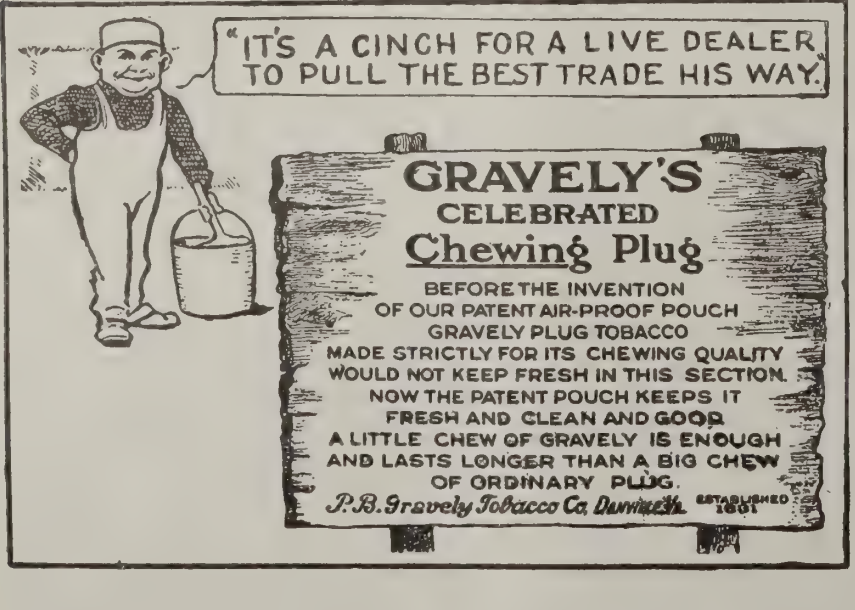

Schermerhorn Inc. Opens New Store In Chicago

New Location at 65 Adams Street Will Be the Company's Headquarters—A New Departure in Fine Decorations—Waiters' Strike Reduces Business in a Number of Big Restaurants—Slot Machines Taxed—Woodlawn Cafe Changes Hands—Auto Truck and a Load of Cigars Valued at $7,000 Stolen from General Cigar Co.—Employee of Anti-Cigarette League Sues Organization for Back Pay—Reports made by Salesmen and Retailers.

CHICAGO, May 14.—Schermerhorn, Inc., opened Chicago's newest cigar store, Monday, at 65 Adams street. The location is a most excellent one and besides being a rendezvous for discriminating smokers, the new store becomes the Schermerhorn headquarters. It's a beautiful place. The fixtures are different from any seen in the middle west, being of blue wood with a light gray tile base. Throughout the store gold and black decorations are cleverly worked into the blue wood. On one side of the main floor runs a large cigar case. On the other side is the candy department and the soda fountain. In the rear, on the main floor, are the shipping and receiving offices and the general stock room. The humidors are capable of holding two and a half million cigars. The private and general offices of the firm occupy a large space on the balcony, which covers half of the main floor. In the basement is the soda and luncheon department, a room for the signwriter and company's display department. In the two large show windows of the store are handsome signs of Henry the Fourth and Lopez Hermanos, made by the Preferred Havana Tobacco Co., brands much featured by the house of Schermerhorn. The company now operates six large stores in the loop.

The opening day found the store crowded. Many well-known cigar men paid their respects. Both Mr. Rosenthal and Mr. Schermerhorn of the company are to be congratulated for giving Chicago its most modern and picturesque retail cigar establishment.

Doc. Raphael, of Ryan & Raphael Cigar Co., with J. W. Ryan, Jr., took in the Derby at Lexington, Ky., Saturday. They are now on their way to Tampa to visit the "Lucius" and "Jonathan" factories. Before returning to Chicago they will visit Cuba.

Oscar Buxbaum, the well-known cigar jobber of Milwaukee, called to urge Perfecto Garcia & Bro. and other firms he buys from to try and hurry shipments of cigars to him. He reports business "very big."

B. McGurr has opened a cigar stand in the new Adams-Franklin Bldg., and has it well stocked with popular brands.

Doc Rosobro, who sells "Madame Butterfly," and Jack Foley of Epoca fame were seen in the loop recently.

The American Tobacco Co. is advertising Riz La Croix cigarette papers in the Chicago daily papers.

The Fair, in its large Dearborn street display window, is operating a miniature cigarette factory. "A dressed-up Turk" is making the well-known Condax cigarette for the onlookers. The display is boosting the Condax sales in the Fair's cigar department.

Matthew Wengler, head of the Wengler & Mandell cigar factory, has returned from Hot Springs.

The Newbauer & Weber store at Chicago avenue and Clark street is now in full operation. Since the opening business has been very good.

Murad and Chesterfield cigarette brands are again on the short list. Jobbers report that the shortage is due to the freight conditions.

The Breitung stores are out with a new 5-cent seller called American Export, put up in individual paper pouches. It is made in a West Virginia factory.

Fred Oakes is back at his Chicago headquarters from his far western trip. "Business was never better," states Oakes, who represents the E. H. Gato Cigar Co. "The cigar business of Utah, Nevada and Colorado is showing a large increase, especially in the 20 and 25-cent sellers."

Lovedale & Healy, at 910 South Michigan avenue, are going to feature the Romeo-Garcia mild Havana. The opening order for 8 sizes has just been placed with the factory.

Fred Bailey, representing M. Perez & Co., Key West, called on the trade, getting good orders for Pinzon cigars, and letting it be known that from now on he will only travel the States of Indiana, Ohio, Michigan, Illinois and Wisconsin. Bailey also carries a candy line which he sells direct from the factory.

Those silent machines which gather in the pennies and nickels while their owners sleep and in return tell how much you weigh, read your fortune and drop salted peanuts, gum or candy into waiting hands are under taxation. The silent merchants have been getting away with it for a long time. In other words, the vending machines so familiar on almost every corner or in most stores throughout the city must do their share to support the municipality and pay a tax in the shape of a license. An ordinance to this effect has been passed by the City Council. Every machine, or rather the owner, paying not more than "one cent in merchandise" must pay an annual license fee of $1. Those paying not more than 5 cents in merchandise are to be assessed $5 a year, and all other machines $10 a year. They include gum and match venders, automatic scales, fortune-telling devices and the machines which for a cent fill your handkerchief with sweet-scented perfume The peanut machines do the biggest business. It is estimated there are more than 20,000 vending machines in operation in Chicago.

The Clayton Cigar Co. is showing the Bouquet de Paris brand in several sizes.

E. A. Kline, selling the Medalist brand, made by E. A. Kline & Co. of New York, is calling on the loop buyers.

Edward Wodiska, head of the Havana Production Co., is in the city for an extended stay.

The Woodlawn Cafe, at 63d street and Cottage Grove avenue, one of the largest cafes in the city, has just changed hands. The new owner is Fred W. Church. The lease on the building runs for 91 years.

The jury at the murder trial of E. A. Strause, the widely known Peoria cigar merchant, could not agree on a verdict and was discharged by Judge Thomas M. Harris. After 24 ballots the jury stood 10 to 2 for acquittal. This is the second trial to be held for the killing of B. M. Meade by Edgar A. Strause. The jury in the first trial held at Peoria found Strause guilty and fixed the penalty at 25 years in the penitentiary.

Somewhere in Chicago a thief is hiding a truck containing half a ton of cigars worth $7,000. Fred Gruelin, a driver for the General Cigar Co., 26 East Congress street, had the cigars on his truck and was delivering them to various retailers throughout the city. He had delivered about a quarter of a ton of them when he drove up to a store at 2804 South State street. Gruelin went into the store with an armful of cigar boxes and tarried about four minutes, getting his bill signed and chatting with the proprietor. When he came out his truck had vanished.

Alleging that his salary as an employee of the Anti-Cigarette League has never been paid, Ben Garetson has filed suit for $1,000 in the Circuit Court against the Anti-Cigarette League, of which Lucy Page Gaston is managing superintendent. Garetson says that he worked for the league from February until March of 1917. He was promised a salary of $60 a week by Miss Gaston, he avers, but never received any part of it.

HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

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Commencing Rush Work in Connecticut

Fire Destroys Stock Barn at East Windsor Hill—Loss Covered by Insurance—Tobacco Shed and Garage Go Up in Smoke—Fatal Accident at Haas Warehouse—Injunction Against Tobacco Growers—"Assault" Case in Court—Claims and Counter Claims Set Up in Recovery and Damage Suit—Insurance Company to Issue Hail Policies on Tobacco.

HARTFORD, Conn., May 17.—Fire from an unknown origin was discovered between 6 and 7 o'clock last night in the large stock barn on W. A. Haviland's plantation at East Windsor Hill, Conn. Fortunately there was plenty of help at hand and all the horses and farm equipment were saved.

The fire also burned a large garage which was in close proximity. The board house caught fire several times, but was saved by hard work.

Mr. Haviland's loss is from $5,000 to $7,000, and is amply covered by insurance.

A large tobacco shed owned by J. E. Shepard, nearby, was destroyed, entailing a loss of about $2,000.

Mr. Haviland is one of the larger growers in South Windsor, growing last year 90 acres of shade; and this year, owing to the high cost of materials, will grow broadleaf and primed Havana.

Cold, wet weather prevailed last week, and but little outside work could be done towards getting the new crop started. The ground has been too wet to plow; plants need the warm weather to grow, and unless conditions change for the better this week, there will not be much, if any, tobacco ready to transplant in May as in former years.

Fertilizers are slow in arriving, and the land cannot be gotten ready for planting much in advance. However, some were fortunate enough to get their fertilizer orders shipped during the Winter and they are laughing up their sleeve at their good fortune.

The warehouses are now practically finished with the packing of 1919 stock, and are turning their attention to getting it out of the sweat rooms as fast as ready, and sampling; the tobacco went through the sweat very satisfactorily.

There is still a grand rush to make shipments as fast as transportation lines will accept tobacco for shipment.

The popular route for tobacco shipments to New York is by the Hartford and New York boats. On days when they accept tobacco, trucks are lined up heavily loaded with cases awaiting their turn to unload, and sometimes they are in line for several hours.

Fulting up of the cloth on plantations where shade is grown has been seriously delayed on account of the rainy weather.

An unusual accident happened at the Haas warehouse last week which resulted in the death of one of their employees, James Lyman, who has been employed in the warehouse during the past Winter season. For an unknown reason he was in the elevator pit, and it is presumed that he was looking for something when the elevator weights came down and caught him, causing instant death.

Peter Jason and wife, of Manchester, Conn., have secured an injunction against C. H. Hayes and son restraining them from cultivating eight acres of land which the Jasons purchased from L. P. Dewey on April 16. Mr. Hayes and his son claimed that they had a right to use the land for tobacco culture this Summer, under an agreement with Mr. Dewey before he had transferred the title of the land to Jason and his wife; Jason made application for the injunction to restrain Hayes and his son from going on the land.

Pinkie Pittman, of Hartford, who formerly lived in Georgia, brought suit against John Spillane, superintendent for the Connecticut Tobacco Co., located at Buckland, Conn., saying that she had been assaulted on September 8, 1919, by Mr. Spillane while working on the plantation; she asked for $600 damages. Mr. Spillane denied the assault charge, and asserted that she had created an unruly disturbance among the other employees; that he discharged her, and that she attempted to assault him. She refused to leave the plantation when he ordered her to, and he claims that he did not use any more force than was necessary to have her leave.

Another case came before the jury of the Superior Court, last week, which was of an unusual character. It was to the effect that, on July 15, 1918, the American Cigar Co. bought of Wesley E. Deming, then of Windsor, Conn., 12 acres of Havana tobacco at an agreed price of 46 cents in the bundle, delivered. The contract provided that the tobacco, when delivered, should be of a merchantable quality. And later, on the same day the contract was made, the tobacco was struck by hail. After that the contract was amended, and the price fixed at 42 cents per pound.

While the tobacco was growing, the American Cigar Co., at different times, loaned Mr. Deming a total of $1,991.25, and when it came time for Mr. Deming to deliver the tobacco the American Cigar Co. refused to accept the crop, claiming that it was not of a merchantable quality, and Mr. Deming sold the tobacco to others.

The suit of the American Cigar Co. was to recover the money advanced to Mr. Deming, and the company placed its damages at $2,500.

Mr. Deming set up that the American Cigar Co. refused to accept the tobacco under the terms of the contract. He pleaded that he notified the company that if they did not take the crop by February 8, 1919, he would sell the tobacco at the best price obtainable, and the American Cigar Co. standing on its declination to take the crop, he sold it to the Griffin Tobacco Co., Inc., at 25 cents a pound in the bundle, that, he pleaded, being the best price obtainable.

Mr. Deming pleaded that he had 18,204 pounds of tobacco, and that he received $4,551 from the Griffin Tobacco Co., Inc., and that had the plaintiff lived up to their contract, he would have received $7,645.68, but as a result of the transaction he lost $1,103.43, and this amount he pleaded as an offset against any amount that might be found due the American Cigar Co.; he also asked that he be awarded judgment in the amount he claimed he lost because of the failure of the plaintiff to live up to its contract with him.

The Hartford Fire Insurance Co. has decided to write tobacco hail insurance again this season, the rate to be 10 per cent on a basis of $300 insurance carried on each acre. The rate is a reduction from 1919, which was 12½ per cent.

American Sumatra to Increase Capital

A special meeting of the stockholders of the American Sumatra Tobacco Company has been called for June 1 to authorize an increase in the company's common stock from $15,000,000 to $25,000,000.

At a recent meeting the directors authorized, subject to the increase of the common stock by the holders, an issue of $6,564,000 of five-year 7½ per cent sinking fund convertible gold notes. The notes will be convertible, from October 1, 1920, to December 31, 1921, into common stock of the company on the basis of nine and one-half shares of stock for each $1,000 of notes; and thereafter on the basis of nine shares of stock for each $1,000 of notes. The notes will be offered to preferred and common stockholders of record May 24, for subscription at 98 and interest, giving a yield of approximately 8 per cent. The holder of each share of stock will be entitled to subscribe to $40 face value, of notes. The note issue carries a sinking fund of 5 per cent per annum of the greatest amount of notes at any time outstanding.

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American Sumatra Tobacco Co.

131-133 Water Street, New York

A Cigar Business that Girdles the Globe

From a Kiosko Can Be Traced the Rise and Progress of Walter E. Olsen—A Manila Retailer Who Developed Trade and Prospered Famously—The Founder and President of a Great Manufacturing Company—An American Owned Enterprise—An Up-to-Date Concern Operating Three Philippine Factories Known Around the World—El Oriente, Helios and La Giralda—A Combined Output of More Than 16,000,000 Cigars Each Month—For Cleanliness, Equipment and Efficiency, These Factories Challenge Comparison—Factories and Tobacco Warehouses That in All Cover an Area of 31 Acres—Reserve Stocks of Tobacco Worth Upwards of $1,500,000—The Methods Pursued by by Walter E. Olsen & Co.

In a kiosko commenced the great business of Walter E. Olsen & Co.

Of fantastic architecture, or pretentiously ornate, conspicuous and adjacent to some much frequented thoroughfare, generally located near the periphery of a public square, the "kiosko" was an institution in Manila. An isolated building, neither tall nor large, a kiosko was a structure supporting and protecting a semi-circular cigar case. From the counter up to the projecting roof, usually the upper half of the building was only partly enclosed. If two men got behind the cigar case, the place would be crowded. Under the counter and on the few shelves could be stored cigars and cigarettes enough, probably, to supply the customers who came to the kiosko during the day.

Most of the kioskos in Manila, back in 1899, were controlled outright by companies owning cigar factories. If a cigar factory was "represented" by a kiosko, then in that kiosko were sold only the brands of cigars and cigarettes manufactured by the company owning the stand.

"Buying by the box" did not enable the patron of a kiosko to procure his smokes any cheaper. In Manila, then, the rule was to allow no discounts on quantities under 10,000.

If a perfecto was sold for five cents Mex., a purchaser had to pay $5 Mex. per hundred or $50 Mex. per thousand. A man who bought 9,999 cigars at one time would be charged 9,999 times "five cents Mex." *Custombre del pais.* An American might protest or argue. But what good did it do? The old time kiosko keeper wouldn't deviate from established custom. In those days, the kioskos were the only regular cigar stores in Manila. And the greater part of the retail cigar business was done at the kioskos.

Walter E. Olsen was the first American to operate a kiosko successfully in Manila. Olsen had come to the Islands as a soldier. He did his duty honestly and faithfully during the Spanish-American War. He was a sergeant, "a good man, well recommended," when he received his discharge from the army. He elected to stay in the Philippines. He "looked around a bit." He made a trip or two out in the Provinces. He was urged to go into the lumber business. Various "investments" were offered to the ex-soldier. Eventually, however, he returned to Manila and acquired a kiosko.

He was shrewd, energetic, undiscouraged, resourceful; he had ideas; he could see great possibilities in the cigar business. He went ahead, he made changes; his kiosko was a departure from the stereotyped plan. He didn't restrict his stock to one brand. He featured the better grades of cigars from different factories. He had various sizes made especially for his trade.

Courtesy of Walter E Olsen & Co.

Fixtures That Would Attract Admiration on Fifth Avenue

He went after business. He induced quantity purchases. He advertised. He persuaded men leaving for "the States" to take home good supplies of Manila cigars. He made it advantageous to buy by the box or in larger quantities. He imported American smoking tobacco and cigarettes. Beginning with a small kiosko, he built up and extended his trade until he had by far the biggest and best retail cigar business in Manila. But he didn't stop there. Nor was he content to be merely a jobber. He wanted to be a big manufacturer of high grade Manila cigars. Steadily he worked, shrewdly he planned and surely he rose. Walter E. Olsen, to-day is a cigar manufacturer undeniably important in the Philippines.

Walter E. Olsen (center), Dave S. Saqui (left) and Theobald Diehl, (right).

As the founder and president of Walter E. Olsen & Co., he occupies a position of eminence, not only in Manila, but also in the entire world of cigar manufacturing. Because Walter E. Olsen & Co., owning and operating three large, up-to-date and well equipped factories, El Oriente, Helios and La Giralda, have a production upwards of 500,000 cigars daily. And Manila cigars made by Walter E. Olsen & Co. have a good reputation that extends around the globe.

Walter E. Olsen & Co. is a corporation, of which each and every stockholder is a citizen of the United States. Holdings of the corporation comprise previous Olsen interests and the three properties formerly identified as El Oriente, Helios and La Giralda.

El Oriente and Helios were purchased at public auction from the Alien Property Custodian. La Giralda was acquired from Manila capitalists, at a private sale.

Courtesy of Walter E Olsen & Co.

A Shanghai Cigar Store That Makes a Specialty of Fine Manilas

El Oriente cigar factory (El Oriente Fabrica de Tabacos) one of the oldest established cigar factories in the Philippines, was founded in 1883, immediately after the abolishment of the Spanish Government tobacco monopoly. For over thirty-five years products of this factory have enjoyed an enviable reputation, a prestige that is second to none. During the greater part of the time it has led all other factories in the exportation of its products to all countries in the Far East as well as to Europe, where *La Perla de Oriente* brand is recognized as a guarantee of merit. Both for fine workmanship and for the superiority of the tobacco used in the manufacture of the cigars, El Oriente has honestly maintained for 37 years the distinction that causes preference to be accorded. On every box that leaves El Oriente factory is the Olsen guarantee of "supreme cigar quality and value."

Helios cigar factory, established in 1890, has been an important contribution to the pleasure of smokers all over the world. It is in the United States, however, that they have had their largest sale. During the great war, millions of Helio cigars were shipped to France, where they proved to be very popular, being eagerly smoked by the men who were "fighting to make the world a decent place to live in."

La Giralda factory was established in 1888. With this factory were amalgamated La Commercial, Aguila del Mundo, La Concordia, La Constancia, La Favorita and La Perla del Sur in 1904. These factories were operated by The Philippine Company, Ltd. In 1917 La Giralda factory building was destroyed by fire. On the old factory site Walter E. Olsen & Co. have erected a new factory building—much larger than the old one—and up-to-date in every respect. The company specializes, in this factory, on high grade cigars for the export trade. Its products have been particularly well regarded in the United States, and repeat orders from other parts of the world are convincing evidence of the satisfaction with which the public receives this brand.

Walter E. Olsen & Co. were not satisfied merely to acquire and operate El Oriente, Helios and La Giralda factories. The acquisition of these three big factories was but the sure foundation for expansion and improvement. Much additional capital was invested in up-to-date equipment and accessories. Expense was not spared in insuring the utmost cleanliness, convenience and efficiency of operation. In factory sanitation, the three big establishments of Walter E. Olsen & Co. are unsurpassed. In equipment, they will compare favorably with the very best cigar factories in the United States or elsewhere.

In everything that pertains to the manufacture of cigars, Walter E. Olsen & Co. can show a superior equipment. Even to the extent of having a saw mill that prepares the lumber for their cigar

boxes, they are self-reliant, absolutely independent of outside assistance.

In Manila the cigar factories and tobacco warehouses of the company cover 15 acres of ground. And in that area is activity that creates an output of more than 500,000 cigars a day.

Speaking of the work of the company, Vice President Dave S. Saqui says: "Every operation is associated with most rigid sanitary arrangements, and every cigar comes to you as sweet and wholesome as Nature and human ingenuity can make it. You smoke it without misgiving, with keen relish and replete satisfaction, and in the ashes of consumption there remains nothing but the most pleasant recollection. We confidently come before the public with what we consider to be a super-excellent product—cigars to meet the taste of every smoker, no matter how critical.

"In Cagayan and Isabela Provinces are the best tobacco districts of the Philippine Islands, and it is in this region that the choicest Philippine tobacco is grown. In the Cagayan Valley the company operates its own water and land transportation. It has tobacco packing warehouses, built of reinforced concrete and modern in every respect. These packing houses cover an area of sixteen acres. In these warehouses, and in our warehouses in Manila, we have tobacco stocks, undergoing the process of aging, of a total value of more than $1,500,000. This reserve insures to the customer, constantly, a product of high quality and certain value. Our stocks of tobacco are of the very best, selected from each harvest.

"We are not content with having on hand enormous quantities of raw material. We do not permit the acquirement of further stocks to be a matter of haphazard purchase in open markets, for such buying is made uncertain by reason of crop failures or poor leaf due to improper seed selection or planting. The company maintains a corps of expert tobacco buyers, men of many years' experience. They keep in close touch with every tobacco-raising section of any consequence. They are constantly moving from district to district, from planting time to harvest, keeping a careful record of the growing crops at all stages. And thus they are able, even before the crop is harvested, to locate the choicest tobacco for purchase. We are certain to acquire choice stocks, for our experts are tried tobacco men, who do not guess—they *know tobacco*, in the growing leaf and in the bale.

"With our raw material assured, we turn to our production plants with the confident conviction of certain results. The blending of the tobacco used in our cigars is done by experts employed in our factories for many years, and their knowledge of the qualities of the tobacco grown in the different districts is the result of many years' experience. The strictest attention is paid to factory sanitation, to the end that the product that reaches the consumer is an article that is cleanly in the extreme. The total capacity of the company's factories is sixteen million cigars per month—the result of the labor of over eight thousand people.

"The products of our factories are sold throughout the world. The epicures of America, Europe and the Far East have continued to purchase our cigars for many years. The ready sale with which our various brands have met is conclusive proof that the products of these factories are acceptable to the demands of the public."

Naturally regarding the United States as its greatest market, Walter E. Olsen & Co. are making adequate arrangements for shipment and distribution. Every effort will be made to avoid delays in deliveries. Advantage will be taken of the most rapid transportation and it is figured that, under favorable circumstances over the route now planned, consignments of cigars can be carried from Manila to New York in 28 days.

In addition, present plans provide for the establishment of a "depot for distribution" in New York. A warehouse and shipping department will be fitted up especially for the company's purposes. At the New York "depot" will be kept a reserved stock, varying from one million to ten million cigars, according to the time elapsing between the receipt of shipments from the Philippines. In this way the company will be in a position to fill all orders, whether large or small, constantly and without delay.

On the American market, the company will specialize in cigars of the better sizes. No goods selling for less than $60 per thousand will be shipped to this country by Walter E. Olsen & Co. But cigars of high quality will be featured. In the finer shapes, some of the brands will go to the trade at $175 per thousand.

If he did not know China, a man over here might sneer at the suggestion of a Chinese cigar store. But when he gets to China, the globe trotter may be surprised to find cigar stores magnificently furnished and splendidly stocked. In Shanghai, for instance, the Palace Tobacco Store or the Tobaqueria Filipina will cause the traveler to be sure that some mighty good cigar stores exist in the Orient. In some of the cigar stores in Shanghai may be seen fixtures and furnishing of great artistic and intrinsic value. Store interiors that would be decidedly de luxe in a Fifth Avenue establishment in New York. Nor do stocks in leading Chinese cigar stores lack quality or variety. In more than one store in Shanghai, a smoker can buy, if he has the price, either Havanas or Manilas that retail for more than a dollar apiece. He can procure costly smoking tobacco, brands preferred by connoisseurs in England or the United States. And he will be offered a variety of choice cigarettes.

Courtesy of Walter E Olsen & Co.

The Palace Tobacco Store at Shanghai

Courtesy of Walter E Olsen & Co.

Interior of One of the Fine Cigar Stores in Shanghai

Courtesy of Walter E Olsen & Co.

Characteristically Chinese Arrangement—In a Shanghai Cigar Store

Room for Cigar Shipments

MANILA, April 24.—Difficulty formerly experienced by cigar manufacturers here in obtaining cargo space for shipments to the United States, is not in evidence now. In fact, ships are leaving Manila frequently with their holds practically empty, shipping agents say, because of adverse market conditions in the United States. The low price for hemp and cocoanut oil, two of the leading articles of export from the Philippines, is one of the principal factors in causing the surplus of cargo space, shippers assert.

Because of the large stocks of these products accumulated during the war, both here and in the United States, a surplus has been created, and it is said they may now be purchased at a lower price in the United States than in the Philippines.

From George J. Whelan's Viewpoint

George J. Whelan usually is optimistic. However, the founder of the United Cigar Stores Co. and prime mover in the expansion of the Tobacco Products Corporation, arrived in New York, on the *Baltic*, bringing from Europe more than his customary cheerfulness. Questioned concerning the present outlook, he replied, most frankly:

"I am very optimistic about the future of the tobacco industry. The panic talk of which I hear so much is ridiculous. We can secure concessions from certain European monopolies in Europe but I will not say at this time whether or not we will accept any.

"We plan eventually to extend United Retail Stores throughout Europe. However, I am not in a position to say at this time to what extent this has progressed.

"In connection with France, the thing that struck me most forcibly was the tremendous waste of food."

Mr. Whelan said that outlook for export business was exceedingly good but took the view that this demand could wait until the domestic situation here is properly adjusted.

"There is an excellent demand for goods abroad," he declared, "but we might be better off if we did not export anything for six months. This would give us a chance to catch up with the domestic demand.

"One thing that impressed me was the pronounced scarcity of tobacco and its products. This exists in the face of a good demand. The shortage can be attributed to the manner in which these government monopolies are handled. In Italy, I found it practically impossible to purchase a cigar. There is an excellent opportunity for the development of American export business in tobacco and its products though there exists at the present time a widespread prejudice against American products.

"England is going ahead and rehabilitating her financial structure which has been strained by the stress of war. Measures adopted in Great Britain have left practically no funds available for speculation."

"Among Those Present Were"

ASSOCIATIONS AND REPRESENTATIVES

CANADA

C. S. Richardson, Dominion Cigar and Tobacco Association.

CUBA

Manuel A. Suarez, Association de Almacenistas.
Pablo L. Perez, Escogedores y Cosecheros de Tabacco.
M. E. Canle, Francisco E. Fonseca, Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba.

UNITED STATES

W. D. Spalding, R. M. Barker, W. S. Goldenburg; Allied Tobacco League of America.
Walter Short, Sam Margulies; Cigar and Tobacco Dealers Association of Minneapolis.
A. L. Cuesta, Cigar Manufacturers Association of Tampa, Fla.
Hon. Joseph W. Alsop, S. A. Fassler, Fred B. Griffin, John B. Stewart; The Connecticut Leaf Tobacco Association.
D. Emil Klein, L. A. Lincoln, Isah C. Rosenthal; Greater New York Cigar Manufacturers Association.
J. Aldus Herr, Lancaster County Tobacco Growers Association.
J. H. Weaver, Joseph Goldberg; Lancaster Leaf Tobacco Board of Trade.
Joseph F. Cullman, Percival R. Lowe, Fred Block; The Leaf Tobacco Board of Trade of the City of New York.
Hon. Joseph W. Alsop, John E. Luddy, J. B. Stewart; the New England Tobacco Growers' Association.
Frank F. Freel, Niagara Falls Retail Cigar Dealers Association.
S. Major Newburgh, C. H. Solliday; Ohio Leaf Tobacco Packers Association.
Col. G. E. Webb, William T. Reed; Tobacco Association of the United States.
Joseph H. Dublon, Jonas J. Ollendorff; Tobacco Salesmen's Asscociation of America.
J. A. Doucet, Wm. F. O'Brien; Tobacco Salesmen's Association, Boston Branch.
George Melhado, C. D. Hunter; Tobacco Trades Association of Massachusetts.

CONCERNS AND REPRESENTATIVES

A

Sherman P. Coe, Acker Merrall & Conduit.
Albert W. Adt, John B. Adt Co.
Robert E. Christie, American Cigar Co.
Harry Jacoby, American Exchange Cigar Co.
C. A. Speakman, William Intemann, W. B. Growtage; American Lithographic Co.
Martin J. Condon, American Snuff Co.
Fred B. Griffin, American Sumatra Tobacco Co.
Percival S. Hill, Jonathan H. Holmes, Chas. S. Keene; the American Tobacco Co.
H. Respess, Austin, Nichols & Co.
W. F. Axton, Anton, Fisher Tobacco Co.
Jay Maxwell Simpson, N. W. Ayer & Son.

B

R. A. Bachia, R. A. Bachia & Co.
John N. Bagley, John N. Bagley & Co.
R. M. Barker, R. M. Barker Tobacco Co.
Fred E. Barnes, Barnes, Smith & Co.
W. I. Baxter, W. P. Baxter; Baxter Tobacco Co.
Joseph Carlisle, Harvey L. Hirst; Bayuk Bros. Co.
Julian S. Bach, Bach, Elias & Co.
C. E. Acton, Belmont Cigar Co.
F. H. Beltz, F. H. Beltz.
George M. Berger, John Berger & Son.
Edwin Beuchert, Edwin Beuchert.
Frank Blatt, Frank Blatt.
Hon. Jesse A. Bloch, Bloch Bros. Tobacco Co.
Charles Bobrow, Bobrow Bros.
Wesley F. Pike, William Boucher & Sons.
D. T. Bowers, Bowers & Ottenheimer Co.
C. F. Brandfass, Brandfass Tobacco Co.
Henry H. Brenner, M. Brenner & Sons.
Ben Pearson, Leon S. Boucher, Burke Morris, Byfield Snuff Co.

C

E. M. Hunter, the Cardwell Machine Co.
R. L. Jordan, Central Cigar & Tobacco Co.
R. E. Boone, Chicago; *American.*
Sam Margulies, Cigar and Tobacco Journal.
Joseph Levin, Cigarette Department, the American Tobacco Co.
W. J. Staub, George W. Cochran & Co.
W. P. Bushell, D. Emil Klein; Consolidated Cigar Corporation.
L. Lee Coombs, L. Lee Coombs.
Sydney G. Stevens, Cornwall & Stevens, Inc.
Joseph F. Gallagher, John C. Collins; Allen R. Cressman's Sons.
A. L. Cuesta, Cuesta, Rey & Co.
Joseph F. Cullman, Cullman Bros.
Nelson F. Erbach, A. B. Cunningham & Co.

D

C. H. Parke, The Dailey Cigar Co.
O. H. Dailey, O. H. Dailey & Co.
W. R. Taylor, M. J. Dalton Co.
E. Asbury Davis, F. A. Davis & Sons.
W. Deiches, Jr.; Wm. Deiches & Co., Edwin S. Hecht, Sidney S. Kaufman, Ralph E. Woltz, Henry G. Wemmer; the Deisel-Wemmer Co., R. J. Plate, George T. Glover.
Henry C. Demuth, Henry C. Demuth.
H. Stewart Moorhead, Duncan & Moorhead.
F. L. Brogan, Dushkind Davis; Dusel, Goodloe & Co.

E

B. M. Hanigan, East Prospect Cigar Co.
Frank F. Eiseman, A. A. Levitt; Eiseman & Sons.
Chas. J. Eisenlohr, Ben R. Lichty, Burton Emmett; Otto Eisenlohr & Bros., Inc.

F

S. A. Fassler, Fassler & Silverman.
Albert G. Fehsenfeld, W. G. Donaldson; the Fehsenfeld Cigar Co.
N. E. Nichols, M. L. Fernandez.
David D. Sulkis, Miss Laura Fleck; Fleck Cigar Co., Ltd.
George M. Lex, Forty-four Cigar Co.
Harry Prochaska, Adolph Frankau & Co., Inc.
Frank P. Freel, Frank P. Freel.
Sidney J. Freeman, Sidney J. Freeman & Sons.

G

Clarence S. Gable, Clarence S. Gable.
Nathan Garten, Nathan Garten.
Asa Lemlein, E. H. Gato Cigar Co.
Richard C. Bondy, Wm. Best, Jr.; General Cigar Co., Inc.
Robert Gans, Albert Green, F. W. Florenz; Ed. C. Gever & Co.
H. C. Gieske, Gieske & Niemann.
Fred Bloch, Goldsmith & Block.
Frederick D. Grave, F. D. Grave & Son.
Fred B. Griffin, Griffin Tobacco Co.
Guedalia & Co., J. A. Guedalia.
A. A. Gumpert, O. L. Myers; Gumpert Bros.

H

Hall Williams, Marc Haas; Haas Bros.
James S. Haggerty, Haggerty Cigar Machine Co.
Harry L. Haines, Stephen S. Sechrist; H. L. Haines & Co.
E. W. Harris, Hamilton, Harris & Co.
Thomas F. Healy, J. Ross Holcomb; Thomas F. Healy.
Bertram S. Heineman, Milton S. Heineman; Heineman Bros.
Henry I. Henderson, Henry I. Henderson.
Oscar T. Voight, Heywood, Strasser & Voight Litho Co.
William A. Hollingsworth, William A. Hollingsworth.
Herman C. Huffer, Jr., Herman C. Huffer, Jr.

I

Henry Hill, Interborough Cigar Co.
Edward M. Davis, Inter-City Cigar Co.

J

S. M. Jackson Jacobs, Fernandez & Palacio.
Charles S. Jacob, Charles W. Jacob & Allison.
Jules Jacob, Jules Jacob.

K

Carl Kaufman, Wm. S. Kimmig; L. P. Kimmig & Co.
Jacob Klein, Jacob Klein.
Louis Klein, Louis Klein Cigar Co.
E. E. Kleiner, E. Kleiner & Co.
E. A. Kline, E. A. Kline.
Julius Klorfein, Julius Klorfein.
G. A. Kohler, G. A. Kohler & Co.
A. S. Kratz, the A. S. Kratz Co., Inc.
William H. Kraus, Henry Graus, Millard H. Laupheimer, Samuel Dealham, Jr., J. M. Philbin; Kraus & Co., Inc.
Morris Krinsky, John W. King, R. L. Kimborough, Clement L. Keeler, Leo. J. Kohlberg; Est. of I. B. Krinsky.

L

M. A. La Fond, M. A. La Fond & Co.
William T. Reed, Larus & Bro. Co.
George Buchheister, Carl W. Prior; Henry Lauts & Co.
Horace H. Leach, Leach & Co.
L. S. Siegel, Fred W. Flad; Lehmaier, Schwartz & Co.
Bernard Lett, Bernard Lett.
M. C. Miller, Frank P. Lewis Cigar Co.
Bernard Liberman, Liberman Mfg. Co.
L. A. Lincoln, Lincoln Bros.
Thomas J. Link, Link & Co.
Roman Dobler, Calixto Lopez.
George H. Hummel, P. Lorillard Co.
Leo D. Loughran, John Loughran; Daniel Loughran & Co.
Rawlins D. Best, Lovell, Buffington Tobacco Co.
Percival R. Lowe, J. F. Lukens; Percival R. Lowe.

M

W. E. Ransom, MacAndrews & Forbes Co.
C. A Bond, Manila Ad. Agency.
C. D. Hunter, James F. Logan, Daniel F. O'Connell; Joseph P. Manning Co.
J. H. Gollner, M. Marsh & Son.
R. B. French, Marz & Rowolle, Inc.
George I. Watson, J. M. Preston; Sig C. Mayer & Co.
H. M. McRae, George Melhado; George Melhado & Co.
John W. Merriam, John W. Merriam & Co.
Arthur M. Eisig, Arthur J. Cohen; Metropolitan Tobacco Co.
William W. Morton, R. C. Morton & Co.
Lee Roy Myers, Jacob Mayer, Antonio Montero; Lee Roy Myers Co.

N

Arthur L. Holt, Theodore Netter.
C. P. Triplett, S. M. McBride; Nuedecker Tobacco Co.
S. Major Newburgh, Louis Newburgh Co.
J. C. Newman, J. C. Newman Cigar Co.
F. C. Niles, Niles & Moser Cigar Co.
Harry B. Foster, Noah-Foster Co.

O

I. L. O'Donnell, J. L. O'Connor, Henry T. Ofterdinger; Henry T. Ofterdinger.
C. L. Davis, Old Dominion Tobacco Co., Inc.
Dave S. Saqui, Walter E. Olsen & Co.
Henry T. Ottenberg, Henry Ottenberg.

P

A. E. Parker, A. E. Parker.
H. A. Voice, J. A. Voice; Pasbach Voice Litho Co.
Robert E. Lane, Cifuentes Pego y Ca.
Henry Weigand, Penn Tobacco Co.
Jose P. Perez, Marcelino Perez & Co.
Charles B. Perkins, L. A. Henault; Chas. B. Perkins Co.
H. C. Pfaff, H. C. Pfaff.
James D. Plunket, Plunket Cigar Co.
Frederick L. Kenney, Porto Rican American Tobacco Co.
Morris Cravis, L. A. Pamperia; Progressive Cigar Corp.

Q

J. W. Quinlao, D. J. Quebec.

R

Robert Rosenbaum, R. & R. Chemical Co.
Geo. C. Weldon, J. V. Reed & Co.
E. Regensburg, E. Regensburg & Sons.
Oscar Reinach, Oscar Reinach.
A. Pollack, *The Retail Tabacconist.*
Dorsey Whitestone, Red Window Advertising Co.
L. C. Riddle, Riddle Graff & Co.
H. Rippen, Samuel Rothard; E. Altschuler.
Chas. A. Beach, Jr., L. F. Gieg, Edward H. Gore; Ritter Can & Specialty Co.
Henry G. Ritter, The Ritter Cigar Box Co.
H. L. Roby, Roby Cigar Co.
Jacob Loeb Langsdorf, Leo F. Weiss; Antonio, Roig & Langsdorf.
I. C. Rosenthal, Rosenthal Bros.
Samuel H. Bojur, E. Rosenwald & Bros.
Benito Rovira, Benito Rovira Co.
Charles A. Rubey, P. J. Rubey Co., Inc.
Chas. A. Gray, H. H. Shelton; R. J. Reynolds Tobacco Co

S

A. D. Salomon, A. D. Salomon & Co.
Marc. Hass, San Telmo Cigar Mfg. Co.
John G. Kneher, George Schlegel.
Stanton Harris, D. A. Schulte, Inc.
J. Vipond, Jr., Scranton Tobacco Co.
Asa W. Vandegrift, Sheip & Vandegrift.
Simon Shissler, Simon Shissler.
Charles W. McCormick, A. Siegel & Sons.
S. B. Smith, S. B. Smith & Co.
Edward G. Scott, Smith & Scott Tobacco Co.
Joseph T. Snyder, Joseph T. Snyder.
W. H. Snyder, W. H. Snyder & Sons.
J. D. Sparrow, Dr. M. L. Schamberg, R. L. Strowbridge; Sparrow & Gravely Tobacco Co.
J. B. Stewart, Steane Hartman Co.
Emil Steffens, Steffens, Jones & Co.
Henry Steiner, Isidor Steiner, Isaac Steiner; Wm. Steiner & Sons Co., Inc.
Abel O. Sterck, Sterck Tobacco Co.
Herman Stearn, The Stearn Co.
Harry A. Stern, The Stearn Container Co.
Allen Sterner, Allen Sterner.
Milton Samuels, Stern-Mendelsohn Co., Inc.
Charles E. Straus, Jr., Straus Cigar Co.
E. B. Strickler, E. B. Strickler.
W. T. Marshall, H. B. Coulter; Jno. H. Swisher & Son.

T

Henry Leiman, Tampa Box Co.
Ernest Berger, Tampa Cuba Cigar Co.
T. W. Tarpy, T. W. Tarpy & Co.
Fred B. Tinkham, Tinkham Bros.
D. F. Morris, Richard T. Tanner, L. M. Lamm; Tobacco.
John Bain, Jr., Carl Avery Werner, Samuel Greenwald, H. C. Hallam, C. R. Firey; *Tobacco Leaf.*
J. J. Boone, C. I. Putnam; *Tobacco Link.*
Nathaniel W. Mead, *Tobacco News.*
Leo Michaels; Louis C. Erdt; Tobacco Products Corp.
C. Fred Crosby, Fred J. Hillman, *Tobacco Record.*
Hobart B. Hankins, "Tobacco World."
T. T. Harkrader, Traffic Dept., The American Tobacco Co.
S. Turner, Turco-American Tobacco Co., Inc.

U

C. E. Williams, Fred C. C. Boyd, Charles G. Cole, Wm. H. Keeler, The Union News Co.
Edward Wise, S. M. Stroock, Esq.; United Cigar Stores Co.
Emerson Allen, L. H. Meyer; Universal Tobacco Machine Co.
P. V. Hoyle, *U. S. Tobacco Journal.*

V

George W. Van Slyke, William H. Van Slyke; G. W. Van Slyke & Horton.
J. R. Vetterlein, Vetterlein Bros., Inc.
J. Chas. Eichorn, The Victor Jar Co.
D. W. Eggleston, The Vigo Tobacco Co.

W

W. E. Waterman, Waitt & Bond, Inc.
W. H. Warner, W. H. Warner.
Frederick W. Plugge, Washington Tobacco Co.
I. H. Weaver, I. H. Weaver.
Leonard Wertheimer, Wilton Wertheimer; Wertheimer Bros.
J. S. West, J. S. West.
Col. F. W. Galbraith, Jr., Western Paper Goods Co.
Geo. R. Myers, Western Tobacco Journal.
Jonathan Peterson, Weyman-Bruton Co.
Louis A. Whalen, R. Whalen & Co.
A. G. Weidmann, Weidmann-St. Louis Cigar Box Co.
P. F. Burnley, Willard Tobacco Co.
W. H. Winstead, W. H. Winstead Co., Inc.
O. L. Heath, John T. Woodhouse & Co.

Y

George L. Yocum, Yocum Bros., Inc.
Chas. H. Sieker, Young & Busser, Inc.

Recommending the Salesmen

(*Continued from page* 12)

was brought before the convention and unanimously approved:

"WHEREAS, The Tobacco Salesmen's Association of America with branches to extend over the United States of America are members of the T. M. A., and

"WHEREAS, Our members cover every section of the United States and represent every branch of the tobacco industry, it is necessary for the closest fraternal relations to exist between all legitimate associations that are affiliated with the T. M. A. for the welfare of the tobacco trade in general, and

"WHEREAS, Manufacturers and jobbers affiliated with the T. M. A. employ salesmen and constantly add new men; the Tobacco Salesmen's Association of America has found it beneficial to organize and maintain an employment bureau for this purpose, and

"*Resolved*, That the Tobacco Merchants' Association in convention assembled, does hereby indorse and will recommend to all its affiliated members that they support and encourage such employment bureau for the benefit of the trade at large."

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

LUCKY STRIKE CIGARETTE

IT'S like this. Flavor is the thing that makes your cigarette enjoyable.

All right, then: Lucky Strike is the cigarette that gives you flavor. Because it's toasted.

Toasting! Flavor! Think of the appetizing flavor of a slice of fresh buttered toast.

And—it's wonderful how toasting improves Burley tobacco.

Isn't that all plain common sense? Of course. Get the Lucky Strike cigarette for flavor. It's toasted.

? Are you a pipe smoker? Then try Lucky Strike tobacco—it's toasted.

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INCORPORATED

—which means that if you don't like LUCKY STRIKE Cigarettes you can get your money back from the dealer.

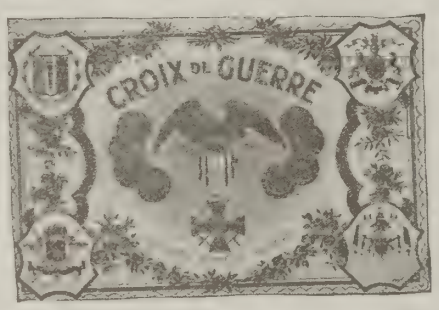
RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED

DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

PORTOCUBA CORPORATION
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York



The Newest Creation
Croix de Guerre
(The French War Cross)
SIX SIZES
French Cabinets
English Coronas
American Perfectos
Italian Panetelas
Belgium Blunts
American Puritanos
JUAN OVAREZ CIGAR CO., 253-255 Church Street, New York
Makers of LORD MILFORD Mild Havana and JUAN OVAREZ Clear Havana

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"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

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Send in your subscription NOW. Try "TOBACCO" for Six Months anyhow, $1.00

Fitzpatrick & Draper Will Double Production

A Big Four-Story Brick and Steel Structure at Kingston, N. Y., Will Be Erected at Once—A Modern, Daylight Factory, Completely Equipped and Provided with Every Convenience—Expansion Necessary to Meet the Urgent and Greatly Increased Demand for the F. & D. Brand—A Business That Dates Back to 1869.

Fitzpatrick & Draper, cigar manufacturers at Kingston, N. Y., are busy developing plans to obtain greatly increased production. To get things in shape, so that it will be possible to double their present output, Fitzpatrick & Draper will erect a new factory in Kingston, at the corner of Hasbrouck avenue and Mill street.

Gerard Betz, a New York architect, has completed the plans for the building and the work of construction will begin at once.

The new Fitzpatrick & Draper cigar factory will be a four-story structure of brick, concrete and steel. And, throughout, the building will be arranged and equipped in a way that will enable the work of cigar manufacturing to be carried on conveniently, comfortably and to best advantage. The factory will be unusually well lighted. In the different departments will be installations of equipment insuring the maintenance of the desired temperature and humidity, at all times, in each room. A special elevator service will be emplaced.

Because of the importance of the Fitzpatrick & Draper business, as well as the size and notable convenience of the building, the new cigar factory is acclaimed "the largest of Kingston's industrial expansions."

Long established and being built up substantially all the while, the cigar manufacturing business of Fitzpatrick & Draper constantly is becoming more important and the fact that these "old reliable" manufacturers are preparing to double production will be welcome news to many distributors.

The firm of Fitzpatrick & Draper is the outgrowth of friendship cemented during the Civil War. Philip Fitzpatrick, a cigar maker, and Frederick E. Draper, a clerk not quite 18 years old, enlisted in the Eleventh Battery of Light Artillery, New York Volunteers, in 1861. During four years of fierce fighting, the Eleventh Light Battery became famous, and two of the most capable canoneers in that battery were Philip Fitzpatrick and Frederick E. Draper. Skillful, quick, energetic and always dependable, Fitzpatrick and Draper were good soldiers who did their duty unfalteringly.

After the war, Fitzpatrick returned to the trade of cigar making. Draper obtained employment, keeping books, in an old book store in Troy. Each saved a little money, and in the Summer of 1869, they formed the partnership of Fitzpatrick & Draper, opening a store in River street, Troy. Soon afterward, in a small way, they engaged in the manufacturing of cigars. Due to industry, thrift and good management, the business prospered and grew.

Steadily the cigar factory was made more important and the little store developed into a large wholesale business. In the Spring of 1880, they secured a building on Third street and connected it with the River street establishment. Fitzpatrick & Draper were large distributors of Gail & Ax snuff and they handled great quantities of Bobolink and Good Cheer smoking tobacco. In the old days their leading brands of ten-cent cigars were Flor de Garcia, Alliance, American Gentleman and White Star. Their nickel leader was the Bobolink.

When Philip Fitzpatrick, who was known as "one of the fairest and squarest men that ever manufactured cigars," died in 1908, Frederick E. Draper disposed of his interest in the business to the heirs of Fitzpatrick. But the firm name of the notably important house continues to be Fitzpatrick & Draper to this day.

And ever the high reputation of Fitzpatrick & Draper is steadfastly maintained.

The leading Fitzpatrick & Draper brand, the F. & D., is a Sumatra wrapped, Havana filled, cigar of standard quality. The greatly increased demand for the F. & D. brand, making doubled production an urgent necessity, is directly attributable to "excellence and dependability."

BIG SHIPMENTS COMING

Horace R. Kelly & Co. Are Importing Millions of Manilas Especially Made for American Trade—Expected Early in June.

Horace R. Kelly & Co., having their New York office at the Murray Hill hotel for the time being, are preparing for a resumption of Manila importations on a very large scale. Of the big shipments of cigars now in transit to the United States from the Kelly factory in Manila, the first is expected to arrive here early in June. Brands included in coming shipments, comprising millions of cigars, are Non Plus Ultra, Manila de Luxe, George the Fourth, La Mesa, Pyrato, H. R. K.'s and Battlers, all in various sizes.

The House of Kelly, the oldest exclusive big cigar concern in the United States, was the pioneer importer of cigars from Manila, when free trade was established between this country and the Philippines. And, in coming back to the business they conducted so largely and successfully, Horace R. Kelly & Co. are in a position to build up trade, bigger and better than ever before.

Because the Kelly factory in Manila, established expressly to manufacture cigars for the American trade, under the competent management of an expert, a man well experienced in Philippine manufacturing, will specialize on shapes and sizes most preferred in the United States. Accustomed to handling cigars in immense quantities, purported to serve the trade even more advantageously than in previous years, Horace R. Kelly & Co. will be big factors indeed in the Manila business of this country.

Dry Decision Deferred

WASHINGTON, May 17.—The United States Supreme Court adjourned to-day until June 7 without rendering any decision on prohibition.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

Eisenlohr's Address

(*Continued from page 17.*)

the most extensive library dealing with tobacco from its cultivation to its manufacture and common usage, to be found anywhere in the country. This library contains at present more than 2,000 publications, in charge of a competent librarian, and is of necessity being constantly increased in size and value.

As a reference library for all who are interested in the general subject of tobacco, the books on the library shelves of the association are invaluable. All are catalogued with care by title, author, subject and the like, so that little difficulty is experienced by those desiring information to obtain just what they require without loss of time.

In connection with the procurement of publications bearing on tobacco in its every phase, we are collecting and compiling statistical, agricultural, legislative and economic information. This institution is at all times feeling not only the pulse of the tobacco trade, but the pulse of related lines of business, as well as public sentiment affecting our industry.

Whether it be a tobacco grower seeking information as to the means of protecting his crop from Root-Rot, or a student wishing to obtain scientific information about tobacco, or a manufacturer desiring to ascertain where he can pack coupons in his goods and where he cannot do so—this bureau cheerfully supplies the information.

It is a source of extreme gratification to note from the steady stream of inquiries now being received from all sources, that there is an awakening realization of the incalculable value of our Information Bureau, and a due appreciation of the reliable and up-to-the-minute data concerning legislation, taxation, revenue rulings, trade-marks, exports and imports, freight and transportation, and the many other interesting matters regarding which it is furnishing trustworthy information promptly and cheerfully.

Bulletins and Publications

Under modern conditions, it is almost impossible to over-estimate the importance of securing prompt and authentic information concerning any and all developments affecting the business one is interested in.

From its very inception the Tobacco Merchants Association has followed the practice of placing before its members at the earliest possible moment, all vital information of every nature, affecting the industry in all or any of its branches.

To accomplish this it has of course been necessary to maintain an elaborate system for the prompt procurement of information from all parts of the country. Obviously, this entails the collection of material from almost every conceivable source, which must be examined, catalogued and placed in shape for practical use and for immediate submission to our members by means of bulletins issued from time to time as occasion requires.

Thereafter the trade was kept promptly informed of any and all developments in connection with this act, special bulletins being issued from time to time as occasion required, either monthly, weekly, or daily. And finally, the association accomplished the remarkable feat of mailing printed copies of the complete text of the Revenue bill, including the income tax clauses, together with an analysis of their complicated provisions embraced in a book of over 50,000 words, within three days of the enactment of the bill.

However, the association's work of this nature is not limited to matters of national importance, for it extends into each of the forty-eight states of the Union.

Through special arrangements the association procures information concerning the introduction of any and all bills affecting the industry in any of the State legislatures, practically within twenty-four hours of their introduction.

Information of this character, to be of value, must, of course, be placed in the hands of those interested promptly, and the efficiency of the association's service may be gleaned from the fact that in numerous instances it was only through the notices of this association that local members learned of the introduction and status of bills in their own state legislature.

Instances too numerous to dwell upon might be given, all attesting to the efficiency and value of the association to the tobacco industry. Through its alertness, legislative action and administrative decisions affecting the interests of the tobacco industry have been anticipated and needful action promptly taken. Thus, members have been advised concerning new Revenue rulings, before even the Internal Revenue Department, because of the official business in which it was engulfed, was able to notify the district collectors.

The association has also published various booklets and pamphlets for the use of its members and to meet particular situations.

As an illustration of the regard in which the association's work of this nature is held, I may mention the fact that upwards of 100 requests for copies of the "Handbook on Trade-Marks," prepared by the association, have been received from libraries alone. The pamphlet, "The Cigarette and Its Merits," as well as the booklet entitled, "Tobacco as a War Essential," have been extensively distributed throughout the country, and undoubtedly played a material part in placing the matter treated therein in its proper light before those interested.

The value of these bulletins and publications is now so generally recognized that perhaps too much stress has been laid upon them in the scope of this report, but judging from the comments of those who have expressed themselves on the subject, it is almost impossible to overestimate the importance of a prompt and efficient service of the character maintained by the association.

It is, of course, of the utmost importance that this service be maintained at the highest degree of efficiency.

In connection with all our activities due credit must be given to the members of our different committees, who have always co-operated with the association and its officers in the various tasks that had to be performed in behalf of the industry. Despite the multiplex duties that devolved upon these committeemen, in connection with their respective business enterprises, they never hesitated to respond to the call of the association for services. Whether it was a call to attend a committee conference in New York or a request to join in the numerous trips made to Washington for the purpose of presenting our case to Congressional Committees or to other public authorities, these business men have always upon all occasions and at all times cheerfully made personal sacrifices to serve the association in the interest of the industry.

Membership and Resources

The growth of the Tobacco Merchants' Association of the United States in the short space of time since the movement to organize was begun, has been more than gratifying. When the call for the formation of a national trade organization was issued in September, 1915, immense difficulties necessarily had to be faced and overcome. Happily, this great work has been accomplished so that today large and small concerns, growers of tobacco, leaf dealers, manufacturers and retailers as well as many of those who supply the industry with necessary products, are working together hand in hand for the promotion of the best interests of the industry as a whole.

Sufficient to say that the Tobacco Merchants' Association, commonly known as the T. M. A., is now recognized by the industry throughout the country, as a real national institution, that may be fairly said to represent and speak for every branch of the tobacco industry.

But all of you are business men and it is needless, therefore, for me to remind you that no association can exist without adequate financial support. An organization such as this must be either

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who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

active or retire permanently from the field. It must be equipped with a competent working staff or the money thus far expended will have been wasted for the reason that its operations must languish. This organization must watch, study and investigate all problems that may arise affecting the industry and the solution of which is essential to its well being and progress. In order that these results may be satisfactorily accomplished, ample funds are necessary.

Not only is equipment needed, but it is imperative that this be of the most comprehensive character. If we are to render the industry adequate service, increase its power and influence and insure beneficial results, then our support must be more liberal. Without means to maintain this organization and render its operations really serviceable, its power and influence will be of no consequence, and it must necessarily fail to accomplish the very objects for which it was created.

Unfortunately the association has never adopted a schedule of dues and has left the fixing of the annual contributions to the discretion of the members. As a result, quite a number of our members, apparently appreciating the value of our Association, but not realizing the expense of maintaining such an institution, have fixed their dues at a purely nominal amount hardly sufficient to cover the postage on the bulletins, etc., forwarded to them in the course of a year.

Recognizing the necessity of an active trade organization, it is essential that we maintain it on a scale big enough to enable it to perform the functions and render the services that the industry may require from time to time, remembering always that the very usefulness of the association, its power and its influence, and its ability to produce beneficial results must necessarily depend upon its size, its strength and its facilities to do things.

The tobacco industry has always been most liberal and generous. It has contributed freely to every patriotic or public movement deserving of its support. Surely it will not follow a policy of stringent economy in dealing with an institution devoted exclusively to the interests of the industry of which we all form a part.

On the contrary, I am most confident that, appreciating the value of such an institution, and realizing the necessity of maintaining it on a scale commensurate with the magnitude of our industry, the trade will contribute liberally to its support.

If we expect this organization to continue to do big things in a big way—if it is to hold the position it has attained as a national institution—if the organization's machinery is to continue to function efficiently, under present day conditions—we must all do our share and place the association on a strong financial footing.

The association must gather information from all parts of the country and keep itself and its members informed as to every step and every move that may be made in every part of the country affecting the industry. It must be alert and on the watch all the time and it must have sufficient means to obtain such information. Moreover, if any action is to be taken to combat the anti-tobacco agitation the T. M. A. should be adequately equipped to perform the task efficiently and effectively.

Additional funds for its adequate support must and doubtless will be provided. It is a subject that should impress itself upon every interest identified with the tobacco industry.

In Memoriam

It becomes my painful duty to pay a deserved tribute to the memory of the members of this association who have passed away since our last convention. Among those whose loss is keenly felt by the entire industry are Richard Joshua Reynolds, president of the R. J. Reynolds Tobacco Co.; Henry Bendheim, treasurer of the Metropolitan Tobacco Co.; Roger G. Sullivan, of Manchester, N. H.; Maximilian Stern, of Maximilian Stern, New York; Wallace L. Pierce, president of S. S. Pierce Co., Boston; Samuel Wertheimer, of Wertheimer Bros., Baltimore, Md.; William Best, Sr., of Best & Russell, Chicago; Miguel Alvarez, president of Y. Pendas & Alvarez, New York; Louis A. Bornemann, of Mendelsohn, Bornemann & Co., New York; Solomon Schinasi, of Schinasi Bros., New York; David Forbes, Sr., of McAndrews & Forbes, New York; David M. Frankel, of Frankel, Gerdts & Co., New York, and Edward S. Moser, of Niles and Moser, Kansas City.

While we deplore the passing of our co-workers in the ranks of the T. M. A., we nevertheless rejoice that we are able to testify of their worth as men whose lives reflect lustre upon the industry with which they were affiliated, long and honorably. To their sorrowing families we extend our heart-felt sympathies and we mourn sincerely with them. Let us rise and for one minute pay a tribute of silent meditation to our departed members.

Classified Advertisements

FOR SALE

Half or whole interest in our tobacco manufacturing business. Machinery, equipment and supplies complete. Brands and Good Will. Manufacturers and owners of Globe Tobacco Co. and Scotten Tobacco Co. brands of tobacco. One brand worth more than the whole interest will cost. Quick action.

Globe-Scotten Tobacco Co.
Detroit, Michigan

SUPERINTENDENT AND MANAGER OF UNUSUAL ABILITY, THOROUGHLY PRACTICAL IN ALL THE DETAILS OF MANUFACTURING, IS OPEN FOR POSITION IN NEW YORK OR PHILADELPHIA. ADDRESS "EASTERN," c/o TOBACCO, 10 EAST 39th ST., NEW YORK CITY.

WANTED—Molds 10 or 20 bunch 4½" straight, about 43 ring, slight draw on tuck. State quantity and price. Address Box 1001, c/o Tobacco, 10 East 39th St., New York.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

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TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

Pacific Coast Representative

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

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CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR LEASE AT HARTFORD, CONN.

FOR LEASE—AT HARTFORD, CONNECTICUT, IN TOBACCO WAREHOUSE DISTRICT, 49 COMMERCE STREET; BUILDINGS ON PLOT 100 x 150. WILL REMODEL FOR TOBACCO BUSINESS. EDWIN BURDICK, 271 WEST 90TH STREET, NEW YORK.

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A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE. "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

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TOBACCO

ESTABLISHED 1886

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Convention More Than Justified Expectations

Twenty-Second Annual Meeting of the National Cigar Leaf Tobacco Association at Dayton Was Well Attended, Busily Employed and Splendidly Entertained—Good Work Done Enthusiastically—Important Steps Taken to Advance and Protect Tobacco Interests—Officers All Re-elected—Hartford Chosen for the Meeting Place in 1921.

Held at the Hotel Miami, in Dayton, O., Monday and Tuesday, the twenty-second annual meeting of the National Cigar Leaf Tobacco Association was a convention that more than justified high expectations.

As a matter of course, much always is expected of the National Cigar Leaf Tobacco Association. Why? Established prestige, high standing, far-reaching influence and financial strength of leaf houses represented in the membership of the association only partly account for the feeling of confidence. Previous achievements give additional assurance. The best of team work is made possible because these shrewd merchants know each other well. Being practical men, when they have a convention, they concentrate attention on the important things that can be accomplished most advantageously. They apportion the work, not sparing effort nor wasting time. They have experience, ability, persistence and enthusiasm. They pick the right men to serve on the various committees. They give undivided support to those who represent them; they heed the advice of counsel and they direct activities into channels that lead to attainment of desired results.

An apt remark may be more accelerating than a lengthy argument. A little fun, expertly "poked" at the proper time, may expedite matters. "Jollying along" is better than a debate that delays business. By the N. C. L. T. A., information is preferred to oratory. Achievement, rather than mere speech-making, is the test of a convention's usefulness.

And judged, according to work done, the annual meeting at Dayton undeniably was one of the best conventions the National Cigar Leaf Tobacco Association ever had.

By the resolutions it passes, by the men it puts forward, by the way it does business, a convention courts either success or failure. It goes out of existence, into its limited place in history. And, what will be said concerning a convention is known usually, or at least guessed, before adjournment occurs.

Of the twenty-second annual convention of the N. C. L. T. A., all who attended will say: "It was a specially good meeting."

The N. C. L. T. A. didn't hesitate; it wasn't afraid to go on record. It made recommendations that will be studied, endorsed and urged on Congress by alert tobacco men throughout the country.

Presented to the convention by Joseph Mendelsohn, chairman of the committee on resolutions, the following resolutions, after careful consideration, were adopted unanimously:

The Soldiers' Bonus Bill

WHEREAS, The House of Representatives has formulated a bill making substantial increases in the existing Internal Revenue taxes on cigars, cigarettes, manufactured tobacco and snuff, as a part of a project of taxation to raise $1,500,000,000 to pay the so-called soldiers' bonus; and

WHEREAS, It is the firm belief of the National Cigar Leaf Tobacco Association that any increase in the existing Internal Revenue taxes on tobacco products will prove so oppressive as to demoralize the industry and to produce a smaller net revenue than the $295,000,000 per annum under the existing law; therefore be it

Resolved, That this Association earnestly protests against any increase in the present Internal Revenue taxes on tobacco products; and be it further

Resolved, That the Association while favoring liberal appropriations to care for the wounded, sick, or otherwise disabled soldiers of the Republic, strongly deprecates the passage of a general bonus measure on the grounds that the distribution of a cash bonus will tempt large numbers of young men to abandon their employment thereby reducing production at a time when an increased output of our leading industries is universally regarded as necessary for the relief of the country from existing high prices; that cash gratuities given to our soldiers in consideration of their splendid work in France cannot fail to lower their own self respect and the esteem in which they are held by the people of the country; and that because of the burdens now borne by the public at large which are now so heavy that any addition to the load will mean distress and actual privation in millions of cases; and be it further

Resolved, That copies of these resolutions be forwarded to the Chairman of the House Ways and Means Committee, and the Senate Finance Committee.

Revision of the Tariff

WHEREAS, It has been semi-officially announced that Congress in the near future will undertake a revision of the schedules of the Underwood-Simmons Tariff Law; and

WHEREAS, The United States Tariff Commission has already begun a survey of the tobacco industry with the view to recommending to Congress what revision, if any, should be made in the tobacco schedule of the existing tariff law; therefore be it

Resolved, That it is the sense of the National Cigar Leaf Tobacco Association that it is for the best interest of the entire leaf trade and the cigar manufacturers industry that there should be no change in the existing tariff rates on cigar leaf tobacco, and be it further

Resolved, That this Association is strongly of the opinion that the percentage limitation on bales of tobacco containing both fillers and wrappers should be raised from 15 per cent. as in the present law, to 50 per cent, so that while all wrapper leaf tobacco would pay duty as such, no mixed bales would be assessed for the wrapper duty as to their total contents unless they contained 50 per cent. or more of leaf suitable for wrapper purposes; and be it further

Resolved, That copies of this resolution be forwarded to the Chairman of the House Committee on Ways and Means, to the Senate Committee on Finance, and to the United States Tariff Commission.

Weight Basis for Assessment of Leaf Tobacco Duty

WHEREAS, The present system of assessing duties on imported cigar leaf tobacco on the basis of its weight when first landed on the dock instead of its weight upon withdrawal for consumption is inequitable; and

WHEREAS, The Canadian system of assessing duties on the basis of the weight of the tobacco after the elimination of excess moisture contained therein has proven practicable and just to both the Government and importers; therefore be it

Resolved, That the National Cigar Leaf Tobacco Association urges upon Congress the incorporation in the forthcoming revision of the tariff law, of an administrative provision adopting in effect the Canadian plan for the assessment of duty on cigar leaf tobacco; and be it further

Resolved, That copies of this resolution be forwarded to the House Committee on Ways and Means, and to the Finance Committee.

Anti-Tobacco Propaganda

WHEREAS, The sporadic attacks upon the tobacco industry which have been made for several years have developed during the past twelve months into definite propaganda proceeding from certain recognized sources, and therefore to be reckoned with as a definite menace to our trade; and

WHEREAS, The unnecessary public agitation of this subject on behalf of the tobacco industry serves no good purpose and operates only to incite further attacks; therefore be it

Resolved, That a committee of seven members of the National Cigar Leaf To-

In Front of the Famous N. C. R. "Schoolhouse"—Tobacco Men at the Dayton Convention Greatly Enjoyed Their Visit to the Magnificent Plant of the National Cash Register Co.

bacco Association with power to add to their number, of whom four shall constitute a quorum, be appointed by the president to consider what steps should be taken to meet these assaults; and be it further

Resolved, That this committee shall be authorized to confer with like committees of other trade bodies in devising measures for the common cause.

Relative to Free Zones

WHEREAS, Congress has given consideration to measures providing for the establishment, operation and maintenance of Free Zones at certain ports of the United States; and

WHEREAS, The business men of the country engaged in domestic industry as well as in the importation and exportation of raw materials are daily becoming more firmly convinced that the interests of the country demand the adoption of a Free Zone policy; and

WHEREAS, The establishment of Free Zones should be of great advantage to the cigar leaf grower as it would permit the cleaning, grading, and repacking of foreign leaf at American ports without payment of duty; would enable domestic cigar manufacturers to build up an enormous export trade by combining domestic leaf with duty-free foreign leaf; and would create an unlimited demand for domestic leaf for the making of cigars for export while in no way reducing the tariff protection afforded domestic leaf, or the cigars made therefrom for home consumption; therefore be it

Resolved, That the National Cigar Leaf Tobacco Association again affirm its advocacy of this legislation and earnestly urge Congress to consider these measures either independently or in connection with such amendments as may be made to the customs administrative laws during the prospective revision of the Underwood-Simmons Tariff law; and be it further

Resolved, That copies of this resolution be forwarded to the Chairman of the House and Senate Committees on Commerce, the House Committee on Ways and Means, and the Senate Committee on Finance.

The Garrett-Green Bill

WHEREAS, The House of Representatives has passed the so-called Garrett-Green Bill, permitting the sale of leaf tobacco by unregistered dealers provided same pays a tax of 7 cents per pound; and

WHEREAS, Such a measure is directly opposed to the theory upon which comprehensive, not to say drastic, regulations for the supervision of leaf tobacco dealers have been drafted, in that unlicensed, irresponsible parties would be permitted to deal in tobacco taxed at a differential rate much lower than that assessed upon any form of manufactured tobacco; therefore, be it

RESOLVED, That this Association protests strongly against the enactment of the Garrett-Green bill and appeals to the Senate Finance Committee to reject the measure as inimical to the best interest of the tobacco trade and as likely to cause a serious reduction in the revenue derived from manufactured tobacco products.

Standardization of Leaf Tobacco

WHEREAS, The Bureau of Markets of the Department of Agriculture, after unavoidable delays, is again taking effective steps looking to the classification and standardization of cigar leaf tobacco, and has retained the services of competent experts to proceed with this work immediately; therefore be it

Resolved, That the National Cigar Leaf Tobacco Association reaffirm its hearty endorsement of the work of the Bureau of Markets and pledges its full cooperation in carrying out the project; and be it further

Resolved, That the special committee of the National Cigar Leaf Tobacco Association appointed by the president of the Association pursuant to the resolution adopted at the convention in Lancaster a year ago is hereby continued with full authority to confer with the officials of the Government from time to time and to agree upon an official classification of all the important types of American cigar leaf tobacco; and be it further

Resolved, That copies of these resolutions be forwarded to the Secretary of Agriculture and to Mr. Frank B. Wilkinson, of the Bureau of Markets, in charge of the work of standardization and classification.

Repeal of the Cantrill Law

WHEREAS, The Internal Revenue Bureau, pursuant to the regulation for the supervision of dealers in leaf tobacco recently promulgated under the terms of the War Revenue Act, of February 24, 1919, is now collecting statistics with regard to stock of leaf tobacco which are necessarily more accurate than those obtainable from any other source and which, therefore, would form a more reliable basis for the quarterly reports now issued to the trade by the Census Bureau; and

WHEREAS, The quarterly census reports are necessarily inaccurate because of the fact that thousands of small holders of leaf tobacco are exempted by law from reporting to the Census Bureau, the result being a compilation of misleading statistics; therefore, be it

Resolved, That it is the firm belief of the National Cigar Leaf Tobacco Association that the work of preparing the quarterly reports of stocks of leaf tobacco on hand should be transferred to the Internal Revenue Bureau and the reports themselves compiled from the figures collected by that Bureau, pursuant to the new leaf regulations; and be it further

Resolved, That it is the sense of this Association that the Cantrill Act should be repealed for the reasons above set forth, and because the work done by the Census Bureau pursuant thereto is an unnecessary duplication of that of the Internal Revenue Bureau; and be it

Resolved, That copies of these resolutions be forwarded to the Chairman of the Census Committees of the Senate and the House of Representatives.

Porto Rican Cables

WHEREAS, The cables operating between the United States and Porto Rico have proven inadequate and incomplete thus menacing the Island—the chief of our insular possessions, and the tobacco merchants operating on said island; and

WHEREAS, The cable companies maintain what is known as an urgent service at three times the regular cost, a service primarily not intended for commercial use and not included in its published tariffs, thereby keeping it within reach only of a favored few; therefore be it

Resolved, That notwithstanding the fact that these companies are privately owned, yet being public utilities, these abuses should be the subject of investigation and to that end, be it further

Resolved, That this subject be placed in the hands of our Washington representative for his action in bringing about the necessary investigations; and be it further

Resolved, That the Association's Washington representative is hereby instructed to make appropriate representations in official quarters to the end that existing official wireless facilities shall be made available for commercial use; and be it further

Resolved, That this subject be placed also in the hands of the proper committee of this organization for such additional action, either independently or in conjunction with our Washington representative as they may find in their power to take.

Porto Rican Shipping

WHEREAS, The steamship services, both freight and passenger, operating between Porto Rico and the United States has become obsolete and has failed to keep pace with the progress of the island and has ceased to be an adequate and sufficient service, thus inflicting a hardship on the tobacco merchants doing business in Porto Rico, and

WHEREAS, The service has become well nigh intolerable, and a menace to our cigar manufacturers who require Porto Rican tobacco: therefore be it

Resolved, That the N. C. L. T. A. Association in convention assembled, protest this service; and be it further

Resolved, That through our bureau in Washington, we endeavor to obtain some relief from this intolerable service and that it be made the subject of inquiry at the hands of the shipping board.

Price Maintenance Legislation

WHEREAS, It has been demonstrated in many instances that ruinous competition and reckless price cutting are as much a menace to the prosperity of the country and the best interests of the consumer, as is uncontrolled monopoly; therefore be it

Resolved, That this Association reaffirms the resolutions it has adopted for several years past in urging upon Congress the desirability of the early passage of the measure legalizing contracts between manufacturers and dealers for the maintenance of prices, the business morality of which has been recently affirmed by the courts in the Colgate and Beechnut cases; and be it further

Resolved, That the Association favors the enactment in this connection of a measure based upon the principle underlying the so-called Stevens-Price Maintenance Bill now pending in the House of Representatives; and be it further

Resolved, That copies of these resolutions be forwarded to the Chairman of the House Committee on Interstate and Foreign Commerce.

To Obtain New Members

Resolved, That the president shall appoint committees in all the tobacco raising states and in all the cities in which cigar leaf tobacco interests are represented, for the purpose of soliciting new members.

Thanks to Officials

Resolved, That the thanks of the National Cigar Leaf Tobacco Association are hereby extended, for courtesies shown us during the past year, to the Commissioner of Internal Revenue, the Chief of the Tobacco Division, the officials of the Passport Bureau of the State Department, the officials of the Bureau of Markets, and the tobacco experts of the Census Bureau.

Thanks to the Ohio Association

Resolved, That the hearty thanks and deep appreciation of the members of this Association be extended to the Ohio Leaf Tobacco Packers' Association for their splendid hospitality and more than generous entertainment of this convention, which must always remain a pleasant memory with all of us.

National Cash Register Company

Resolved, That the thanks of the National Cigar Leaf Tobacco Association are hereby extended to President Patterson and the officials of the National Cash Register Company, for the luncheon and entertainment so generously afforded us on the opening day of our convention; and we take this occasion to express our appreciation of the opportunity to inspect this model industrial establishment.

Thanks to Trade Press

Resolved, That we express to the tobacco trade journals our thanks for and appreciation of their work during the past year in the interests of the trade.

Washington Representative

Resolved, That the Association retains the services of William L. Crounse as its Washington representative at the rate of compensation as heretofore.

Guests at Al Fresco Dinner Monday Evening, Green Tree Inn Road, Out in Montgomery County Where the Zimmer Spanish Grows

"One Good Term Deserves Another"

In choosing officers, the slogan of the National Cigar Leaf Tobacco Association appears to be: "Steady employment for true and capable men."

When election was in order, the one thought of the convention was to retain the services of the officers who had done so well. President I. H. Weaver, Vice-President George M. Berger, Treasurer Jerome Waller and Secretary Milton H. Ranck were re-elected, enthusiastically and unanimously.

Acting favorably upon the report of the nominating committee, of which Fred B. Griffin was chairman, the convention, by directing the secretary to cast one ballot, unanimously elected the following directors: W. F. Fuller of Hartford, John R. Young of Philadelphia, Joseph Goldberg of Lancaster, Carl Wobbe of New York, Morris Hartman of Hartford, and Henry Hochstein of Milwaukee.

Fred B. Griffin, president of the Connecticut Leaf Tobacco Association, in a happy little speech that evoked much applause and laughter, invited the Association to hold the next convention at Hartford. Responding, President Weaver paid high tribute to the intelligence of Connecticut tobacco men. Hartford again obtained, without opposition, the honor of being the convention city.

Incidentally, or better said intentionally for the good deed was premeditated, the N. C. L. T. A., because of the excellent work of Treasurer Jerome Waller at the convention, has been placed in a much better financial position. And it seems certain that, during the coming year, the membership of the Association will be increased notably.

Features of the convention were helpful suggestions made in brief speeches by government officials. M. F. Snider, chief of the Tobacco Division of the Bureau of Internal Revenue, explained how tobacco statistics could be compiled and published much sooner, now that tabulating machines were in use.

Frank B. Wilkinson, of the Bureau of Markets, spoke briefly concerning the advantages to be gained by standardizing cigar leaf tobacco. "Of course the tobacco would have to be classified according to types, districts and trade usage."

Of the hospitality of Ohio, the delegates attending the N. C. L. T. A. at Dayton will speak appreciatively. Splendid arrangements were made for the entertainment of visitors. No attention was omitted. Expense was disregarded in the endeavor "to give everyone present a real good time." Generous preparations were made. Three feasts were spread in two days. At noon, Monday, the visiting tobacco men were guests of the National Cash Register Co. at a luncheon given in the hall of the welfare department of the company. Monday evening officers of the Ohio Tobacco Packers' Association were the hosts at an *al fresco* dinner, served in a big tent, near the Green Tree Inn, "out on the Troy road in Montgomery County where the good Zimmer-Spanish is grown." The concluding banquet, Tuesday evening, was held in the ball room of the Miami Hotel, the new hostelry that is the pride of Dayton. On the various trips, all sorts of automobiles, excluding Fords, were placed at the disposal of the visitors.

Those who attended the convention had a chance to see the wonderfully well-managed plant of the National Cash Register Co. Preceding the luncheon, Monday, the visiting tobacco men visited the splendid "school house" and saw what entertainment and instruction the National Cash Register Co. gives its employees during the noon hour of each working day. Excellent music and singing, in which all could participate, were added to all the attractions of a high-class motion picture theatre.

At the luncheon, John H. Patterson, president of the National Cash Register Co., was the principal speaker. He spoke, at some length, explaining the utility and value of "reciprocal service," both to employer and employee. Heads of various departments of the National Cash Register Co. spoke briefly, inviting questions, all of which were answered, unhesitatingly. The endeavor of the management is to make the great plant of the National Cash Register Co. "all that a most progressive industrial establishment should be." "Altruistic methods, associated with sound financial policy," undoubtedly assist the National Cash Register to maintain preeminence. The visit to the National Cash Register plant certainly was "informative and pleasant."

The dinner at the Green Tree Inn Monday evening was "entirely informal." There was no speech-making. But "a lot of good eats" and other things of interest, caused the occasion to be especially featured.

Temporarily converted into a banquet hall, the grand ballroom of the Hotel Miami was the place appointed for the festivities Tuesday evening. The tables, arranged alphabetically, were made more gay by large boquets. Beside each plate was a beautiful souvenir, a costly pig skin case containing bottles of a perfume especially popular. On tinted paper, brightened by pictures of tobacco culture, appeared the menu, as follows:

Lobster Cardinal
Celery Olives Radishes
Consomme Celestine
Shad Roe Saute Meuniere
Cucumbers
Whole Squab Chicken, American Fashion
New Asparagus, Hollandaise Parisienne Potatoes
Salad Nonpareil with Roquefort Cheese
Crackers
Fancy Forms of Ice Cream
Petit Fours Demi Tasse
Manitou Cigarettes Cigars

S. Major Neburgh, president of the Ohio Association, was toastmaster. The principal speakers of the evening were Hon. Roland W. Baggott, who eloquently warned the association of the insidious activity of anti-tobacco propagandists and others who would minimize American liberty; Harry Rothschild, who told of his trip to Sumatra; A. B. Hess, Benno Rosenwald, Fred B. Griffin, and Henry Hochstein, all of whom deftly paid their respects to the trade, handing out "hits" and compliments impartially.

It was a great banquet; not a thing was lacking. Cabaret entertainers were there with a repertoire of songs and dances, the music was fine; everything assisted to make the occasion a happy one.

Milton Stern, William J. Lukaswitz and Charles Soliday, the committee in charge, were indeed deserving of the enthusiastic vote of thanks that they received.

AMONG THOSE PRESENT WERE

Geo. M. Berger, Cincinnati.
Wm. S. Brill, New York.
Fred Block, New York.
W. L. Crounse, Washington, D. C.
Jerry Connors, Hartford.
B. P. Conkling, Greenville, O.
H. B. Coulter, Newark, O.
Chas. Duignan, New York.
W. Dickerson, Edgerton, Wis.
Wm. Fuller, Hartford.
S. A. Fassler, Hartford.
M. J. Gans, Hartford.
Jerome Kohn, Hartford.
Fred B. Griffin, Hartford.
Henry Oppenheimer, New York.
Henry Rothenberg, New York.
J. M. Rosenthal, New York.
B. Rappaport, Hartford.
Benno Rosenwald, New York.
Harry B. Rothschild, New York.
John H. Rohrer, Germantown, O.
Wm. Staun, Cincinnati.
G. W. Stewart, Hartford.
N. A. Shepherd, Hartford.
M. P. Schlesinger, Cleveland.
Theo. Sternemann, Milwaukee.
Geo. Schnath, Chicago.
Paul Semon, Cleveland.
A. C. Hiller, Chicago.
C. M. Hipple, Philadelphia.
A. W. Kaercher, Chicago.
H. M. Kipp, Hastings, Neb.
Percival Lowe, New York.
C. Lukaswitz, Dayton.
B. M. Mowery, Lancaster, O.
C. F. Meyer, Chicago.
Fred Miller, Cincinnati.
Chas. Meissner, New York.
Jos. Mendelsohn, New York.
A. McIntosh, Edgerton, Wis.
Wm. McIntosh, Edgerton, Wis.
S. Major Newburgh, Hamilton, O.
I. H. Weaver, Lancaster, Pa.
L. H. Nolt, Lancaster, Pa.
H. P. Taylor, Lancaster, O.
Milton H. Ranck, Lancaster, Pa.
B. F. Hoffman, Lancaster, Pa.
J. W. Dittenhoefer, Lancaster, Pa.
Howard F. Dittenhoefer, Lancaster, Pa.
Morris Rosenthal, Lancaster, Pa.
B. Schwarz, Ephrata, Pa.
H. B. Mumma, Lancaster, Pa.
J. H. Mumma, Lancaster, Pa.
E. L. Nissly, Florin, Pa.
E. J. Nissly, Florin, Pa.
Capt. J. Goldberg, Lancaster, Pa.
Herbert B. Weaver, Lancaster, Pa.
Will G. Fritz, Lancaster, Pa.
Chas. Hess, Lancaster, Pa.
John F. Weaver, Lancaster, Pa.
Jacob Bowman, Lancaster, Pa.
J. S. Siegrist, Mt. Joy, Pa.
Hon. A. B. Hess, Lancaster, Pa.
J. G. Frolich & Son, Lancaster, Pa.
J. W. Brennemann, Millersville, Pa.
Ray Heiland, Lancaster, Pa.
Benj. F. Good, Lancaster, Pa.
Leo. Truska, Chicago.
W. B. Wentworth, Edgerton, Wis.
Jerome Waller, New York.
Jos. Wedeles, Chicago.
P. Wasserman, New York.
Carl Wobbe, New York.
J. R. Young, Philadelphia.
J. A. Heiland, Dayton, O.
Jos. Muer, Detroit.
H. P. Hochstein, Milwaukee.
M. E. Stern, Dayton, O.
C. H. Solliday, Dayton, O.
Nic Guenther, Cincinnati.
Chas. Toll, Lancaster, Pa.
Sam Grabosky, Philadelphia.
L. Grabosky, Philadelphia.
John L. Fielding, New York.
Henry Fisher, New York.
Julius Fryer, Cleveland.
Harry Jaskulek, Dayton.
J. R. Reynolds, Elmira, N. Y.
Wm. Stroop, Dayton.
Fred Stroop, Dayton.
L. A. Wheeler, Troy, O.
O. W. Kincade, Troy, O.
Geo. Hoffman, Lancaster, Pa.
A. Brudna, Cleveland.
A. B. Hostetter, Dayton.
Omar Hostetter, Dayton.
D. C. Albert.
Ira C. Albert.
Hon. R. W. Baggott.
Geo. P. Bailey.
W. O. Banker.
R. F. Behringer.
E. E. Burkhardt.
Alvin Burnett.
T. B. Christopher.
W. T. Davis.
Charles Earley.
Roy Earhart.
C. C. Ehrhart.
John F. Ely.
Joseph Endress, Jr.
O. J. Emrich.
W. T. Estes.
J. Flinspach.
George Gries.
Robert Grubbe.
Thomas Holzman.
Nathan Jaskulek.
W. O. Joslin.
W. E. Keller.
E. A. Kearn.
W. A. Keyes.
Bert Klopfer.
S. M. Krohn.
Leopold Louis.

(*Continued on page* 13)

The Delegates to the Convention of the National Cigar Leaf Tobacco Association at Dayton. All Can Tell What a Good Time They Had

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 27, 1920.

FREIGHT MUST BE MOVED

The people of New York City have been patient and long-suffering. Their reluctance to protect themselves has been due largely to the sympathy which every American feels toward the man who works with his hands. In labor controversies, the public insists that the workman shall not only have fair play but a little more.

"In the present instance, however," says the spokesman for the Merchants Association, "there is no question of fair play. The coastwise longshoremen can take their grievances to the tribunal established by law to hear them, the members of which have promised a wage readjustment if the situation warrants it.

"In order to qualify to appear before this tribunal, however, they must first go back to work. This they have refused to do, and the result is disturbance of the City's commerce, vastly increased food prices and general inconvenience. The mere statement of the situation reveals its absurdity.

"The business interests of the City, at the request of the Department of Justice, offered their mediation in the settlement of the longshoremen's strike, and this finding was rejected by the men. The Department of Justice, whose duty it is to enforce the law in case the longshoremen are found to violate it by interfering with the free movement of food products, is now again at work.

"The business men are concerned solely in opening the channels of transportation and keeping them open. Unless this is done, the commerce of the City will languish and its prosperity will decline. That this result is inevitable must be apparent to every grade of intelligence."

STATES LEADING IN TOBACCO

Virginia led in tobacco production in 1839, with 34 per cent, or more than one-third, of the national total. The Civil War placed Kentucky in the lead, and by 1869 that State produced 40 per cent of the whole crop. This lead has been held to the present time, the average for 1914-1918 being 35 per cent. By 1899 Virginia had fallen behind North Carolina also, when the latter State produced 15 per cent of the total crop, but North Carolina did not continuously hold second place until in more recent years. In the five years, 1914-1918, according to estimates by the Bureau of Crop Estimates, North Carolina's fraction was 18 per cent and Virginia's 11 per cent, which placed the latter State third in order. During the same time Ohio held fourth place, with 8 per cent, and in order followed Pennsylvania with 4.5 per cent, Wisconsin with 4.4 per cent, South Carolina with 3.5 per cent, and Connecticut with 3 per cent.

GETTING DOWN TO BUSINESS

Francis H. Sisson, vice-president of the Guaranty Trust Co., of New York, in addressing the National Association of Manufacturers, at the Waldorf-Astoria, New York, Wednesday a week ago, said:

"One of the terms of obloquy which our foreign detractors for years have loved to heap upon the people of the United States has been to describe us as a nation of 'mere business men,' lacking in what they esteemed to be the manners and tastes of civilization, but strong in business ability and money-making capacity. If we accept this comment as individuals, how humorous it is to note how far we fail to justify it as a nation, for we are today suffering individually for our failure to exercise the most ordinary business intelligence collectively. The injection of government into business, and the almost total absence of business in government, have conspired to produce a situation fraught with grave dangers to our prosperity and progress. In an hour of world-wide unrest, which some philosopher has well characterized as a revolt of the inefficient in which everybody is trying to buy something for nothing, and to sell nothing for something, we find our country without leadership or policy, muddling in all things without even the dogged British assurance of 'muddlin' through.'

"If we could noly justify some portion of our reputation as a business people by the introduction at this moment of business methods into our various forms of government, national, state and municipal, a vast economic burden might be lifted from our backs, and this measure of handicap removed in the great race for national supremacy in which we are now entered. Without regard to party affiliation or political precept, the crying need of the hour is a business government for a business people, and such fundamental business services as efficient and adequate transportation, a national budget system, sound taxation, a foreign trade policy, practical shipping laws, protection for American investments abroad, wise financial leadership, are only a few of the essential planks in any business platform.

PRESIDENT DESERVEDLY POPULAR

To be a potentate in "The Garden Spot" of Pennsylvania, one must have ability and standing, indeed. But, of I. H. Weaver, truly it may be said that he is a prominent man in the tobacco trade at Lancaster, Pa. And, his influence for good extends beyond the tobacco industry. He is president of the National Cigar Leaf Tobacco Association, president of the Lancaster Chamber of Commerce and president of the Lukaswitz-Weaver Co., of Dayton, Ohio. He is vice-president of the Planters' Sumatra Co. at Quincy, Fla., he is a trustee of Franklin and Marshall College as a director he is identified strongly with the success of various banks and commercial companies; as a business man he inspires great respect and confidence. In patriotic activities, he was a leader in Lancaster during the war. He is vice-president of the Hamilton Club at Lancaster, and is a notably honored member of numerous fraternal and social organizations.

He had practical experience, both in growing and handling tobacco, before he established himself as a packer in Lancaster in 1886.

His chief characteristic is that solidity which is suggestive of entire dependability. He built on a firm foundation. His business developed and prospered, his trade grew because all who dealt with him knew that they could safely rely on "Ike" Weaver. Shrewd, diligent, painstaking, far-seeing, he has achieved enduring success, largely because he deserved it.

As president of the N. C. L. T. A., during the past year, he proved himself to be an earnest and most successful worker. His speech to the convention added to his prestige. And his ability and popularity as a presiding officer won for him the honor of being re-elected unanimously.

I. H. Weaver
President of N. C. L. T. A.

HIS WORK APPRECIATED

As counselor, guide, adviser, friend and defender of the tobacco trade, Mr. Crounse is a man known, respected, admired and trusted throughout the United States. For a score of years he has represented the National Cigar Leaf Tobacco Association and always, in all ways, he has "made good." Probably no man in the country is better posted concerning legislation and regulations affecting tobacco.

W. L. Crounse
Washington Representative of the N. C. L. T. A.

Milton H. Ranck
Secretary of the N. C. L. T. A.

Among hustling, successful tobacco men in Lancaster, Pa., one of the acknowledged leaders is Milton H. Ranck. Diligent, capable, devoted, he accepted what is sometimes called "the thankless job of secretary." And performed his arduous duties so well that he couldn't possibly escape re-election. Naturally, he is "proud to serve with Weaver".

Short Stories of the Trade

Nathan Garten, importer and jobber of cigars, at 312 Lafayette street, New York, voices protest against the ever recurring "embargoes" of one kind or another and objects to their underlying causes. They are the main drawbacks to business, that would otherwise be booming. He says the difficulties met with in getting goods in or out, work a great hardship.

—

The Globe Leaf Tobacco Co., of 225 Front street, New York, importers and exporters—one of the oldest houses in the trade—say that the present lack of shipping facilities is the worst from which they have ever suffered in peace times. They say that it sometimes takes as much as sixty days to get a car load of tobacco through from Kentucky and that one rarely comes through under forty days. Were it not for the poor shipping service, they say they would have little to complain of, as they are getting an increasing number of inquiries.

—

A man of deliberation is Emanuel Crites of Pana, Illinois, who began to use tobacco when he was 19, and now, in his ninetieth year, has abandoned it, his own observation and experiments having convinced him that the effect of the weed is not conducive to longevity. Unquestionably his decision has been taken after mature thought. Mr. Crites is not a man to jump to conclusions or to reach hasty decisions. He should be exhibit A in the campaign of the anti-nicotine crusaders, and we hope he will live at least seventy-one years as a non-user of tobacco to recompense him for the threescore and eleven years he wasted dallying with plug and pipe. —*N. Y. Sun.*

Jerome Waller
Treasurer of the N. C. L. T. A.

Conspicuous in the Porto Rican tobacco trade, a shrewd merchant, a most dependable man, a hard worker and one who can and will "get the money" for the National Cigar Leaf Tobacco Association. Because of his earnestness, zeal and activity at the Dayton convention, the N. C. L. T. A. was induced to place itself in a much stronger financial position, and Waller may be made treasurer for life.

KING EDWARD THE SEVENTH

Monarch of
Mild Havana Cigars

Made in 5 sizes, 10c and better.

This is the 10c foiled cigar.

Write for Full Particulars

Territory now being assigned.

Jno. H. Swisher & Son **Newark, Ohio**

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

R. B. SEMPLE

LEAF TOBACCO

MARTINSVILLE VIRGINIA, U. S. A.

Cable "Tyack"

Codes { Western Union, Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES

CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Baltimore the Port for Tobacco Shippers

Address of Francis J.J Haley at the Convention of the National Cigar Leaf Tobacco Association.

I have come before you for the purpose of discussing in a rather informal manner the advantages and facilities offered to tobacco exporters by what we consider the logical outlet for the exportation of tobacco—concerning a port that has been wilfully and shamefully neglected by American shippers to their own detriment and loss, possibly of some of their foreign trade. I refer to the port of Baltimore.

No doubt a great many of you here today know that the firm I represent, W. O. Smith & Company, has specialized in the handling of tobacco exports for well over half a century. During the greater period of our existence, I could almost say all of it, we confined our activities to the port of New York. We feel, therefore, that such a long length of service at that port warrants our being able to discuss intelligently and accurately the faults to be found there when shipping tobacco for export.

In the early days tobacco exporting was not the complicated and nerve-wracking proposition it is today. The red tape and endless formality now in vogue was an unknown quantity at that time, and well that it should have been so, as I fear for the mental soundness of the present generation of tobacco men, had their fathers and grandfathers been compelled to go through the experience tobacco men of today encounter in order to move their product to foreign shores. They were not asked in those days to practically produce their birth certificates and marriage licenses before they could ship—if one had some tobacco for export it was a comparatively easy matter to ship it up from the south to Smith & Company, who, upon the arrival of the consignments at seaboard, passed the little requisite declaration in the Custom House. and same ordered to steamer in jig time—and sent off the bills of lading to the shippers without as much as flickering an eyelash. It was not necessary in those days to spend sleepless nights wondering and guessing where in the Great Jumble this or that lot of tobacco was located; to pile up expenses wiring the shippings for tobacco invoices, certificates of exportation and other documents of a like nature very much in evidence today. Shutouts, heavy charges for trucking, lightering, coopering, strikes, embargoes, etc., were hardly known in those good old days of long ago. All this sort of thing was for the enjoyment of the latter generation. And I think most of you have had your full share of the enjoyment to be taken out of such experiences.

It is a well known fact that New York is unable to handle efficiently and promptly one half of the amount of tonnage offered her for export. This statement is not based on conditions there today, due to the strikes in effect and general disorder, but rather in normal times, when she is able to show just what she is really capable of doing, unhindered by strikes, embargoes, etc. Every inch of available waterfront has been taken over for shipping purposes—it is impossible therefore to further extend her facilities in this direction without seeking out points that are neither easily accessible or suitable from a shipping standpoint. Her docks are in use twenty-four hours to the day, and it is not an unusual sight to see long columns of steamers awaiting an opportunity to load and discharge cargo. Outside of this, however, the big fault with New York lies in the lighterage situation. As you know, ninety per cent of the freight moving into New York must be lightered from the railroad terminals to the steamship docks. The railroad companies have not sufficient equipment to meet the demands made upon them, and as a consequence foreign consignments miss steamer after steamer, due to it being impossible to make the lighterage delivery within the time specified by the steamship companies. It is not at all unusual to wait from two to three weeks time in order to make a delivery from the railroad to the steamer pier. All this means a great deal to the shipper, and more so to the consignees abroad who are anxiously awaiting the arrival of the goods. The charges in New York for trucking, coopering, lightering and other items of vital interest to exporters are beyond all bounds of reasonableness. There is not a minute in the day, a month in the year that New York's shipping facilities are not taxed to their utmost, but the constant flow of freight continues—slowed down perhaps now and then by embargoes—but continuing right on and gathering momentum as the years roll on. The question naturally arises, why does such a condition exist? Why is it that ninety per cent of American shippers insist upon clearing their foreign freight out of New York? Of course, if isn't an easy matter to explain this condition, but I will assume that the principal reason is that New York is, and will continue to be, the largest port along the Atlantic Coast; that her banking facilities cannot be excelled; that shippers have gotten into the habit of using New York and New York only, that they cannot get away from the habit, and last but not least, the business men of the outside ports have not interested themselves sufficiently to realize the advantages they have in their own home ports. This latter fault is, however, being corrected, with the result that ports such as Philadelphia and Baltimore are establishing Export and Import Boards of Trade for the purpose of bringing to the front the advantages and facilities these ports offer.

President Samuel Rea of the Pennsylvania Railroad Company was recently asked why it was that Southern and Middle West shippers favored New York in the routing of their exports, in view of the substantial differential in favor of Baltimore and Philadelphia over New York, and he stated he felt it was due to their being able to find there the best shipping and banking facilities in the country. This is all very true, insofar as her banking facilities are concerned but it is open to reason that the entire volume of American exports cannot be saddled upon the shoulders of any one port and expect that one port to stand up under the strain without cracking. While New York's facilities are wonderful and modern, she cannot consistently demand the lion's share of American exports and conditions at this minute are causing shippers to divert consignments to Baltimore and Philadelphia, which are going to be only the forerunner of a great deal of freight that formerly went to New York. And this situation is going to be permanent, for shippers are going to receive a taste of the service they have long dreamed of, but never had the pleasure of enjoying; they are going to save money, time and worry in this new experience, which has been virtually forced upon them, due to their inability to clear anything from New York. Watch carefully the gradual conversion of old, dyed-in-the-wool New

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers — Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

York shippers, who have never touched the outports because they never gave the question sufficient consideration. And there will be no need for sighs for poor old New York. She will always have sufficient to keep her going, but the outports will receive their share of the freight that has been long denied them.

Baltimore, undoubtedly, is the ideal port for the clearance of freight originating in the middle west and the south. Her geographical location is such as to enable shippers to enjoy a substantial differential over both the ports of New York and Philadelphia. Modern facilities for the handling of general merchandise, grain, coal and other products, the absence of wharfage charges, stable labor conditions and the absence of congestion make the port highly desirable to all those desiring service. We have 45 miles of improved waterfront and 82 miles available for improvement. Lighterage is practically unknown, as the three truck lines entering Baltimore, the B. & O., Pennsylvania and Western Maryland have track delivery to steamers—there being a distance of approximately thirty feet from the railroad cars to the steamers. This eliminates fifty per cent. handling, and the constant handling and dumping of any commodity, particularly tobacco, doesn't do the goods the least bit of good—but, rather, tends to break and destroy the package containing the goods. Baltimore is the most western of the eastern ports, the most northern of southern ports and the most southern of northern ports. Day in and day out new steamship companies are establishing services from Baltimore. Previous to the war, she had about fifteen lines plying to about twenty-five foreign ports—today she has fifty foreign lines carrying merchandise to every port in the world. What more can be said of the port than what we have enumerated?

NOW URGED BY THE T. M. A.

Resolutions Proposed by the Tobacco Committee and Adopted by the Convention

WHEREAS: The transportation problem is one of the most serious difficulties that confronts the tobacco industry at the present time; and

WHEREAS: The successful solution of this great problem is something that is not alone of tremendous concern to the Tobacco Industry, but to the prosperity of the general business of the country; and

WHEREAS: We recognize that the railroads of the United States have been struggling against tremendous handicaps in the past few years; therefore be it

Resolved: That we as tobacco manufacturers, individually and collectively, do all in our power to assist the railroads through cutting out all unnecessary delays in loading and unloading cars, to the end that the congestion of transportation through car shortage may be materially reduced. And further be it

Resolved: That in view of the imperative needs of the railroads for additional finances with which to purchase new equipment to enable them to more effectively cope with the transportation situation, we urge upon the Interstate Commerce Commission the necessity of granting the reasonable demands of the railroads for an upward revision of their needs of the railroads for immediate rates. And further be it

Resolved: That in view of the pressing lief in this respect, that we urge upon the Interstate Commerce Commission the supreme importance of acting with the least possible delay.

WHEREAS, the American Nation is passing through the most crucial economic phase in its history, and the American people are confronted by problems which can find solution only through the exercise of the utmost measure of sound, conservative, sane leadership, and

WHEREAS, the burdens of taxation which have been steadily accumulating under the conditions growing out of the World War, until they have reached a point that would have been deemed unthinkable, even a few short years ago; and

WHEREAS, it is absolutely essential to the future prosperity and welfare of the citizens of the United States, individually and collectively, that these burdens shall not be increased beyond their strength to bear; and

WHEREAS, it is imperative if a breakdown of the great industrial and commercial forces of the nation is to be averted a halt must be called in the imposition of further burdens of taxation. Therefore be it

Resolved, that we place ourselves upon record as urging, with all the strength at our command, upon the tax levying powers, that they refrain from adding to the burdens of the people by the adoption of any plan at this time that will add to the weight of general taxation. And further be it

Resolved, that we urge upon all departments of our Government that through retrenchment and curtailment of the vast expenditures that mounted up to such stupendous proportions under the stress of war lies the way to maintain our Ship of State upon an even keel, to foster the general welfare, and to enable the American people to work out their manifest destiny and maintain their position as the greatest factors in the advancement of the civilization of the world.

Small Tobacco Acreage

PURYEAR, Tenn., May 22.—Excessive rains have been holding back farm work. All ground has been worked and planted while yet too wet. Tobacco plants are growing rapidly and but little ground has been prepared for setting. Farmers are not planning for a large acreage of tobacco.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

C. N. Kan, President — Y. K. Kan, Vice-President
Cable: "Nanyang" — Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO 680 FIFTH AVENUE NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. DANVILLE, VIRGINIA, U. S. A. **Leaf Tobacco Dealers**

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. WILLIAMSTON, N. C. **Leaf Tobacco Dealers**

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

FRIEDBERG BROS., Inc. Dealers in All Kinds of **LEAF TOBACCO**

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.
INC.
CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Thos. Edwards & Sons
CLARKSVILLE, TENN.
Dealers and Brokers in All Style Clarksville and Springfield Tobacco
Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

Cable address: Trahern, Clarksville
Codes: A. B. C., 5th Edition; Arnold's No. 5 and 15

TRAHERN TOBACCO CO.
INCORPORATED
CLARKSVILLE, TENNESSEE
Dealers and Brokers
in Clarksville and Springfield, Tenn. types of
DARK WESTERN TOBACCO
ALSO ALL TYPES OF STEMS AND SCRAPS
Every Hogshead guaranteed to be packed uniformly throughout.
Our own packing plants and storage warehouses enable us to handle orders to the best advantage.
Inquiries solicited for samples and quotations.

Rudolph, Hach & Co., Inc.
REHANDLERS, DEALERS AND BROKERS IN
LEAF TOBACCO AND STEMS
Main Office and Sample Rooms,
CLARKSVILLE, TENNESSEE
OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts.
Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.
Correspondence Solicited

U. S. TOBACCO CO.
INC.
Rehandlers, Exporters and Dealers in Leaf Tobacco
We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.
1228 Breckenridge St.
Louisville Ky., U. S. A.

Cost of Tobacco Production in Kentucky

LOUISVILLE, May 22.—Kentucky burley tobacco growers as a whole made a profit of 61.1 per cent on their 1919 crop figures from official sources indicate. Of course, a small percentage of the growers who sold their crops late in the season suffered actual losses when the prices slumped, but the majority had a very prosperous season, sufficiently so to warrant the belief that they will be encouraged to continue the cultivation of the weed.

However, there may have been severe losses on other types of tobacco grown in the State. There are no figures available on the cost of production upon which to arrive at an analysis of profit or loss for them.

Burley sold for growers from the start of the season to May 1 in Kentucky totaled 226,242,054 pounds and brought $73,902,690, according to the Commissioner of Agriculture reports. The average price a pound was 32.22c.

Cost of production of the burley crop based on investigations made by the College of Agriculture, University of Kentucky, and the United States Department of Agriculture, averaged 20c. a pound in 1919. Eighty-one typical farms were investigated in arriving at this average cost price. This would indicate 12.22c. a pound profit for the growers, or 61.17 per cent of costs.

Total burley sales, including that sold for growers and for dealers, and resales, were 261,722,859 pounds from October 1 to May 1. The money involved was $85,228,931.65, or an average of 32.56c. a pound. This would be a profit of 12.56c. a pound, based on a cost price of 20c.

In the table which follows, giving the pounds sold and the average prices on burley, month by month, it will be noted that only in the latter two months (March and April) did the average prices fall below the 20c. cost price, and then only a small percentage of the crop figured in the sales.

SALES BY MONTHS.

October, 1919.
Sold for growers, 8,980 pounds at 23.30c.

November, 1919.

	Pounds.	Ave. lb.
Sold for growers.....	70,650	28.69
Sold for dealers.....	20.965	27.55
Resales	10,760	25.96
Total	102,375	28.17

December, 1919.

Sold for growers....	42,471.765	47.48
Sold for dealers.....	3,142,814	43.89
Resales	1,641,398	43.18
Total	47.255.977	47.09

January, 1920.

Sold for growers.....	72,894 455	37.08
Sold for dealers.....	6 275,079	38.43
Resales	6,403,430	33.61
Total	85.572,964	37.16

February, 1920.

Sold for growers.....	82.767,176	28.16
Sold for dealers.....	4.944,762	31.50
Resales	5,641,680	24.83
Total	93,353,618	28.41

March, 1920.

Sold for growers....	27,283,368	11.36
Sold for dealers.....	2,674,297	18.47
Resales	3,323,785	19.22
Total	33,281,450	12.71

April, 1920.

Sold for growers....	845,560	12.82
Sold for dealers.....	682,240	13.78
Resales	619,695	14.86
Total	2,147,495	13.71

Sales and Prices in Louisville

LOUISVILLE, May 21.—Thursday's sales follow:

The Kentucky and Peoples warehouse sold 8 hhds. of new burley at $5.95 to $21.50, and 11 hhds. of new dark at $2 to $13.

The Main street warehouse sold 6 hhds. of new burley at $4.55 to $12.75, and 2 hhds. of new dark at $7.90 to $13 75.

The Tenth street warehouse sold 13 hhds. of new burley at $8 to $26 and 14 hhds. of new dark at $4.95 to $9.50.

France Faces Tobacco Famine

The Government of France is expected to bring about an increase in tobacco culture within the French Empire, or smokers in that country will have to depend for supplies on America, Algeria and Morocco, says Deputy Delport, president of the National Federation of Tobacco Planters. Production equal to that of 1914 can only be brought about by government encouragement. Many tobacco plantations in France were devastated during the European War. A scheme to transfer the tobacco monopoly to Americans was, he said, inconsistent with patriotism and loyalty to national interests.

Cigarette Paper from Seaweed

George H. Scidmore, American Consul-General at Yokahama, reports that, in Japan, the manufacture of paper pulp from seaweed seems to be practicable and profitable. The company manufacturing such pulp is building another factory. This concern was organized in December, 1919, and is producing, by a secret process, about 50 tons of pulp daily, which is largely used in the composition of cigarette paper. The new plant when completed will have a daily capacity of 150 tons of pulp. The present price is about 5 cents a pound.

Brisk Chinese Tobacco Business

At a sale of Chinese leaf tobacco a recent official report says that the demand was large and prices were very high. The only limits to shipments were the size of the crop, which was all bought up, and shipping space. The leaf is grown principally in the North River District round Nanhsiung. The Customs figures show an export of about 10,000 piculs leaf tobacco and over 7,000 piculs prepared tobacco during the quarter.

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.
of KENTUCKY, Inc.
Packers of
Leaf, Strips, Scraps and Stems
Natural or Artificial Seasons
Head Office: HENDERSON, KENTUCKY
Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ouisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.
Slaughtersville, Ky. Sebree, Ky.
BUYERS ON ALL WESTERN MARKETS

Liverpool Monthly Tobacco Report

	VIRGINIA Leaf.	VIRGINIA Strips.	WESTERN. Leaf.	WESTERN. Strips.	NYASALAND.*	OTHER SORTS.		Hhds. & Tcs
STOCK, 31st March, 1920	57,187	33,479	14,283	17,032	885	1,126	=	123,992
IMPORTED in April	3,053	2,369	123	743	—	6	=	6,294
	60,240	35,848	14,406	17,775	885	1,132	=	130,286
DELIVERED in ditto	1,850	1,049	504	944	12	5	=	4,364
STOCK, 30th April, 1920	**58,390**	**34,799**	**13,902**	**16,831***	**873**	**1,127**	=	**125,922**
Against 1919	24,470	28,146	6,610	9,501	2,061		=	70,788
Ditto 1918	26,863	18,395	2,222	815	1,344		=	49,639
Ditto 1917	80,787	23,264	11,526	5,172	1,783		=	122,532
DELIVERIES—								
From 1st Jan. to 30th April, 1920	10,299	5,037	2,559	4,427	87		=	22,409
1919	18,060	7,941	2,814	4,164	58		=	33,037
1918	19,125	3,668	3,398	1,931	380		=	28,502
1917	22,353	3,129	4,267	2,813	223		=	32,785
EXPORTED in April, 1920	50	—	6	3	—		=	59

Of which to Baltimore, 50; Africa, 6; Isle of Man, 2. Channel Islands, 1

*There is also a stock of 2,336 Bales Nyasaland.

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM

UNMANUFACTURED *Tobacco delivered, dry weight in lbs*

	Month ended 31st March. 1920	1919.	1918	Three Months ended 31st March. 1920	1919	1918.
Home Consumption	12,059,972	12,648,988	10,290,300	39,641,284	37,573,451	32,751,753
Export	337,342	164,800	24,699	2,806,445	272,307	182,388
Total	12,396,314	12,813,788	10,314,999	42,447,729	37,845,758	32,934,141

REMAINING IN BOND

31st March.	
1920	314,746,000
1919	169,060,000
1918	114,942,000
1917	238,291,000
1916	256,533,000

These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,159,326
1916	128,690,290	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB

STRIPS.	1920	1919.	LEAF	1920	1919
WESTERN—			WESTERN—		
Filler	20 @ 22	18 @ 19	Filler	14 @ 17	15 @ 16
Medium	23 „ 26	19½ „ 21	Medium	18 „ 21	16½ „ 18
Very middling to middling	27 „ 28	22½ „ 23	Very middling to middling	22 „ 23	19 „ 20
Good to fine	29 „ 32	24 „ 27	Good to fine	24 „ 26	21 „ 22
BURLEY	24 „ 33	22 „ 30	BURLEY	21 „ 30	18 „ 26
VIRGINIA DARK—			VIRGINIA DARK—		
Filler	27 @ 33	21 @ 23	Filler	21 @ 27	16 @ 18
Medium	34 „ 36	24 „ 25	Medium	28 „ 30	18½ „ 20
Good to fine	37 „ 42	26 „ 28	Good to fine	31 „ 36	21 „ 22
VIRGINIA & CAROLINA BRIGHT—			VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	24 @ 35	25 @ 30	Semi-dark to Semi-bright	22 @ 30	20 @ 26
Medium Bright	36 „ 48	31 „ 36	Medium Bright	31 „ 45	27 „ 32
Good to fine	49 „ 72	37 „ 45	Good to fine	46 „ 66	33 „ 39
NYASALAND—			NYASALAND—		
Semi-dark to Semi-bright	Nominal	Nominal.	Semi-dark to Semi-bright	— @ 24 @ 32	Nominal
Medium Bright	„	„	Medium Bright	33 „ 36 „ 39	„
Good to fine	„	„	Good to fine	40 „ 48 „ —	„

The Market was very quiet in April, there being scarcely anything doing, but prices remained steady owing to firm advices from abroad.

Official figures show the following yield in lbs. weight of the United States Tobacco Crop for the past three years:—

1919.	1918.	1917
1,389,458,000	1,439,071,000	1,249,276,000

and a very much larger proportion of the last crop has been, or will be, exported from there to other Countries, estimated as follows:—

1919.	1918.	1917.
45·5 %	20·5 %	14·1 %

There is some enquiry for Brights for reshipment to the United States, and several parcels have recently been disposed of for this purpose.

EDWARDS, GOODWIN & CO.

Liverpool Merchants Authorized to Import 5,000 Hogsheads of Tobacco

The Consulate at Liverpool has been notified by the Mersey Docks and Harbor Board that importers are authorized to import 5,000 casks of tobacco for the purpose of storage during the month of June. Allotments will be made to importers in proportion to their past receipts.

USE RAFFIA

SAVE TIME
AND
MONEY

Prices on Request

THOMAS B. MEEHAN CO.
Direct Importers of Raffia
Dresher, Pa.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.
90 Wall Street, New York
Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador

CABLE ADDRESS.
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Henderson Tobacco Company
HETOCO TRADE MARK
DEALERS IN LEAF TOBACCO
Correspondence Solicited.
Samples on Application.
LEXINGTON, KY.

B. O. BURR & CO.
LEAF TOBACCO DEALERS
All Grades one sucker Tobacco
Samples Submitted. *Correspondence Solicited.*
BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable address: "Phelon"
J. S. PHELON & CO.
Leaf Tobacco Brokers
Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Owensboro, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition
J. W. RUDOLPH & BRO.
Brokers and Exporters Fired and Air Cured Tobacco
MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.
Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Cable: Austin, Greeneville Codes { Arnolds No. 5 / A B C 5th Ed. Improved
BURLEY BRIGHTS G STRIPS SCRAP
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. A. B. C. 4th and 5th Edition.

Code: Arnold's No. 5 and 15. Western Union.

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco

Booster Twist

Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

FRIES & FRIES

Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
CINCINNATI, OHIO

NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office
47 Washington St., New York City

Branch Office
431 Munsey Bldg., Baltimore, Md.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American)

DIRECT IMPORTERS OF TURKISH TOBACCO

1605-1607 Sansom Street PHILADELPHIA, PA.

Cable Address—Tansy
Phone—Broad 1915

A B C, 5th Edition
Arnolds & West. Union Codes

TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

Tobacco Market About Ready to Close at Owensboro

OWENSBORO, Ky., May 22.—With regard to the tobacco market here, the Kentucky & Virginia Leaf Tobacco Co., states: "Total sales this week 388,090 pounds with no change in prices. All warehouses will likely close after next week."

Statistics of sales to date, and current quotations are reported as follows:

		Average.
Sales pryor tobacco this week	375,775	$10.38
Previously reported	30,044,830	15.21
Total sales pryor tobacco to date	30,420,605	15.16
Sales burley tobacco this week	12,315	12.80
Previously reported	2,163,685	24.26
Total sales burley tobacco to date	2,176,000	24.20

QUOTATIONS.

GREEN RIVERS.	Leaf.	Lugs.	Trash.
Dark	10c to 30c	9c to 18c	4c to 12c
Dark	8½c to 23c	8c to 10c	4c to 8c
Brown	13 " 35	12 " 20	7 " 14
Red	18 " 40	15 " 25	14 " 20
Colory selections	40 " 61	25 " 35	20 " 31
ONE SUCKER.			
Brown	10 " 25	9 " 12	7 " 10
Red	14 " 35	11 " 20	12 " 16
BURLEY.			
Dark to Green	7c to 12c	6c to 10c	4c to 8c
Dark red	10 " 20	9 " 16	8 " 12
Clear red	20 " 50	20 " 40	12 " 20
Bright	50 " 80	40 " 60	20 " 60
Selections	80 " 1.05	60 " 90	60 " 80

COST OF GROWING TOBACCO

Figured by Kentucky Experiment Station After Canvass.

LEXINGTON, May 22.—Intimate information concerning the cost of producing tobacco in Kentucky, gained from a careful survey in 81 burley-producing farms in Fayette, Scott, Jessamine and Woodford counties and 38 farms in the "black patch," principally in Christian County, the chief dark tobacco producer, are given in a report made public by the state experiment station.

Having considered man and horse labor, land rent, use of barn and sticks and machinery, manure and fertilizer, spray materials, fire and hail insurance and coal and wood, the report says that the average cost of producing one pound of burley tobacco was 26 cents; the average cost of producing an acre $296; the average yield, per acre, 1,141 pounds. The cost of man labor was $121 an acre and the cost of horse labor $19 an acre.

In the dark tobacco section the average cost of producing a pound of the weed was found to be 16 cents and the average production cost of an acre $148.

Regarding basing sale prices on the average cost of production, the report says:

"During the period of the war and since that time the prices of commodities, for example, wheat, were fixed by Government commissions. This gave rise to a good deal of discussion on the subject and once more raised the question of the cost of production as a basis of price fixing. It is evident, however, from this survey that this policy is erroneous. A price based on the average cost would be too low and would be inadequate to maintain the necessary production, thus resulting in a decreased supply."

The reason this is true is that while 26 cents was the average production cost, this average was brought down because of exceedingly low cost on a few farms, only 59 per cent of the total output being produced at that figure or less. It is evident, the report says, that if the price had been set based on the average cost, 41 per cent of all the tobacco produced on those farms would have sold for a loss.

Greeneville Tobacco Market

GREENVILLE, Tenn., May 24.—Greenville has gained quite a reputation as a tobacco market, and during the past season there was sold on this market more than eight million pounds. Another big crop is expected this year, and there are being erected two mammoth warehouses to be used for the sales of the tobacco. These are among the largest warehouses in the state.

Tobacco Is Moving Faster

PARIS, Tenn., May 22.—Tobacco has been freely moving here for the past several days. There are two prizing houses which have already received about 1,000,000 pounds each and the price has ranged from about $12 to $20 per 100 pounds. The buyers are out in the county purchasing the crop.

More Active Trading at Paducah

PADUCAH, Ky., May 24.—More than 400 loads of tobacco were brought in to the local market today. Prices indicated a stronger tendency. Leaf sold from $6 to $28. Movement this week is expected to be heavy.

Cable "Smith"

Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY ESTABLISHED 1907 LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

V. H. Dowlen & Co.

Leaf Tobacco Brokers Dealers and Exporters

Home Office

SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 } Cable "Dowlen"

Successful Tobacco Culture in California

Experiments, Chiefly with So-called Turkish Varieties, Made in Los Angeles, San Bernardino, Tulare, Fresno, Santa Clara, Yolo, Butte and Placer Counties—Some of the Tobacco Was Less Desirable Because of a Bitter Flavor—Statistician of the State Board of Agriculture Gives a Resume of What Has Been Done—About 250,000 Pounds of Cigarette Tobacco Now in the Hands of Growers.

George Robertson, the statistician of the California State Board of Agriculture, in his annual report, just issued, says: "In 1882, 26,590 pounds of tobacco was reported on about 27 acres, nearly all of which was in Los Angeles county, and part near Colton, in San Bernardino county, but as recently the product was said to have a slightly pungent flavor.

"For several years extensive and exhaustive experiments in the production of tobacco from Turkish seed were carried on at the Exter Tobacco Ranch in Tulare county. There have been a number of types of tobacco experimented with, but the types that have been attended with the greatest success are such as are suitable for cigarette manufacture. The tobacco raised during recent years has been produced about equally by Fresno and Tulare counties, the total quantity being 7,500 pounds in 1909; 15,000 in 1910; 45,000 in 1911, and 150,000 in 1912. The 1912 crop sold at from 30 cents to 60 cents per pound; most of it averaged 47½ cents. Some tobacco is also grown in Los Angeles county and the southern part of the state.

"In 1913 the crop of leaf tobacco amounted to about 175,000 pounds, some of which it is stated was purchased by the Eastern market. According to a leading authority, the crop was not as good as in former years, owing to the farmers planting too large an acreage and not being familiar with the culture of tobacco. The growers in Fresno county, where a considerable quantity has been produced, have experienced much difficulty in disposing of their crop at a fair price, so the cultivation of tobacco declined. Owing to the war, a revival of the industry appears to be in progress. In 1917, 14 acres of tobacco was raised in Fresno county, near Sanger, producing 12,000 pounds, which was sold to an Eastern buyer at 80 cents a pound. The crop produced about 1,000 pounds an acre. This success will probably result in a much larger planting during the coming year.

"The growers made money in 1917, and would have made large profits in 1918 had the war continued, but prices have fallen heavily and the large concern which last year purchased the crop offers considerably less than 60 cents per pound, and the growers claim that it costs that much to raise a crop. They still have to realize that price when all embargoes are lifted, but the growers are discouraged and it does not seem as if tobacco can be profitably raised in normal times under such conditions.

"There were in the season of 1918 approximately 60 growers who planted tobacco of the Cavala and Samsoon variety. Of the latter variety little was planted. Sixty growers planted something like five hundred acres and the total yield of the tobacco crop for the season of 1918 was almost 300,000 pounds.

"The quality of tobacco was pronounced by experts both in New York and in Chicago as much better than the quality of Turkish tobacco grown in the previous years in this valley. Although the candid opinion of tobacco experts is that there is a certain kind of bitterness in the tobacco grown in Fresno Valley which is hard to extract or get rid of. The tobacco grown in this valley heretofore has been used for the manufacture of cigarettes. The tobacco crop of 1918, while it did not contain as much bitterness as the crop of other seasons, yet there was some bitterness in it.

"Prospects for the disposal of the crop of 1918 for a time looked very favorable. Growers with all the right expected to realize a price of a dollar to a dollar and fifty cents per pound for their crop, and they would probably have continued to receive high prices had it not been for the cessation of the war.

"The armistice was signed in November and as early as in December tobacco in large quantities commenced to come to New York port, with the result that no price was offered for California tobacco.

"At the present there is on the hands of the growers not less than 250,000 pounds, of which amount at least 200,000 is pooled.

"In Yolo County 30 acres were planted in 1918, which produced 24,000 pounds of Cavala leaf tobacco, which was sold at $1 a pound; in 1919 the same grower planted 200 acres which he expects will produce 200,000 pounds of the same quality.

"In Placer County 20 acres planted between Newcastle and Penryn is reported to have produced about 8,000 pounds, which was sold at New York for $1.45 per pound. In Santa Clara County 50 acres near Mountain View averaged 1,000 pounds per acre, which sold at from $0.85 to $1.25 per pound. There were about 10 acres in Tulare County, but details are not available. A small acreage was planted in Butte County in 1917, but the crop was destroyed by fire. None was grown in 1918, but about 40 acres has been recently planted."

IMPRESSIONS OF AN OUTSIDER

The Washington convention of the Tobacco Merchants' Association was a revelation to me in many ways. Even in Washington, where so many conventions are held that they cease to attract more than casual interest, it was evident that more than ordinary importance was attached to its deliberations by the local press.

From President Eisenlohr's opening address on Tuesday morning to the banquet which wound up the convention on Wednesday evening, I was impressed with the calibre of the serious, thoughtful men who shared in its deliberations, and with the constructive, progressive note in all their sessions, whether in committee or on the floor of the convention.

President Eisenlohr, intimately acquainted with conditions in every branch of the tobacco trade, delivered a masterly opening address which was constructive to the very highest degree. After picturing the needs of the entire industry and the conditions following in the wake of the world war, and the part of the tobacco industry in the actual winning of the war, he set forth in a very definite, farseeing way what should be done to stabilize the industry.

I was impressed also with the fact that most of the men in the trade were already prepared for the under-current of anti-tobacco propaganda which is steadily rising in its streams of influence and activity throughout the country. But there was no indication of alarm and the feeling throughout the session seemed to grow that a fight was coming and if war was to be made on tobacco the aggressors would have to look to their laurels. Tobacco men are patriotic to the core, but they are also fighters to the last ditch; and they bitterly resent the implication that they of the tobacco industry are to be buried in the same grave with alcohol.

The Entertainment Committee was certainly all over its job. Never have I seen more thoughtful and courteous attention on the part of a convention committee to the welfare and comfort of its guests. Secretary Dushkind is a wonder and his co-workers certainly gave him 100% support.

Contrary to the pessimistic spirit displayed by many conventions when confronted by propaganda, there was an under-current of optimism and confidence in the years just ahead of us. And confidence, plus initiative and brains, always *brings* good business.

The banquet was especially enjoyable. Never have I eaten better food nor have I received better service. The spirit of fellowship and good-will displayed by every one present made the occasion one long to be remembered. The speakers from Hon. James R. Mann down, were terse and timely. Everyone of them said something, such a radical departure from the other banquets the writer has attended and dozed between thirty minute speeches.

You may rest assured I will anticipate with much pleasure the next meeting of the T. M. A. In parting may invoke more power to President Eisenlohr and his good right arm, Secretary Dushkind and his co-workers and all the good folks of the T. M. A.

JAY M. SIMPSON.

Boucher's Suggestion

Another suggestion that went, undebated, to the executive committee of the T. M. A. appeared in the recommendations concerning cigar makers' wages and employment. It was made, as follows by Leon S. Boucher of the Leon S. Boucher Cigar Co., of Joplin, Mo.:

"There is one thing that could be done by the manufacturers that would be beneficial to the trade in general.

"First: For every manufacturer to pay his cigar makers as high a scale of wages as is possible to pay and leave a reasonable profit in the business.

"Second. It has been demonstrated beyond the question of a doubt that there is nothing gained by one manufacturer trying to build up his business by taking the workmen from another factory. It is a sure thing that no more cigars will be produced in this way and the result is to disrupt the working organization of the cigar factories.

"A great deal has been said about the unreasonable demand of the cigarmakers, but in our opinion the manufacturers themselves have caused as much or more trouble by a lack of cooperation and disregard for others in the same line of business than all the trouble caused by the workmen.

"Every fair-minded manufacturer is willing to give his workmen an increase of wages that will be fair in proportion to the increased cost of living, but this alone will not stabilize the working organization if other manufacturers persist in making all kinds of unreasonable offers with the sole idea of building up their organization by tearing others down.

"There is only one solution to this problem as we see it, and this is simple enough. If you want more production, you must have more cigarmakers and while it takes a little time and expense to teach help this can and is being done by a large number of cigar manufacturers, and in our opinion it is the only practical and honorable way to build up a cigar manufacturing business.

"Just a little of the Golden Rule would do more to solve the problem confronting the cigar trade than anything that we can think of. No manufacturer would like to have others tear down his working organization today, and if he will treat others in the same way that he would like to be treated it surely will be better for all concerned.

Al Hazzard to Retire

Al Hazzard, veteran cigar manufacturer of Fort Wayne, Indiana, has announced his intention to retire from active business to a large extent, although he will retain the ownership of the brands of cigars he has produced and introduced and, in order to do this, will personally manufacture a small number of each brand a year, although in effect he will have retired from active business.

Mr. Hazzard has sold his building at 211 East Main street, where he has long been engaged in the cigar business, to the Miller Candy company, for a consideration of $30,000. The new owners of the building will take possession August 1 and will then move from their present quarters at Second and Wells streets.

Notes and Quotes

That conditions among the families of some of the cigar makers are such as will need organized effort to relieve, is the opinion of Mayor D. B. McKay, who spent all of Wednesday in the districts affected by the strike. Thursday morning Mayor McKay said he had personally visited dozens of families and found many places where the people were actually suffering from hunger, but were too independent to accept charity. This condition must be taken care of at once, says the mayor. Unless something is done to relieve the situation much suffering will result.—*Tampa Times.*

S. Monday & Sons, of 34 South First street, Brooklyn, had the misfortune to lose a ten-thousand-dollar-truck load of cigars, one day recently. Shortly after the motor truck left the firm's Philadelphia factory, while yet in the City of Brotherly Love, something went wrong with the car; fire broke out and completely destroyed the cigars. The loss was covered by insurance.

News has been received of Mark A. Pollack's arrival in Japan, on the 3rd day of May, accompanied by his son, Mark A. Pollack, Jr. They are taking a pleasure trip around the world, and expect to be back in Havana by the middle or latter part of the month of June.

Emilia Garcia Cigar Co., Inc., will move from its present quarters, 66 East 104th street, New York, on June 21, to 1728 Washington avenue. They say that the old space having become inadequate for their expanding business, they have bought the property at the new address, and propose to have a splendid factory in every respect.

London is building a new tobacco storehouse, to cost 150,000 pounds. Since the Armistice the tobacco trade has increased tremendously, making necessary an enlarged storehouse space. There are stored in London about 25,000 tons of tobacco at the present time, that is 50 per cent more than before the war. After the new storehouse is finished London will be in a position to store 34,000 tons of tobacco.

Reports that the Hotel Astor in New York is about to be sold were discredited Monday when it was stated that the lease held by the Hotel Astor Co. was renewed a few months ago and still had about fifteen years to run.

Among Those Present

(*Continued from Page* 5)

Jacob Littwitz.
Wm. Max.
National Leaf Tobacco Co.
Henry Newburgh.
H. S. O'Neill.
W. S. O'Neill.
Alex Pappenheimer.
C. S. Rife.
A. N. Rife.
E. S. Roby.
A. J. Ross.
G. S. Rothenberg.
Herman Rothenberg.
R. S. Saunders.
Clarence Schreel.
H. B. Smith.
A. H. Snyder.
H. C. Stern.
Harry Taylor.
Harry Tietig.
L. A. Timmen.
Chas. Toedtmann.
A. G. Tooley.
Richard Wayland.
Ira N. Weiser.
F. B. Wilkinson.
Edward Williams.
Tom Winbigler.
Allan Wright.
O. M. Whallon.

FROM THE FIRING LINE

Personal and Trade Jottings

M. Hyman started out from New York last week for New England on a selling expedition for his firm, Lincoln & Ulmer.

—

E. P. Oakes, Western representative of E. H. Gato Cigar Co., is laid up with a severe cold at his home in Chicago.

—

Joseph Odierna has leased for a term of years the store 141 West 33d Street, New York, to the R. B. L. Cigar Co.

—

Wm. Anspoch, president of the Reid Tobacco Co., of Milton, Pa., is paying his respects to the New York City jobbers, this week.

—

Julius Klorfein, who was a delegate at the T. M. A. Convention last week, was accompanied to Washington by Mrs. Klorfein.

—

F. M. Lopez, midwest salesman for Garcia & Vega, arrived in New York last week. His order books make a most satisfactory showing.

—

Henry Eberhardt, salesman for Lincoln & Ulmer, is calling on the New Jersey cigar dealers. And his orders are coming in at a steady pace.

—

Simon Batt & Co., 458 Broome Street, New York, are working on an out of town cigar factory, which they hope to have ready for operations shortly.

—

The American Tobacco Co. will erect a brick warehouse and manufacturing plant building at Twenty-fourth and Cary Streets, Richmond, Va., at a cost of $35,000.

—

Sidney Goldberg, President of Simon Batt & Co., after making a satisfactory business tour of the Pacific Coast, returned to the home office in New York, last week.

—

Tolosa Cigar Co., Inc., of 11 Lispenard St., New York, report that they are oversold, and on account of crowded condition of present quarters, are looking for additional factory space.

—

Marx Bros., a big retail firm in San Francisco, report continually increasing sales of La Muna cigars. They have been doing some wonderful window display work on this brand.

—

Josephson Brothers, of 65 West Houston street, New York, say they are working like beavers trying to catch up with the rapid-fire orders pouring in from their various flying squadrons.

—

The Dante Cigar Co., of 381 Broome street, New York, express the opinion that much of the trade is waiting for lower prices. They blame "prohibition" for some of the "sag" in the cigar business.

—

Thomas Varley, a naval veteran of the Civil War and a retired cigar dealer, died at his home, 153 Chauncey Street, Brooklyn, a few days ago. He was born in England seventy-four years ago.

—

John W. Merriam, of John W. Merriam & Co., has been looking after business interests in the west for five weeks; he last week returned to New York by way of Washington and the T. M. A. convention.

The American Exchange Cigar Co. is making ready some very large consignments of Ranchos for Kansas City, and the manager says that they must go through, in spite of transportation congestions.

—

Philip Friedman, of the firm, Friedman Brothers, proprietors of the Enterprise Cigar Co., at 80 Bowery, New York; and M. B. Jacobs, City salesman for the firm, are making a special drive for local business.

—

A. M. Garcia, of Garcia & Vega, who is on a long western trip, was in Portland, Ore., last week. Mr. Garcia's trip includes practically all of the Northwestern, Central and Southwestern States, right through to the Golden Gate.

—

Virgilio Rodriguez, of the firm of Infanzon & Rodriguez, 45 East 17th street, New York, has been visiting the firm's factory at Mayaguez, Porto Rico, for several weeks. He is expected back in New York at an early date.

—

Max H. Lambert returned to New York recently from a six weeks' success in the West. He reports that he took orders for Little Cubolo, and Over the Top, Jr., aggregating a million and a half. These are Cubolo Cigar Co. brands.

—

The Interborough Cigar Co., the New York distributing branch of the I. Lewis Cigar Mfg. Co., join in the chorus of objectors to the poor transportation facilities. They say they have three hundred orders for John Ruskins awaiting shipment.

—

Myron Harrison, of the firm of Sheaffer & Polakoff, and the Juan Ovarez Cigar Co., located at 253 Church street, New York, was stricken with illness again last Sunday, and it is feared that he may suffer a relapse of his diabetic troubles.

—

A. Jaques is giving a good account of himself, as usual. This is made manifest by the many documentary evidences coming in from him to his firm, John W. Merriam & Co., from his Southern department. The "evidences" are in the form of life-size orders.

—

Herman Friedlander has disposed of the cigar store which he owned and conducted, up until a few days ago, at 50 Flatbush Ave., Brooklyn, and has joined forces on the sales staff of Julius Klorfein, and has been given charge of the downtown section of New York.

—

Cane Bros., at 336 Lafayette St., New York, echo the complaints heard on all hands regarding poor shipping facilities. They say they could seat more people and turn out a greater number of cigars under more favorable circumstances, but at present, they are not now inclined to do so.

—

Harry Jacoby, connected with the American Exchange Cigar Co., is visiting Baltimore, Washington and various other cities and towns on his South-Eastern circuit, and incidentally looked in on the T. M. A. convention; but his main mission is to see that cigar dealers are supplied with Doubonnets and Ranchos.

—

The McHie-Scotten Tobbaco Co. of Detroit, owner and manufacturers of the Globe Tobacco Co. and Scotten Tobacco brands, including All Leaf, Union World, Hand Made, Country Club, Hope, Sweet Rose and Canada Royal Navy, is offering for sale a whole or half interest in its business. A bargain is indicated as quick action is desired.

—

Heavy rains recently washed out many tobacco plant beds in the district adjacent to Carrollton, Ky., and it is too late now to plant others for an early setting, therefore the crop in that part of the burley belt will be greatly curtailed. Beds sown from this time on would make a poor showing and the inferior crop would hardly be worth marketing.

—

At a meeting of the directors of the British American Tobacco Co., held in London on May 13, it was decided to pay an interim dividend of five per cent free of British Income Tax on Ordinary Shares on June 30. Coupon No. 81 must be used for dividend. All transfers received in order at London on or before June 16, will be in time to be passed for payment of dividend to transferees.

—

Sam Mayers, president of the American Exchange Cigar Co., has returned to New York, after making the rounds of the big business centers between Gotham and St. Louis. Of course, it goes without saying that Mr. Mayers secured many huge orders for the corporation's two most prominent brands, Doubonnet, and Rancho. He says they are meeting with excellent success everywhere, and that they are especially popular in St. Louis.

—

A. M. Zeilengold, proprietor of the Duke of Navarre Cigar Co., of 45 Fulton St., New York, has purchased the "Kings Mate" brand, and the other cigar interests of the L. Rosenthal Cigar Co., Inc., located at 921 3rd Ave., New York. The Kings Mate will be made in the same sizes and shapes, as formerly, in the Fulton Street factory. The Rosenthal corporation having disposed of its cigar business will, it is said, engage in other lines of endeavor.

—

Independent of the cigar manufacturers' association in Tampa, the Cascio Box Manufacturing Co. has been organized in West Tampa with a capital of $50,000. It will do a general business in manufacturing, selling and dealing in cigar boxes, cigarette cases and crates. The officers of the concern are: G. Cascio, president and general manager, Frank C. Pumilio, vice-president; R. B. Diaz, secretary. The directors comprise the above officers and Abelardo Hernandez and B. F. Borchardt.

—

Infanzon & Rodriguez, 45 East 17th street, New York, who make a specialty of Porto Rican products, express bitter dissatisfaction with the inadequate transportation service, if indeed it can properly be called *service*, between Porto Rico and New York. This, they say, is largely responsible for the present high prices. These two handicaps, they claim, are great drawbacks to business, and assert that the prevailing high prices are likely to go even higher, unless the shipping facilities are speedily brought up to a semblance of adequacy.

—

More than 140,000,000 cigar boxes are destroyed in the United States every year. These cedar cigar containers now cost from twenty-seven to thirty cents apiece. If all cigars were packed fifty to the box (and they're not) the cigar manufacturers of this country alone would be spending $35,000,000 a year for receptacles; but as nearly one-half of cigar production goes into fortieths, or in boxes of twenty-five, the cigar manufacturers are spending a great deal more than $35,000,000; a conservative estimate is $55,000,000. Thirteen years ago cedar cigar boxes cost from ten to eleven and a half cents.—New York *Sun*.

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

PACKERS OF
PORTO RICO TOBACCO
A SPECIALTY
Importers of Havana and Dealers in Seéd Leaf Tobacco
MAX GANS & SON, 197 Water St., N. Y.

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Growers Wore Smiles Last Week in Connecticut

Making Strenuous Efforts to Regain Lost Time—Many Hinderances to Overcome—Bad Weather, Rotting Plants, Lack of Fertilizers and Machinery—Various Tobacco Sales Reported—American Cigar Co. Won Verdict in Damage Suit

HARTFORD, May 24.—Several sales of 1919 tobacco were made by dealers to manufacturers, among them being a large lot of fillers and tops sold by Nussbaum, Newfield & Co. These men are on to the job, stirring around, making sales, and have already refused several offers for portions of their packing of 1919. Their agent, W. K. Ackley at East Hartford, is shipping as fast as it can come out of the sweat rooms. What they have already sampled has come out fine, and another lot will be sampled this week.

The growers wore a smile last week because the weather has finally come to what has been wanted, and with the warm days the plants have just hustled, and the growers are now working full time to get their fields into shape for transplanting.

Many of the growers have not yet gotten their fertilizers all in, but they are sure that within the next few weeks there will be plenty for the crop, and that the 1920 crop will get started off with a bang, and that it will be the banner crop for the Connecticut Valley.

About 100,000 tons of commercial fertilizers are used in Connecticut each year and only about 30 per cent. has been delivered. Of this tonnage about 25,000 are used by the tobacco growers, and about one-half of this has been delivered. A ton and one-half is used on an acre of tobacco.

Every effort is now being used to get the cars that have already been loaded and are "somewhere except at destination" moving, and it is expected that it will be arriving this week.

Senator McLean has been appealed to and through his efforts New Jersey railroads have been induced to ship 50,000 tons of fertilizers immediately to Connecticut points. It is expected that barges will be used to hurry forward this fertilizer.

A verdict for the American Cigar Company which sued to recover $2,131.95 from Wesley E. Deming, of Otis, Mass., was returned by the jury in the Superior Court last week. The suit was a controversy over the merchantable condition of Deming's 1918 crop of tobacco, which was grown in Windsor, Conn.

This crop was sold by him to the American Cigar Co. on July 15, 1918, for 46 cents per pound, but before the buyer went away the town was visited by a hail storm, and a new agreement was made at 42 cents per pound in merchantable condition. The company advanced $1,921.25 on the deal, and as it afterward refused to accept the tobacco it sued to recover that amount and the interest. Deming's claim was that the tobacco was merchantable, and he was ready to deliver and notified the cigar company if they did not take the crop by February 7, 1919, he would sell it for what he could get, and did sell it to the Griffin Tobacco Corporation for 25 cents a pound, and he made a counter claim that he thereby suffered a loss of $1,173.

G. Fred Pelissier, manager of the Connecticut Valley Tobacco Growers, Inc., announces that over 1,500 cases of tobacco has been sold through their Hartford office. This tobacco was the property of the Hampshire County Tobacco Growers, Inc., of Hadley, Mass. This association has built its own warehouse and sorted during the past winter over 500 acres. This association is the only one which directly owns a warehouse, and last fall refused to set a minimum price on its tobacco while in the bundle. The tobacco has practically all been sold at prices which will average about 44 cents per pound. The members feel that the association has been a great benefit to them, as much of the Havana seed was sold in the bundle for about 20 cents per pound by those who sold independently to the dealers.

It is reported that an increased acreage of broadleaf will be made this season in the various Havana seed growing towns which will mean a decreased acreage of Havana seed.

The growers are up against the real thing at the present time. Not only are there serious delays in getting their fertilizers, but that of getting farm machinery, and up to the present time not a new tobacco transplanter has been received in Connecticut, and many of the growers are strapped for a transplanter.

Owing to the lateness of the season and continued wet weather the growers are out in their fields on Sundays trying to make up the time lost on week days that they could not work out.

The King Cigar Co. has moved its factory to Philadelphia. The company refused to accede to the demands of its employees for increased wages when they went on a strike a few weeks ago, although other cigar producers reached an agreement with their help. Mr. Margolis, who bought the business from Mr. King about six months ago, declared that he would remove the plant from Connecticut regardless of the attitude of his employees. An office is maintained here and cigars are shipped to it, and from there distributed to the dealers.

Growers are complaining about plants rotting in the beds, and attribute it to the continued wet and cloudy weather.

Shade growers are being hindered much about getting the cloth on on account of the stormy weather, and transplanting will be delayed somewhat.

S. J. Stevens, representing Weithermen Bros. of Baltimore, has had to store about 50 acres of tobacco at the Halpin warehouse in East Hartford on account of being unable to get cars to load it into.—X. Y. Z.

EARNING CAPACITY

Of American Sumatra Tobacco Co. Will Be Potentially Increased by New Note Issue

Proceeds from the $6,564,000 five-year 7½% note issue of American Sumatra Tobacco Company will add largely to earning power, as the money will be used for necessary expansion.

For the fiscal year to end July 31, next, net earnings after liberal deductions for taxes, are estimated at approximately $20 a share on the common. Earnings for the next fiscal year should be largely increased through the use of added capital obtained from the note issue. Net earnings for the current fiscal year will be equivalent to something like nine times interest requirements on the $6,564,000 notes.

It should be noted that the holdings of the company in Consolidated Cigar Corporation and other companies represent over $3,000,000 cost. All are desirable investments, and their dividends are expected to add greatly to the net earnings of the company in the future. The present market value of these stocks is greatly in excess of the purchase price.

The Consolidated Cigar Corporation is today earning at the rate of about $30 a share on its common stock and is paying regular dividends.

The American Appraisal Co. is now making an appraisal on all the properties and investments of the company; and judging by their appraisal of the Griffin Tobacco Co., which American Sumatra recently acquired, it would look as if this appraisal would show in the neighborhood of $35,000,000 physical assets. After deducting the $6,564,000 notes and $2,000,000 preferred stock, there would be left over $25,000,000 as the asset value of the 144,472 shares of common stock, or over $150 a share.

Interest in the stock of the American

(*Continued on page 29.*)

MELACHRINO

"The Cigarette Elect of All Nations"

"The Cigarette Elect of All Nations"
is more than a phrase—
it's a *fact*. That Melachrino
quality appeals to con-
noisseurs everywhere is
proved by the vast de-
mand for this excellent
cigarette.

Throughout
the World-
the World's
Greatest Seller

NINES - FIVES - FOURS
Plain and Cork Tip

M. MELACHRINO & CO.
INCORPORATED
1790 Broadway - New York

Now Comes a New Form of Sneak Trade in Vienna

Traffic in Smoke Cards on the Rampage—Threat of Punishment Meets Price Raise and Derision—Only Newly Rich Can Afford the Pleasure of Smoking—Others Indulge in Sarcasm—Poet Pens Lines to Posterity—Playwright Makes Pointed Prediction—The "Great Touch" Stirs Committee on Rumors—Tobacco the Goat for Sins of Hapsburgs.

VIENNA, April 25.—War ended about a year and a half ago—on the battlefields—but in trade war is worse than ever. In order to give everybody a chance at a cigar or a cigarette the Austrian republic decreed that each citizen, whether male or female, is entitled to so and so many specimens of manufactured weed, each smoker receiving a smoke card. There are no longer any non-smokers. That is, everybody takes out a smoke card. But the prices of tobacco are so high that many of the persons holding smoke cards are selling them to the newly rich, the war profiteers and schemers who have money to burn. Would-be smokers and non-smokers alike are selling their smoke cards to buy bread with the proceeds. This latest "sneak trade" has already attained enormous proportions. There is a sinister cleavage dividing the people into involuntary non-smokers on the one hand, and smokers at any price on the other.

The state monopoly, controlling manufacture and sale of tobacco in Austria, announced the other day it would punish any one guilty of trafficking in smoke cards. The only result was a raise in the price of the cards, as sold by the sneak trade, and general derision. The sneak trade is beyond control, in the tobacco line as well as in any other. It delights in capitalizing its risk.

On the 12th of this month an all-around raise in price took place. It amounted to from 100 to 350 per cent. The trabuko brand of cigars is now 6 crowns each. A media costs 7 crowns. the graciosa 9 crowns. The Virginia price has been quadrupled, the shorter variety even raised to six times its former price. Cigars formerly smoked by cab drivers and hodcarriers are now eagerly sought by college professors, cabinet officers and multiple landlords.

Vienna sarcasm is rampant. At the Cafe, confined to maniacs afflicted with exaggerated ego, it was said the state monopoly was aiming at the eradication of any possibility of nicotine poisoning. Only an American dollar millionaire could afford to pay for a good old effective nicotine poisoning. A famous poet entrusted his despair to a bill of fare, telling posterity in sentences of metric resonance of those base and sinister designs concocted by the abominable state monopoly, those disgraceful schemes aiming at a cure of tobacco heart by exposing those very hearts to continuous shocks or shocking raises in price, which means the same, and at the same time limiting consumption to a degree which, compared with total prohibition, would mean affluence indeed. A playwright who just finished the 250th play unproduced, predicted the absolute denicotinization of the whole middle class, from a union burglar in good standing down to a contemptible crown millionaire, within a month.

In the mean time the committee on rumors is very busy deciding the fate of the Great Touch, the big state loan. The tobacco monopoly is the security to be handed over to those foreign philanthropists willing to advance us a few pennies in real money for which the consumers of tobacco will have to pay billions in paper. The consumers are now in the frying pan, and soon they will jump into the fire. Just leave it to the Credit Foncier of Paris. Negotiations for a loan amounting to 200 of millions francs are being continued, partly by the committee on rumors and partly by statesmen who know less about it than the newly-born members of the Denunciators Club, meeting at the Cafe Deluge.

Poor Austria! Long suffering Virginia! There is no longer any talk of the government receiving any advance in cash from the foreign benefactors of humanity. No, Austria is to get only a percentage of the profits squeezed out of the smokers. That is, if any percentage is left after those benignant sharks of Paris, otherwise known as international bankers, have taken their fill.

No wonder Lehar changed his name. There are no longer any pickings left, not even for the most famous composer of the most fascinating Vienna waltz. Tobacco is the goat to bear the sins of the Hapsburgs. A heavy load, indeed.

Hongkong Tobacco Trade

Consul General George E. Anderson, stationed at Hongkong, reports, under date of March 19, that despite the fact that Hongkong takes American leaf tobacco to the value of almost $2,000,000 per annum, and imports Philippine leaf tobacco to the value of $300,000 more, the export of tobacco and tobacco products from the port is nearly twice its imports. It is difficult to secure reliable figures as to all aspects of the trade, for the official import returns of Hongkong do not include imports from South China ports, whence most of the Chinese leaf and prepared tobacco come. There is also some difference as to the classification of "raw" and "prepared" tobacco in the Chinese and Hongkong returns. The Chinese customs returns show exports of tobacco leaf and stock from China to Hongkong in 1918 to the value of $881,864 and of "prepared" tobacco to the value of $2,034,396. About five-sixths of these imports come from ports in China, whose exports so far have not been included in Hongkong import returns, thus leaving something like $2,500,000 worth of tobacco from South China to be added to the port's imports as shown by Hongkong statistics. A table showing the imports and exports in 1919 may be made up from the Hongkong returns, and this estimate as follows:

Tobacco and tobacco products.	Imports.	Exports.
Cigars	$322,788	$854,977
Cigarettes	1,468,544	6,340,862
Raw leaf	2,884,196	2,858,111
Prepared tobacco:		
Foreign	24,728	46,596
Native	19,809	3,458,774
Miscellaneous	88	14,964
Additional imports from South China, mostly semiprepared (estimate)	2,500,000	
Total	$7,220,153	$13,574,284

Even the most cursory analysis of these returns indicates that tobacco working is one of the important industries of Hongkong. The imports of cigars and cigarettes largely represent the purchase of brands of goods which can not be manufactured locally, while at the same time a large part of the output of the local factories is consumed in Hongkong. The excess of exports of native prepared tobacco over the imports of this grade also partly measures the value of the native tobacco-preparing industry.

Of the imports of raw leaf tobacco the United States is credited in the Hongkong returns with a value of $1,939,177, the Philippines also being credited with a value of $309,707. China (North and Central) is credited with a value of $385,211, but a large portion of the Chinese exports of "prepared" leaf above referred to is of the semiprepared leaf which the Chinese customs class as "prepared." Burma also furnished in 1919 raw leaf to the value of $173,386, the small balance of the $2,884,196 worth of raw leaf imported coming from various Oriental countries.

Two-thirds of the large exports of "prepared" native tobacco go to the Straits Settlements, the United States taking about $125,000 worth for use of Chinese resident there. Most of the cigars exported go to North and Central China. For cigarettes the Straits Settlements is by far the best customer next to China itself, the East Indies, Siam and Indo-China following in the order named.

It is of interest to note that Egypt took 28 per cent. of the exports of raw Chinese leaf in 1919, Great Britain taking 27 per cent. The United States took 8 per cent., Holland 7 per cent. and Belgium and France about 3 per cent. each. China itself is an important buyer of this product.

Tobacco Trade in Ireland.

Michl. Macnamara & Son, of Dublin, in their monthly report for April, say that "business continues to be quiet and monthly deliveries are much reduced." Shipments of tobacco from Liverpool to Ireland, during the month, are reported as follows:

	Virginia.		Western.		
	Leaf.	Strips.	Leaf.	Strips.	Total.
April, 1920	2	1	39	..	42
Same period, 1919	17	..	80	9	106
Four months ending April 30, 1920	61	9	413	35	518
Same period, 1919	217	26	409	56	708

Prices in Ireland, on tobacco imported from the United States, are quoted as follows:

	1920.		1919.	
	D.	D.	D.	D.
Virginia leaf—Dark	20	@23	18	@22
Bright	36	@66	26	@40
Western leaf—Fillers	14	@16½	15½	@16½
Wrappers	18	@26	18	@22
Burley	20	@31	17	@23
Virginia strips—Dark	26	@30	24	@30
Bright	50	@70	30	@44
Western strips—Fillers	19	@21	18	@19
Wrappers	21	@30	21	@26
Burley	25	@36	22	@27

Tobacco Versus Perfumery

Because the peasants of the Balkan peninsula have taken to growing tobacco, the world's supply of perfumery is threatened. Women with a fondness for expensive scents and the means to gratify it must choose between cigarettes and perfumes, it was said by the head of one of the biggest chains of drug stores of America and Europe, who returned Saturday on the *Baltic*.

The increase in the consumption of tobacco, due in part to the increased indulgence of women in cigarettes, has caused the Balkan peasants, who have produced most of the supply of tuberoses, to change their crops to tobacco.

Cigarette Advertising in Argentina

In a study of "Advertising Methods in Argentina," appearing in *Printers' Ink*, J. W. Sanger says:

"For many years the largest Argentine advertising appropriation has been that for '43' cigarettes. It is said that in some years this expenditure has reached the high figure of 1,500,000 pesos, or about $645,000. Every known medium has been used, such as newspapers, weeklies and monthlies, trade papers, electric signs, billboards, painted walls, coupons in packages and a score of other methods, some of which were specially devised for advertising these cigarettes. Pick up a daily paper in Buenos Aires or in hundreds of other places throughout Argentina, and you will find this advertising, often in full pages. Step into a lottery shop, a shoeshining or a barber shop, and the chances are that a '43' sign will be over the entrance and other similar signs inside. Both the outside and the inside of the street cars carry '43' signs. The largest and most conspicuous painted walls carry the same message, and the tallest electric sign carries the cryptic figures '43,' which flash off and on.

"That the manufacturers of this famous brand of Argentine cigarettes owe advertising the chief credit for their success is not a matter for conjecture. Interesting facts are: First, they have seldom used any other copy than the mysterious figures '43,' reinforced in later years by the slogan, 'Libre de todos los trusts' (free from all the trusts); second, that they have only the vaguest idea as to the relative merits of the media used. They have taken these two figures, '43,' and repeated them so many million times that not a person in the length and breadth of Argentina could possibly have overlooked them. They have bought space wherever it seemed to promise results; their business has grown by leaps and bounds, and they have never felt the necessity for an analysis of either copy or media. The idea of using '43' was evolved at a time when very little cigarette advertising was being done, and the uniqueness of it caught the public fancy. Many other large-selling brands are on the market, nearly all of them well advertised, but none of them, despite large expenditures, has been able to stop the steadily growing sales of '43.' This cigarette comes in three grades (20, 30 and 40 centavos), but the price is mentioned only casually in the advertising."

Co-operation in South Germany

At a convention of retail tobacco dealers of Southern Germany, held at Ulm, a cooperative purchasing company was formed. The company will do all the buying for the members, eliminating brokers, jobbers, commission merchants and all middlemen. The members think they can drive a better bargain when buying in bulk.

Stanley Cigar Co., to Continue in St. Louis

Ralph L. Stanley Becomes President—Thomas Gerald Stanley, Vice-Pres.—Walter F. Riley, Sec. and Treas.—The Commonwealth Cigar Co. Opens Co-operative Factory.

ST. LOUIS, May 22.—Ralph L. Stanley, son of the late Charles P. Stanley, has succeeded his father as president of the Charles P. Stanley Cigar Co. He has announced that the company intends to continue the business policies of his father, who founded the business. Thomas Gerald Stanley, another son, was elected vice-president, and Walter F. Riley, who has been connected with the company in various capacities for many years, has been made secretary and treasurer.

The bulk of the Stanley estate is placed in trust, with the widow, Ralph L. Stanley, and Riley as trustees, according to the will, a photographic copy of which has been filed in the Probate Court. The will provides that the trust shall continue for ten years after the death of the widow, and then it is to be divided equally among three children.

A specific bequest of $500 a month is made to the widow and $150 a month to a daughter. Mrs. Stanley is to receive 70 per cent. of the income from the trust estate and the three children 10 per cent., the widow's $500 a month to be deducted from her 70 per cent. for five years. After five years 55 per cent. from the income of the trust estate is to go to the widow and 15 per cent. to each of the children. If the widow remarries the estate is to be divided into fourths, of which the widow shall receive one-fourth.

The Commonwealth Cigar Co. has opened a co-operative factory on the fifth floor of the Gay Building, Third and Olive streets. The factory has 80 stockholders, and is the first of its kind to be opened in Missouri. It started out with ten workers. Fred S. Nye is president; Thomas J. King, vice-president, and J. F. Althiede, secretary-treasurer of the company, which is incorporated under the laws of Missouri.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS

THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.

Phone Morningside 6204

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

Cable { New York—Muselano / Habana—Lamelvlile

SELGAS & CO.

Leaf Tobacco Dealers

NEW YORK
128 Water St.

HAVANA, CUBA,
138-140 Consulado St.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.

Importers of Havana Leaf

Zulueta 44
Havana, Cuba

152 Front St.
New York

LESLIE PANTIN

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON

Exporters & Commission Merchants

HAVANA LEAF TOBACCO

The Greatest Stripping Facilities in Cuba

ZULUETA 44-46 HABANA, CUBA

HIJOS DE DIEGO MONTERO

S en C
COMMISSION — EXPORTERS
LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

British Tax Proposal Causes Alarm in Havana

Tariff Almost Prohibitive—May Debar Cuban Cigars Entirely—Tobacco Interests Taking Steps Toward Protecting Themselves—Proffered Concessions Fail to Soften Tax Demands—Retaliatory Measures Threatened—Leaf Market Shows Animation—Celestino-Corral Back from Tampa—Emilio Suarez Reports Cigarmakers Leaving Tampa.

HAVANA, May 17.—The topic of the day is the proposed action to be taken by our great friend and ally, Great Britain, whereby duties are to be increased on our cigars to 50 per cent ad valorem, which plainly means an almost prohibitive tariff applied to one of our main products, debarring it from the British market entirely.

The tobacco people as a unit, feel interested in the outcome of this purpose of the British government, and are getting ready to take a hand in the fight, if there is to be a fight; and in order to adopt some measures that will in some respect help us overcome the effects of this unwarranted step that England is going to take to the detriment of our cigar industry.

As stated in previous letter, the cigar manufacturers have instructed the representative of the Cigar Manufacturers' Association in London, to take personal charge in the matter of this proposed increase of the duties to be paid by our cigars, and to make certain concessions to our customers, so as to show our good will towards them, granting a longer period of credit, if necessary, and other advantages in filing their orders, provided the increased rate of duties on cigars was not made 50 per cent ad valorem, but a little less.

According to the information received from the stated representative in London, after having made his first efforts to secure the reduction, it seems that he has received no encouragements whatever from the government officials as to the possibility of making a success of his especial mission, and has so informed the Board of Directors of the Cigar Manufacturers' Union, here. This of course, has created a sensation among the tobacco people, because there were a few who thought that the British government would never take such steps against Cuba's second great industry, in earnest, and believed that all that was said to that effect was merely a rumor, to which there was no solid foundation, other than to help the speculators in trying to scarce the manufacturers into reducing their prices on cigars shipped to England. Now the direct information received from their official representative in London, has impressed upon them the fact that it is not a mere effort to frighten them into lowering their prices, but that it is a positive fact that the duties on tobacco and cigars will be raised by the British government in such proportion that there will possibly be no further market for the Cuban cigars after the new tariff is finally established in England.

The cigar manufacturers held a general meeting of the entire membership of their association, and discussed matters from every angle that they could be considered from, and decided, after spending some time in trying to avoid any mistakes or misunderstanding, to organize a committee composed of a member of each branch of the tobacco industry, including planters and leaf dealers, and that this committee visit the president of the Republic, and request that he take the matter of the increase of the duties on our cigars by England to 50 per cent ad valorem, through the diplomatic course, and that if this effort should fail to give satisfactory results, then they considered it nothing but right that we should adopt a policy of retaliation, and increase the duties on every article imported from Great Britain into Cuba.

This is the consensus of opinion now prevailng among the tobacco people, as a natural result of Great Brtain's action towards us.

The leaf market is somewhat animated at the present time, as a few sales of the new crop have already been made by some of our active leaf dealers, at their own prices, and others have been gettng their holdings in shape to be put on the market at once and dispose of them.

Celestino Corral, senior member of the firm of Corral, Wadiska & Co., of Tampa, Florida, has just returned from a trip to the Floridian city, where he had been for a few days looking over the strike situation, and after making a thorough investigation of the whole trouble, he came to the conclusion that both cigarmakers and manufacturers in Tampa, are in this fight for good; that the cigarmakers seem to be taking things easy, and the manufacturers without the least apprehension.

Every day looks like a real holiday in Tampa, according to Sr. Corral's expression, because the people are conducting themselves as though there was no such strike going on there; moving on about their business and talking and laughing as though they were enjoying the best of times.

Emilio Suarez, the ever-smiling leaf dealer, has returned from his trip to Tampa, and has stated that conditions there are not very encouraging, because the cigarmakers are leaving town as fast as they can get away, as well as the wrapper selectors, cigar packers and other workers of the cigar industry, creating a very unsatisfactory state of affairs for the future needs of the cigar industry in that section. Just as soon as he can make arrangements here to go back to Tampa, Mr. Suarez is going, and with that purpose in view he has already made application for his return ticket, to the P. & O. S. S. Co.

Abe Haas, after attending to some pressing business that required his personal attention in Havana, has returned to his country places in Santa Clara and Camaguey provinces, to start his escojidas at once and prepare every bit of tobacco that he has of the new crop, for immediate shipment to Havana, as a large portion of it is already sold.

Angel Ma. Suarez, has begun to receive some of the new crop from Partido, and it is a very fine quality tobacco, especially the large dry wrappers which he has shown his many customers, and of which he has sold quite a number of bales already.

ROSAM.

The Importance of the Port

Herman C. Vognitz, American vice consul at Havana reports that:

Figures show that Havana is rapidly becoming one of the greatest centers of American foreign shipping. During the first three months of 1920 the American consulate general issued 494 bills of health to American vessels and 85 to foreign vessels, a large number of the

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latter being engaged in handling American goods. During part of this time a general harbor strike was in progress with 50 to 75 American vessels tied up in the harbor, many of them from a month to six weeks before being able to unload their cargoes.

Australia's Tariff Changes

The new Australian Customs Tariff came into operation on March 25th, says *Tobacco* of London. It is stated that the schedule is subject to revision, and that particulars of any changes will be published by the British Board of Trade. There are three tariffs, namely, British preferential, intermediate and general; but, so far as tobacco is concerned, with two exceptions the tariff is the same. Tobacco, unmanufactured, 4s. 8d. per lb.; tobacco, unmanufactured, entered to be locally manufactured into tobacco or cigarettes to be paid at the time of removal to the factory: (A) Unstemmed 2s., (B) stemmed, or partly stemmed, or in strips, 2s. 6d. per lb. Tobacco, cut, n.e.i., 4s. 11d.; tobacco, manufactured n.e.i., including tags, labels, and other attachments, 4s. 8d.; cigarettes, including cards and mouth-pieces contained in inside packages, fine cut tobacco, suitable for cigarettes, 10s. 6d. and 11s.; tobacco, unmanufactured, entered to be locally manufactured into cigars—(A) Unstemmed, 2s. 6d., (B) stemmed, or partly stemmed, or instrips, 3s.; cigars, including bands and ribbons, 10s. and 11s.; snuff, 6s. 6d.; tobacco destroyed for manufacture of Sheepwash or other purposes, as prescribed by Departmental By-laws, free.

The British Government's Revenue from Tobacco

On the motion of George Thorne, M.P., the House of Commons, on August 18, 1919, ordered a statement respecting the Customs and Excise Duties for the financial year ended March 31, 1919, to be printed, and the report was published on April 15th last. The returns as affecting tobacco are as follows: Customs: Cigars, 771,319 lb., gross receipts £594,839, net receipts (deducting drawbacks, rebates, repayments and allowances), £594,217, Cavendish or Negrohead tobacco, 302,716 lb., £166,180 gross, £165,346 net; Cavendish or Negrohead, manufactured in bond, 195,033 lbs., £97,127 gross, £96,742 net; cigarettes, 822,517 lb., £494,210 gross, £492,822 net; other sorts of tobaccos, 418,555 lb., £199,-903 gross, £199,477 net; snuff, (13 lb. moisture in 100 lb.), 18 lb. £8 gross, £6 net; snuff (less than 13 lb. moisture in 100 lb.), 321 lb., £174 gross, £170 net; unmanufactured tobacco, (10 lb. moisture), stripped or stemmed, 51,882,537 lb., £21,083,108 gross; ditto, unstripped or unstemmed 85,233,570 lb., £34,198,028 gross; tobacco (less than 10 lb. moisture), strip or stem, 50 lb., £23 gross; do. (less than 10 lb. moisture), 72 lb., £30 gross—net receipts for last four items and for the Isle of Man £44,682,616.

Excise returns:—Tobacco, unmanufactured (10 lb. moisture), 157,064 lb., £62,184 gross, £60,735 net; tobacco growers and curers, 74, £18 gross; tobacco and snuff manufacturers, 366, £4,841 gross, £4,841 net; dealers in tobacco and snuff, 338,589, £88,249, occasional licenses, 12,044, £407—net total £88,564.—*Tobacco* (London).

United States Production for March Compared

Products		March, 1919	March, 1920
Cigars (large):			
Class A	No.	163,635,102	167,420,148
Class B	No.	218,948,429	240,533,657
Class C	No.	162,680,093	327,338,906
Class D	No.	1,887,530	12,066,803
Class E	No.	1,947,997	5,880,444
TOTAL		549,099,151	753,239,958
Cigars (small)	No.	84,493,873	55,052,100
Cigarettes (large)	No.	2,828,157	2,556,183
Cigarettes (small)	No.	3,845,079,275	4,373,778,917
Snuff, manufactured	lbs.	2,903,153	3,705,014
Tobacco, manufactured	lbs.	29,227,678	38,422.481
Playing cards	packs	4,785,408	4,169,070

Tax-paid products from Porto Rico for the month of February.

Products		February, 1919	February, 1920
Distilled Spirits (non-beverage)	Gals.	3,779	10,961
Cigars (large):			
Class A	No.	2,000	4,500,500
Class B	No.	597,475	3,794,200
Class C	No.	994,325	11,577,250
Class D	No.	75	180,000
TOTAL		1,593,875	20,051,950
Cigars (small)	No.	.....	1,000,000
Cigarettes (small)	No.	2,254	700,000

Tax-paid products from the Philippine Islands for the month of February.

Products		February, 1919	February, 1920
Cigars large):			
Class A	No.	2,408,200	14,492,010
Class B	No.	19,496,343	5,594,935
Class C	No.	730,230	1,512,044
Class D	No.	.....	20
TOTAL		22,634,773	21,599,009
Cigarettes (small)	No.	292,112	575,400
Tobacco, manufactured	lb.	.....	2

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New York Correspondent

THE IRVING NATIONAL BANK

The Proposed Tax On Cigars Imported in Britain

Importers and Dealers View it with Much Concern—Ad Valorem Impost, a Startling Innovation—A Severe Blow to Cuba—Hard on Smoker and Small Retailer, Too—Chancellor's Optimism Not Shared by Others—Hot Battle Expected—New Duties Are 15s. 7d. Per Lb., Plus 50% Ad Valorem, While Preferential Duties Are 5/6 That Amount, Plus 2/3 Ad Valorem Surtax.

Having regard to the fact that the tax on cigars imported into the British Isles had already been raised three times since 1914, the average student of political economy might be pardoned for regarding the Chancellor of the Exchequer's new Budget impost ad valorem duty of 50 per cent with surprise. There is little cause for wonder, then, that cigar importers, cigar merchants and cigar retailers experienced a feeling akin to consternation when the proposal was sprung upon them. Of course, the real explanation of the new duty is that within recent years tobacco has proved a prolific source of revenue. Importers, recognizing the nation's financial needs, have accommodated themselves to the thrice-changed conditions without a murmur, while consumers have uttered a harmless grumble and carried on as before amidst the increased charges. As importers, retailers and consumers alike had unmurmuringly submitted to what they believed to be the inevitable, the Chancellor was not slow in saddling all three classes with heavier financial burdens.

Hitherto the duty on imported cigars has been paid according to weight; but the startling innovation of an ad valorem impost is now made. In the British fiscal system this, we believe, is almost a new feature. Some years ago an intrepid but short-sighted Finance Minister imposed an ad valorem duty on imported champagne, and the experiment laid itself open to so many abuses that soon it was abrogated. The ad valorem method is open to all kinds of abuses, and as dishonesty is almost always ingenious while officialdom is as a rule perfunctory and unobservant, it is not at all unlikely that the experience with the champagne may be repeated with respect to the imported cigars. The essence of the ad valorem system is declaration. The smartest officials in the service frequently cannot get behind "cooked" figures, hence while the honest importer has to bear the full burden of duty, the unscrupulous competitor often profits through undetected evasion.

In the course of an interview with a representative of *Tobacco,* M. P. Troy made it perfectly clear that the new 50 per cent duty will prove a severe blow to Cuba. Havana cigars, says Mr. Troy, are the most vital industry of the island, because the native population subsists by its labor on the tobacco farms. Sugar, of course, is larger, but the sugar plantations are for the most part worked by imported labor. It would be impossible to exaggerate the importance of Great Britain as a customer of Cuba. Figures will prove anything—even convict a Chancellor of the Exchequer of unsound fiscal policy—and we will not labor that point. But as an evidence of Cuba's commercial dependence on Great Britain it is worth while to mention that during the month of November, 1919, Cuba exported to England 8,713,420 cigars, compared with 5,504,768 to the United States, about a million and a half to Spain, half a million each to Austria and the Argentine Republic, a quarter of a million each to Canada and the Canary Islands and about 200,000 each to Chile and Sweden. Doubtless the figures for the intervening months would reveal similar proportions. A leading cigar importer crystallized Cuba's new position in the following sentence: "The Chancellor of the Exchequer is antagonizing Cuba, destroying the interests of an important and hard-working section of commerce, injuring our export trade, increasing the cost of cigars and deriving no benefit from this action." No clearer and more emphatic condemnation of the Budget proposal could be put forward.

Havanas are not a poor man's luxury, or probably the Chancellor of the Exchequer would have left them alone. Smokers who have accustomed themselves to them belong to two classes—men of ample wealth on the one hand and men of moderate means on the other. The wealthy men will continue to gratify their tastes, while the man of limited pocket will be deprived of his pleasure through inability to meet the expense. But unfortunately the

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hardship is not confined to that class. The retailers will find that there is no demand for Havana cigars—or even Indian, for the matter of that—hence a considerable volume of trade is at once destroyed. The high-class shop may not be so hard hit, though they will of necessity have to face a greatly restricted sale. We firmly believe that under the conditions imposed by the new Budget the majority of retailers will not consider it worth while to stock Havanas and Indians. It is quite conceivable that men of influence may be inclined to enjoy their expensive cigars to a larger degree than hitherto, but their slightly increased custom will not compensate the unfortunate retailer for his general loss in this branch of his business. We understand that the position of the importers, and their views in the probable effect on the cigar industry, have been laid before the Chancellor of the Exchequer in unmistakable terms, and the action of Joseph Hood in demanding reconsideration of the imported cigar proposals sufficiently indicates that those at whom the financial blow is aimed are by no means inclined to take it lying down. As will be seen in our report of the Parliamentary debate of April 27th, the Chancellor of the Exchequer has consented to receive a deputation of cigar importers to discuss the new ad valorem duty. Possibly some fresh light may be thrown on the situation, and when the Chancellor deals with the points at the Committee stage he may take a modified view.

Statesmen who for the once happen to be the custodians of the national purse invariably are optimistic. Austin Chamberlain is endowed with the spirit of confidence which has characterized the legion of Finance Ministers who have preceded him. How far his calculations respecting increases in the tobacco duty will be materialized must remain a secret until the figures for the financial year 1920-21 yield up the official truth. But so far as tobacco is concerned, it is generally believed that he will find that his conviction is on the wrong side. In a White Paper issued by order of the Lower Chamber a few days ago are printed figures on which Mr. Chamberlain's calculation of revenue is based. Table VIII, explaining the proposed changes in taxation, shows that the then existing full duties on cigars were 15s. 7d. per lb., while the preferential duties —that is to say, duties imposed on colonial products—were five sixths of the full rate. The new duties are 15s. 7d. per lb., plus 50 per cent ad valorem, while the preferential duties are five-sixths of that amount plus two-thirds of the ad valorem surtax. Now comes the Chancellor's estimate of income for a given period. This is in columns of figures "showing the effect of the proposed alterations in taxation." Imported cigars are expected to yield a revenue of £530,000 in a full financial year, but expert opinion inclines to the view that the Minister of Finance may be disappointed. Table X. gives the estimated revenue from Customs and Excise in 1920-21 as compared with the approximate receipts in 1919-20. Tobacco's approximate receipt from the customs for 1919-20 are set down at £60,862,000, and the estimated revenue for 1920-21 at £62,470,000, while smokers' accessories, matches and mechanical lighters, showing approximate receipts in 1919-20 of £1,086,000 are expected to rise to £1,250,000 in 1920-21. Turning to the Excise department we learn that the approximate revenue for tobacco in 1919-20 amounted to £13,000, and the expected receipts in 1920-21 is set down at £30,000, while from matches and mechanical lighters the sums respectively stated are £2,310,000 and £2,350,000. There is at this early juncture no occasion for speculation on these official conclusions. All one can do is to await the revelations of the next Budget.—*Tobacco* (London).

Schulte Gets Long Lease on Fifth Avenue Property

Fifth avenue property facing Madison Square Park, New York, figured in a big leasing transaction last week, whereby the Schulte Realty Company added another centrally located improvement to its extensive realty holdings.

These interests have leased from the Eugene A. Hoffman estate, through Spear & Co., the eleven-story office and apartment building at 210 Fifth avenue, running through to 1,132 Broadway, with frontages respectively of 28.11 and 30.2 feet and an irregular depth.

The lease is for a term of twenty-one years, with one renewal for a similar period, at a rental of $30,000 a year, indicating an aggregate return for the forty-two years of $1,260,000.

The store and first floor will be used by the Mutual Profit Sharing Coupon Corporation, which is identified with the Schulte cigar stores organization. Several floors in the buildings now used as apartments will be altered into offices at an estimated cost of $50,000.

If This Be Treason

Sen. Capper of Kansas is a Republican but we admire the way he hits the Democratic administration regarding the profiteers. Capper says Attorney General Palmer is setting mouse traps for the profiteers when he should be setting bear traps and we agree with him.

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Convention Raises New Hopes in Philadelphia

T. M. A. Assemblage Universally Praised—Had Wholesome Effect—Regarded as Epoch-Making—Accomplished Vast Amount of Good—"City of Brotherly Love" May Become Worthy of Nickname—Retailers Had Quiet Week—Embargoes Embarrass Business—Cigar Box Question Holding Attention—Start Work on New Mayer & Co. Factory—M. H. Kreh Opens Office—Reeves Parvin & Co. Take on Pom Pom Brand—Royal Lancers Are Progressing—Jas. Nevros in Bankruptcy—All-Sea Shipment of Manila Cigars for Dusel-Goodloe Co.—Delegation to Dayton Convention—Bayuk Bros. Increasing Capital Stock—Frank F. Eiseman and A. A. Levitt Return from Cuba.

PHILADELPHIA, May 24.—The troubles of the trade, particularly in the manufacturing end of it, are still plentiful. But last week's memorable T. M. A. convention at Washington had a wholesome effect upon the minds of those in attendance. And representatives of all the leading houses were there. Many, if not all, received a greater clarity of vision, and new hopes were engendered which have certainly lifted the burdens, or at least made them seem less heavy than they were before. Of course, the convention did not remove all the ills of the trade.

On the eve of the conference, Ben R. Lichty, closely identified with President Eisenlohr in working for convention success, prophesied that, large as were the expectations aroused, he was confident they would be realized, and now that the convention is history, the Philadelphia delegation without a dissenting voice says that Mr. Lichty's forecast was conservative; that every promise made was redeemed, and that the gathering was of epoch-making magnitude.

"In my opinion, it was the best trade gathering ever held," said Manager T. J. Daly of the Stratford factory. "I went with great expectations. They were more than realized. It was far more representative than I had even hoped it would be. I never saw a finer body of men nor a more earnest assemblage. They got together for business in the best of spirit, and thought there was splendid entertainment, the gathering was essentially of a business character, and I believe accomplished a vast amount of good." That sentiment was repeated in different words by all the Philadelphians who participated.

There was no expectation that the deliberation of the National body would solve the local problems of Philadelphia which are more numerous than they should be, owing to the absence of a local organization. But there does now exist hope, since that which was so long regarded as impossible—a getting together of the trade for mutual benefit—has been made possible. In recent years the nearest approach to a trade fraternity was during the big strike of a year ago when dire necessity compelled the gathering of the manufacturers in the Manufacturers' Club. It is admitted that at that time there existed among the associates a considerable amount of suspicion; that there was not complete frankness in discussion, and that because of distrust and misunderstanding, agreements did not work out to the full measure of success which was hoped for. But the T. M. A. convention, while not having wrought a complete transformation, unquestionably did much to create confidence, and the lesson of the benefits of co-operation were so clearly taught, that it is entirely probable that before another national meeting is held, Philadelphia will be represented not merely by individual manufacturers, but by a live branch of the national body. Philadelphia may yet become worthy of its nickname, the "City of Brotherly Love."

Among the retailers the week was rather a quiet one, so far as sales went, but there was no evidence of the horizontal price cutting which is going on in many other industries. Likewise, in factory circles, prices remained without change—a condition of affairs attributed by the manufacturers to the fact that there has been no profiteering in the cigar business, and that high prices were due solely to advances in raw materials, labor and overhead. The strikes of handworkers in a number of the local plants have all virtually been settled, and production is up to the limit of the available forces and stock. There was experienced, indeed, some improvement in the labor situation, employees being in rather freer supply and with less insistance on their part for excessive wages. But the manufacturers have orders enough on hand to give employment to many more hands than are now at work.

Little relief was attained in the handling of freights inbound or out. Shipments were most irregular, embargoes still being taken off and put on again in a most confusing way. But the week end showed some gain over the week's beginning, and accumulations in factories were more of goods awaiting packing than they were of finished products awaiting shipments.

Manufacturers are very hopeful that the collapsible box demonstrated in Washington will be a big factor in expediting distribution. Closer at hand, however, are the wooden boxes with tops and bottoms of manufactured board. One of the leading boxmakers of the city has been able to gather together a large lot of a composition board of suitable strength and thinness to make most acceptable tops and bottoms, and by the use of this material has been able to greatly increase his box output from his limited supply of real board. A paper box manufactory of considerable size is still working on an all-paper board box, but it is not yet commercially available, and the trade is doubtful whether it ever can be made to stand the test requirements as met by the all wood box.

During the week there was begun the actual construction of a new home for Sig C. Mayer & Co., whose factory, Third and Cherry streets, was destroyed by fire several weeks ago. Work on the new building, which is to be of reinforced concrete construction, is to be rushed, and President Mayer is confident that he will be able to hold the opening ceremonies, which he is planning, early in August. The new building will be six stories high, one more than the old building, and it will embody the most advanced ideas in safety, sanitary and attractive construction. It will be largely daylight lit, one of its special features being the examining department on the upper floor, under a great skylight roof. Under the flood of light the cigars are to receive their final critical inspection after being packed, and before being sent to the trade. In the building there are to be dining and rest rooms for the employees, and every modern convenience. The first floor will be used for offices, and a stock room for labels; the second for the preparation of tobacco leaf; the third and fourth for cigar manufacturing, there being space available for almost 500 hands; the fifth floor as the shipping department, and the sixth for packing. The building will have a Cherry street frontage of about 75 feet, and a depth of 120 feet. The firm will continue to produce all hand-made, Spanish method cigars, featuring, of course, Rey Oma, and Waldora. Manager Watson, who has been confining himself to inside work, necessitated by the long trip of Mr. Mayer to the Pacific Coast, will hereafter be able to

give more time outside. He is about to make his first trip through New York State. Mr. Mayer will remain in the city until the close of the year, and with Secretary William C. Christman, will give close personal attention to inside work.

H. M. Kreh, for more than a score of years associated with Samuel Jacobs and Henry Hilbronner, whose retirement from the field recently was announced, has taken an office at 49 South Front street, and after June 15 will be located there, looking after former customers of Hilbronner and Jacobs. Mr. Kreh has secured control of the former Hilbronner and Jacobs titles, Jerona, Garcia Finos, San Royal, Havana Royal, Cuba Baled Havanas, Havana Brown, Mi Avana, and Prudential, and he proposes to have these brands made under his personal direction, to supply a considerable trade in the West, served hitherto by Hilbronner and Jacobs. For the past fifteen years he has been office manager with the now dissolved firm, but previously he was associated with both partners while they were in the employ of Gumpert Brothers. Mr. Jacobs has taken a cottage at Chelsea, where he proposes to spend the entire summer resting up. Mr. Hilbronner also will withdraw from active business for a considerable period.

The cigar department of Reeves Parvin & Co., of which John Van Miller is manager, reports during the first half of May a greater sales aggregate of cigars than for any month in its history. The firm is now engaged exclusively in the cigar trade, having abandoned the sale of cigarettes and tobaccos. The aggregate far exceeded that of any similar period when all these products were sold. It has just taken on the Pompon brand made by John H. Swisher & Co., and formerly handled by Yahn & McDonnell. There will be added to the sales force on June 1, Z. John Norris, formerly with the E. M. Schwarz Co.

Bert Smith, with the Swisher Company, is now working among the Atlantic City trade, and has been sending back an average of 30 new introductions a day.

The comparatively new firm of Leo Walters & Co., 1729 North Randolph street, is reported to be making very rapid progress with its Royal Lancers brand, first introduced by the old T and O factory. Mr. Walters is well known to the trade. He was formerly associated in the firm of Halpern & Walters, and subsequently, with A. Goldman, he established the firm of Walters & Goldman. The sudden death of Mr. Goldman will be recalled.

Creditors of James Nevros, who conducted a retail store of considerable size at 924 Locust street, in the Greek colony, have been notified by Wessel, Bennet & Weiss, acting for certain creditors, that a petition in bankruptcy is to be filed, and that leave to sell the stock to realize on assets will be made. It is understood that the assets aggregate about $5,000; and these liabilities approximate $15,000. The Novros establishment has been in existence for a number of years, and on its shelves were the products of many of the local manufacturers.

L. D. Zugsmith, whose wanderings over the Eastern section of the United States in the interests of the Duquesne Company have attracted much attention—for he never uses the train and always the auto—is back in the city, after making the first lap of the journey, a run to Baltimore, Washington and York, Harrisburg, Lancaster, etc. That trip of many hundreds of miles, however, is only the preliminary. About June 1 he will set out on the real tour through New York State and to many New England points. Mr. Zugsmith is accompanied on these trips by his family, but the big touring car in which he makes his visitations is of ample size, and his customers are frequently carried along for a several hundred mile jaunt.

Though President Brogan, of the Dusel-Goodloe Company, has been informed that a second vessel has arrived in the port of New York, with a direct all-sea shipment of Manilas, he is still awaiting receipt of the first cargo brought direct, on the *Cape May*. The companion ship, just docked, is the *Sagaporack*. Freight congestion about New York has prevented the transshipment of that part of the *Cape May* cargo consigned to the firm. Its arrival is eagerly awaited in order that it may be determined just what effect the long sea trip had on the cigars. If, as he is confident, the smokes came through unaffected, there will be developed the direct all sea shipments instead of shipment to the Pacific Coast, and transshipment by rail. In view of the diversion to the port of Philadelphia of many steamers which hitherto sailed only to New York, President Brogan's determination, recently narrated in these columns, to establish a direct Philippine-Philadelphia route seems near to realization.

Philadelphia's delegation to the Dayton convention of the National Leaf Tobacco Association left the city Sunday night last. Samuel Weinberg, lately returned from Cuba, found it impossible to join the group. Samuel Grabosky, of the G. H. P. Company, joined with the Lancaster delegation which made the journey in a special car.

Mahlon A. Funk, secretary of the Forty-four Cigar Co., 11th and Wharton streets, is back from a business trip to California.

A considerable expansion is planned by Bayuk Brothers, Inc., to meet the requirements of increased business, and for that reason the company is being re-incorporated with larger capital. It is proposed to give the trade a chance to participate in the business and its earnings, and there has just been addressed to many retailers a letter offering opportunity to subscribe at par to the 8 per cent. preferred stock at $100, together with a free bonus of one share of common stock with each five shares of preferred. The company has no bonds. The 8 per cent. dividend will be cumulative, and each share of preferred is convertible at option into two shares of common any time within the next five years.

The United Cigar Store in the historic Walnut Street Theatre, at 9th and Walnut streets, has been closed during extensive alterations to the playhouse, the oldest in the United States.

Alterations were begun during the week at the old stand of Yahn & McDonnell, 15th and Chestnut streets, which is being reconstruct as a United store.

Al. Metzger, of Berriman Brothers, ran over from New York during the week on a short trip.

M. Schwarz, of the Porto-Rico Corporation, New York; M. Kaufman, of the Horwitz Tobacco Company, New York, and Seymour Bookman, New York, were among the week's visitors to the local leaf trade.

Artisans are in possession of the old Thomas Martindale stand, 10th and Market streets, reconstructing it for the A. Schulte Co.

There returned to the city during the week, Frank F. Eiseman and A. A. Levitt, of M. Eiseman & Sons, after a premier, but most successful trip to Cuba. They made the trip for the particular purpose of making direct purchase of leaf for their leader, the Men-De-Lion. Once arrived at the island, they let it be widely known that they were newcomers. But as the story goes, instead of going to Havana to become acclimatized in its pleasant atmosphere, they quietly departed and autoed directly to the plantations. Then they closed a deal regarded as highly advantageous. Their business completed, they rejoined the tobacco buyers at the capital, but they remained mum when speculation was indulged in as to the identity of the buyers of a particularly excellent stock, which others had been desirous of securing. It was only on the return trip from Havana to Key West that they let the cat out of the bag. Suffice it to say, that the laugh was not on them; indeed, they received congratulations on "putting it over" on experienced buyers. It is their purpose henceforth to make an annual trip to the Cuban plantations. The firm has just received a full supply of regular bands for the Men-De-Lion, and is relieved from the expediencies which had to be resorted to during a shortage in recent weeks.

FORE!

You won't need a "Caddie" to hunt your sales "ball" if you stock Prince Hamlet for your select trade.

Prince Hamlet has "pulled" many a cigar store owner out of a difficult "lie" and driven him over the "bunker" to a "long-green" "fair-way."

PRINCE HAMLET

2 for 25c. — 15c. — 25c.

Also 10c. and 11c. sizes

The Well-balanced, Satisfying Smoke

Our Car-Card advertising makes the course in "79" regularly. "Match" up with our campaign.

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

PHILADELPHIA

New York, 119 Lafayette St., Phone 3166 Franklin

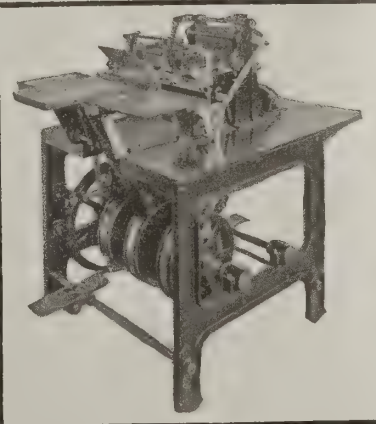
E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City



Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE

For

MAKING LONG FILLER BUNCHES

With

UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

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131 Washington St. Providence, R. I.

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U. S. BONDED MANUFACTURERS

HAVANA CIGARS

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WALLS COURT
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OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

THE MEADS TOBACCO CO.

IF IT'S TOBACCO

WE HAVE IT

RED LION, PA. U. S. A.

I. H. WEAVER

- - PACKER OF - -

All Grades of Leaf Tobacco

237-39-41-43 N. Prince St., LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

Correspondence Solicited

SEEDLEAF TOBACCO GROWERS COMPANY, Inc.

LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers

Connecticut and Pennsylvania Leaf Tobacco

320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.

Lamour Street and M. & P. R. R., York, Pa.

ROSA DEL

RANCHO CIGARS

RICH IN SMOKING VALUE

Many Shapes Many Sizes

AMERICAN EXCHANGE CIGAR CO., Makers

1059-1061 Third Ave., NEW YORK CITY

119-21 So. 11th St., PHILADELPHIA, PA.

Large Delegation at Dayton from Lancaster

Packers and Dealers Answer Call to National Convention of Tobacco Men—Thirty-Two in Attendance—Numerous Buyers Hustling for 1918 and 1919 Tobacco—T. J. Owens Launches Out in Business for Himself—Manufacturers Receiving Shipments by Truck from New York and Philadelphia, Because of Rail Embargoes—Cigar Box Shortage Working Hardships—C. O. Meads, of Red Lion, Doing Big Export Business—Weather Unfavorable to Growth of Tobacco.

LANCASTER, Pa., May 21.—The packers and dealers of Lancaster County are all preparing for the trip to Dayton to attend the National Convention of Tobacco men to be held there next week, and all look forward with pleasurable anticipation to a good, as well as instructive, time. It is the consensus of opinion that the convention will be the best ever, and the Dayton folks have been preparing for a year to entertain the attendants. No halfway business with the Dayton people. No stone has been left unturned to provide superb accommodations at the best hotels in the city. The mayor of Dayton has given the keys of the city to the tobacco men, and said, "Boys, go the limit. Have a good time."

There is a large delegation going from here, in fact the largest that ever attended a function of this kind; and Lancaster can well be proud of her showing as the best and most representative tobacco men of this city will be present.

Thirty-two of our best tobacco merchants will be there. The following is a list of those who will attend: I. H. Weaver, president; Jacob Bowman, John F. Weaver, John Duttenhoffer, Howard Duttenhoffer, Capt. Jos. Goldberg, Ben. Good, Raymond A. Heiland, Hon. A. B. Hess, member of Pennsylvania State Legislature, George Hoffman, Herbert D. Taylor, B. M. Mowery, L. H. Nolt, J. H. Mumma, Milton Ranck, presiding officer of the Lancaster Leaf Tobacco Board of Trade, Morris Rosenthal, Harry Snyder, W. G. Fritz, Herbert Weaver, Chas. F. Hess, J. H. Breneman, B. F. Hoffman, H. B. Mumma, Eli L. Nissley, E. J. Nissley, Ben. Schwartz, of Ephrata, Isaac Seachrist, L. Froelich and E. I. Froelich. This powerful delegation will do every thing it can, and will use all its influence toward a furtherance of legislation more favorable to the cigar and tobacco industry.

Ben Schwartz, of Ephrata, Pa., accompanied by I. H. Weaver and Capt. Goldberg, motored to Washington to attend the convention there. They returned last evening and report that the convention was a success. They say they were entertained lavishly, and that lots of valuable information pertaining to the tobacco business was given out at the T. M. A. Convention.

The past week has again been one of activity, and buyers of 1918 and 1919 have been plentiful. Numerous sales have been made and at high prices. Howard Swope, local packer, sold his packing of about 800 cases, 1919, to John H. Nissley & Co., local packers and dealers. Jacob Siegler & Bro. sold their 1919 packing of 550 cases to C. H. Spitzner & Son, of New York. Wm. S. Brill and Son, packers here, have bought very heavily of 1918 and 1919 tobaccos during the last week. They "cleaned up" packings of nearly 1500 cases, both of 1918 and '19. Louis Kramer, for Bayuk Bros. Co., Philadelphia, is still scouring the county and buying every lot of both 1918 and '19 that appeals to him.

Phares Nissley, of Salunga, Pa., sold his 1919 packing, consisting of 867 cases, to Louis Kramer, for Bayuk Bros. Co.

B. S. Taylor, of Yoe, Pa., purchased recently from the Fendrich Cigar Co., whose packing house is at Mountville, Pa., about 175,000 pounds of 1919 fillers to be bulk-sweated and packed by the Fendrich Cigar Co.

T. J. Owens, formerly with Wm. Levy, deceased tobacco merchant here, has gone in business for himself at No. 11 West Chestnut street. "Jeff" is considered an expert tobacco man and a good buyer in this section. His success is already assured, as he has an order to pack 1,500 cases of 1920 Pennsylvania. This order is from Geo. A. Kent & Co., large manufacturers in Binghamton, N. Y., and he already has rented two warehouses, one at Lititz, Pa., and one at Bareville, Pa., to receive, sort, sweat and pack his purchases.

Manufacturers are receiving nearly all their tobaccos by truck service from New York and Philadelphia, as shipping facilities by rail from those points to Lancaster are nil. Embargoes are still on, and when tobacco is shipped it takes three to four weeks to arrive here from Philadelphia or New York.

Cigar boxes are hard to get. Certain manufacturers have as high as 500,000 cigars made and ready to be packed, but cannot ship for want of boxes. Let us hope that this condition will soon change, for if it doesn't it will seriously cripple the output of some of our best and largest factories.

G. Brudno, of Imperial Tobacco Co., Dayton, Ohio, is here making purchases of 1919 tobacco to supply his home trade.

Melville Kauffman, representing the Horwitz Tobacco Co., Inc., of 136 Water street, New York City, is here on his initial trip and disposed of a lot of Connecticut Shade, Connecticut Broad Leaf and Havana tobaccos.

C. O. Meads, of Meads Tobacco Co., Red Lion, Pa., has shipped within the last three weeks 38 carloads of baled tobacco for European consumption. He is also drying and packing into hogsheads upward of a million pounds of Virginia tobacco for uses abroad. His enormous plant is one bee-hive of activity. It is the pride and support of more than 450 employes. Mr. Meads by honest dealing and integrity in his business has "put over" some very large deals in the tobacco industry. Well read, keen of conception, he keeps both the domestic and foreign market conditions at his finger-tips. We need a lot more of this man's calibre in this section of the country. Mr. Meads has bought, packed and shipped over 4,000,000 pounds of tobacco in Lancaster and York counties this year. In York county he was by far the largest individual buyer, and farmers in that section depend on him to take the tobaccos they raise. In his entire career it is his proud boast that he has never "docked" a farmer one penny. If the farmer puts up tobacco poorly one season Mr. Meads leaves him severely alone the following season. Farmers know this, and for that reason bring their tobacco to Mr. Meads' warehouse in merchantable condition.

The weather remains cool—too cool for the growth of tobacco plants, and will surely have a backward season this year.

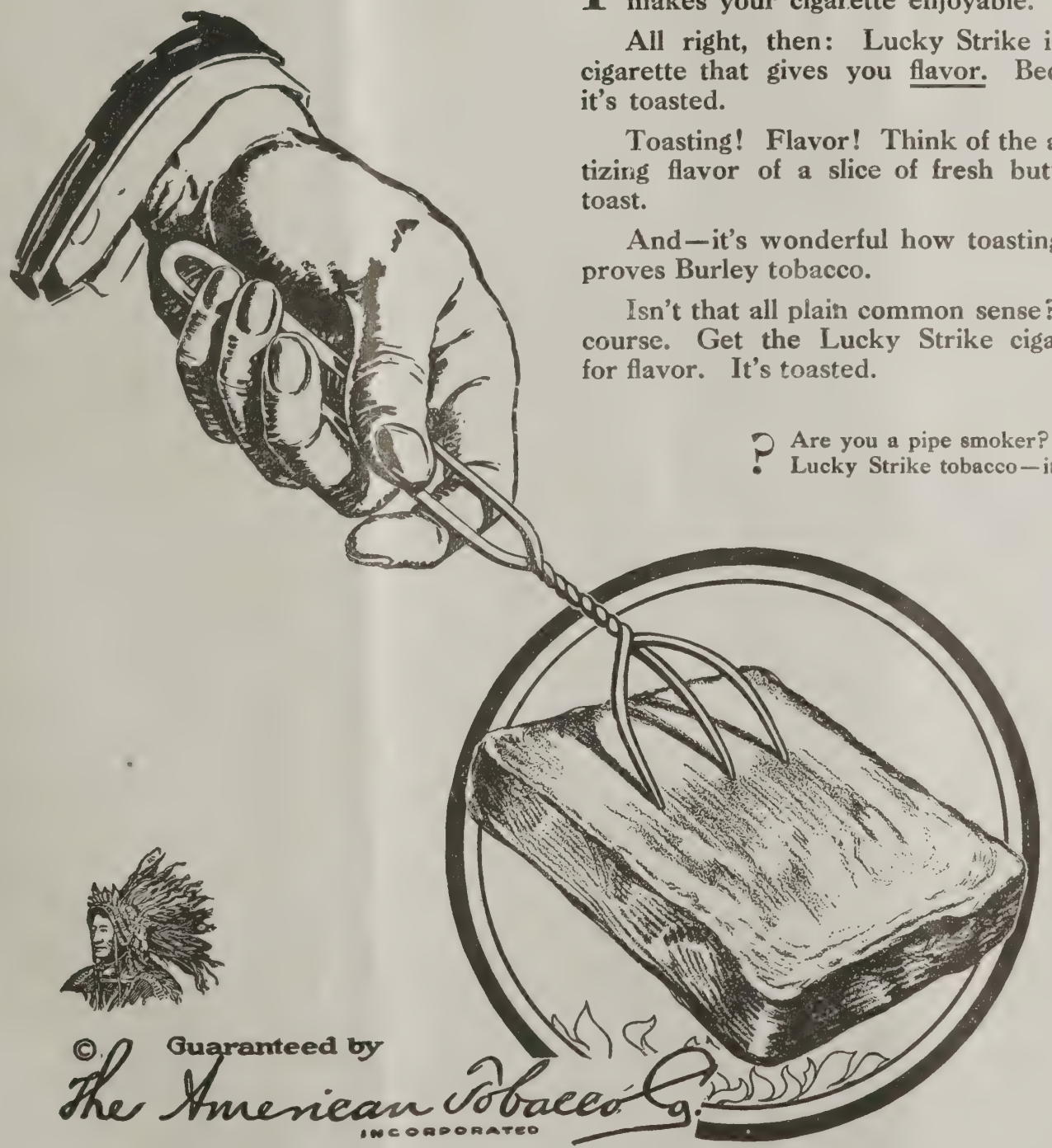
The 1919 tobacco is still being sought after and not over 3,000 to 5,000 cases remain in original packers' hands.

DICKIE.

Market for Cigarettes in Sumatra

According to Consul Carleton, the east coast of Sumatra furnishes an excellent market for cheap cigarettes, which may be sold to the natives at about 25 Dutch cents ($0.10) per package of 20. The sale of the better grades of cigarettes and tobacco is confined to the Europeans and the better class of Chinese.

LUCKY STRIKE CIGARETTE



IT'S like this. Flavor is the thing that makes your cigarette enjoyable.

All right, then: Lucky Strike is the cigarette that gives you flavor. Because it's toasted.

Toasting! Flavor! Think of the appetizing flavor of a slice of fresh buttered toast.

And—it's wonderful how toasting improves Burley tobacco.

Isn't that all plain common sense? Of course. Get the Lucky Strike cigarette for flavor. It's toasted.

? Are you a pipe smoker? Then try Lucky Strike tobacco—it's toasted.

© Guaranteed by

The American Tobacco Co.

INCORPORATED

—which means that if you don't like LUCKY STRIKE Cigarettes you can get your money back from the dealer.

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

Department Stores Cutting Prices in Chicago

Offering Cigars, Cigarettes and Tobacco in Bargain Sales—Perfecto Garcia & Bro. Have Empty Humidors—Jorge Leon, of Tampa, Visits Chicago Trade—W. D. Fleak, of Schinasi Branch, Is Calling on Dealers in St. Paul and Minneapolis—Albrituna Is a New One Looping the Loop in Breitung's—Willis Andruss Has Been Greeting Chicago Friends—Gato, Squares, a New Size on Market—Herbert Tareyton on "Short" List—Robert Ellis to Take Vacation—Chesterfield Cigarettes "Hitting Great"—United Cigar Stores Celebrate 19th Anniversary—La Teresa Getting Good Distribution—Carmona, Mild Havana, "Coming Strong"—A 4,000 Room, $15,000,000 Hotel—Another Hotel Proposed, to Cost $10,000,000—Death of Richard Berlitzheimer.

CHICAGO, May 20.—Who said high prices? The department stores offered the following at their bargain sales this week: Wieboldt's Duke of York cigarettes, 12 packages for $1.68; 16 oz., $1.75 size, of Tuxedo at $1.35; all 10 cent packages of smoking tobacco, 8 for 66 cents. Rothschilds sold 10 cent El Roi Tan Smokers, 50 for $4.00; Cyro, Caballeros, 10 cent size, 5 for 45 cents, 50 for $4.35; Pollack's stogies, 100 for $2.45; 17 cent Tuxedo, 10 for $1.29; 16 cent Lucky Strike, or Dill's Cut Plug, 10 for $1.15. The Boston Store sold 200 Chesterfield cigarettes for $1.59; San Alto Londres, 50 for $4.19; 1¼ oz., regular 10 cent size. Bull Durham, 12 for 93 cents. The Fair sold 50 Egyptian Deities, at 98 cents; 100 Moguls, or Murads, at $1.45; 50 Helmars for 53 cents; 17 cent Tuxedo, 8 for $1.05; Prince Albert 16 cent tins, 8 for $1.00; 15 cent Serene, 4 for 50 cents, and Star plug tobacco, at 65 cents the pound.

At the Chicago office of Perfecto Garcia & Bro., a large sign reading, "sold out," advises all callers that their humidors are empty.

Smokey Heilbronner of the old firm of Heilbronner & Jacobs, passed through Chicago, on his way to Philadelphia, this week.

Frank Bolano, a leaf dealer, has left for Cuba, on a buying trip.

Walter Short, president of Walter Short, Inc., chain store owners, of Minneapolis, stopped here Tuesday, on his way to the T. M. A. convention, at Washington. Mr. Short was the delegate of The Minneapolis Cigar Dealers Association.

Jorge Leon, of San Martin and Leon, Tampa, Fla., visited the trade with their representative, Nate Rosenheine.

Fred O'Donnell, who has charge of the Northwest territory for Larus & Bro., stopped off, on his way to Richmond, to visit the factory.

Sam Margolies, field secretary of the Minneapolis Cigar Dealers Association, and Twin Cities correspondent for the *Tobacco Leaf*, passed through on his way to the T. M. F. convention. Margolies is the new owner of the Minneapolis *Tobacco Journal*, formerly owned and edited by C. S. Bartram, who died a few weeks ago.

W. D. Fleak, sales manager for the Schinasi Branch of the Tobacco Products Co., is covering the trade in St. Paul and Minneapolis.

M. A. Kalfon, who represents Louis Ash & Co., of New York, came in from Detroit, to call on his Grethen customers.

Bachelor, Club House size, advanced from $70 to $75. Retail price remains at 10 cents. "Less profit for the retailer."

Albrituna in the Petite Corona shape, packed in cans and selling at 2 for 25 cents, are a new offering in the 12 loop stores of Albert Breitung.

Willis Andruss, well known here, and who represents the Congress Cigar Co., in Michigan, Indiana, Ohio, New York and Penn., visited many of his Chicago friends, a few days ago.

"Some men can't even blame cigarettes for their own failure to make good."

The Chicago friends of "Smokey" Heilbronner, regret to hear of the retirement of the firm of Heilbronner & Jacobs of Philadelphia from the cigar business. "Smokey" had some fine accounts now among the large loop dealers.

Gato, squares, is a new size being shown on the market. The retail price is 2 for 35, or 3 for 50 cents.

There is a marked shortage in the supply of Herbert Tareyton, cigarettes with the Chicago jobbers and retailers.

Robert Ellis, who represents Sanchez and Haya, is soon going to enjoy a rest and spend a few weeks at his summer home at Geneva on the Lake, near Cleveland.

All over the city, on building walls, and bill-boards are seen very large Chesterfield cigarette signs. Chesterfields are "hitting" great in the local market.

"Prices having decided that they must come down in some lines, are trying to do it slowly and gracefully. It is difficult, however, for a deflated balloon to be graceful."

Aaron White is at present in the Northwest featuring Natural and Afternoon cigarettes. He is covering Duluth, St. Paul and Minneapolis.

"There are lots of great men until you get close to them," says Fred Lambert, one of Chicago's livest store managers. Fred manages the prosperous cigar stotre of Fred Oakes, in the Ashland Block.

The United Cigar Stores, celebrated their nineteenth anniversary by giving 12 certificates with each $1.00 purchase.

La Teresa, "the foremost of Havana cigars," is now sold by a great many dealers. La Teresa signs are seen in many show windows.

Several sizes of Charles the Great cigars are short with the distributors, Steele, Wedeles & Co.

Al. Lovedale, head of the Lovedale-Healy Co., has returned from a visit to Alabama, where he spent several weeks with his old boss, George C. Knight, who, until a few months ago, when he sold his business to A. Schulte, was one of the loop's best known retail merchants. Mr. Knight is now in the fish business in "Dear Ole Alabam."

Rey Oma, made by Sig. C. Mayer & Co., is a big seller at the Henry Ackerburg store, 187 West Madison St.

Stem and Simon, 13 South Clark St., feature Club Quality and Romeo-Garcia Club Life, short smokes, in packages of 10 at 30 and 35 cents.

"Prices are coming down, though somewhat timorously. They need not be afraid. They can make a long descent before they will encounter anything like resistance from the great army of consumers."

The Carmona Cigar Co., 2248 West North Ave., has a factory that is fast coming to the front in the local field. They manufacture the well-known Carmona brand of mild Havanas in fancy high grade sizes.

O'Connors' Pharmacy, the Modern Drug Store, has opened at 39th & Indiana Ave. They carry a large line of cigars.

The Fred Oakes display window, in the Ashland Block, shows Club Quality, Petite Havanas that retail 30 cents the box of ten.

The United Cigar Store at 621 South Crawford Ave., was held up a few mornings ago and the safe robbed of $270.

Max Austrian, a cigar broker, well known to the trade, is out again after

a spell of more than six weeks. He tripped entering a street car here and was seriously hurt. Max now "calls" on crutches.

William Getzelman, the genial manager of Albert Breitung chain, is back from his visit to New York, where he paid his respects to all the big fellows in the cigar and cigarette industry.

All former achievements in the hotel line are to be eclipsed by the erection of a $15,000,000 establishment in Chicago. The new hotel will contain 4,000 rooms and will be on Sheridan Road, covering a site of three blocks, and overlooking Lake Michigan. It will be called the Greater Edgewater Beach Hotel, and will consist of five units. The present Edgewater Beach Hotel will be one unit. It will also contain a theatre with seating capacity of 2,500. When completed the Greater Edgewater Beach Hotel will be the largest in the world.

The south-side is to have a new $10,000,000 hotel. It will be located at the Northwest corner of Stony Island Ave. and the Midway. It will be 22 stories high.

A shortage of many Tampa-made cigars is reported by the local dealers. Stocks are running very low and in many cases sizes have already been cleaned out. Dealers are buying other goods.

F. A. Thompson, down state representative of the Scotten Dillion Tobacco Co., was a visitor to the Windy City.

From the Hoosier State comes the news: "Indiana women propose to cease buying candy and ice cream until supplies of sugar are more readily obtainable." If ably abetted by prosecution of the sugar gougers, the plan ought to be beneficial.

Tom Moore cigars are again on the short list. The demand for this nation-wide seller is increasing with the Chicago dealers.

Richard Berlitzheimer, for many years one of the best known of the loop dealers, and for the past few years catering to his friends as an exclusive box dealer, died recently in California, and was buried in this city on Tuesday. He was the father of Arthur D. Berlitzheimer, one of the officials of the Redmanol Chemical Co., and Henry Berlitzheimer, who is in the insurance business.

Robt. W. Dunn has been elected president of the Hamilton Club.

H. L. H.

Exports and Imports

America is supplying the bulk of the tobacco smoked by the British people. Our exports rose enormously for 1919, showing the eagerness with which the Briton returned to indulgence that the war had long prevented. We sent no less than 338,000,000 pounds of leaf tobacco to the United Kingdom in twelve months ended January 1. This compared with 183,000,000 pounds in 1918 and 45,000,000 in 1917.

Some of the increase, no doubt, represents raw material bought by British tobacco manufacturers for tobacco products exported to other countries. Our own exports of cigarettes were increased by 33 per cent to sixteen billions, while our exports of leaf jumped almost 90 per cent to 765,000,000 pounds.

Our cigarette manufacturers have enterprising rivals under the Union Jack and other flags. Nearly every country in Europe largely increased its sales of American leaf tobacco last year. Complaint came from China, lately, that our labels were imitated by Japanese manufacturers. The world-wide demand for American leaf tobacco seems to have been stimulated by the war. Our planters increased their acreage 15 per cent last year to 1,900,000. Poor conditions held the crop down to 50,000,000 pounds less than in 1918, a decrease of three per cent. The advance in value, however, added $140,000,000 to their income. Our production was 1,389,000,000 pounds, our consumption about 900,000,000 and exports 765,000,000 pounds.

On the other hand, American tobacco manufacturers have imported more Cuban, Turkish and Sumatra tobacco.

Our imports of raw tobacco for several years prior to 1918 averaged 5,800,000 pounds a month. Last year, the largest in many years, they rose to 7,100,000 a month.—*Financial America.*

Tobacco Stocks

	Bid.	Asked.
Am. Cigar com	125	130
Am. Cigar pfd	80	86
Am. Mach. & Fdy	130	150
American Snuff	98	100
American Snuff pfd	78½	87
Am. Sumatra Tobacco	86½	87½
Am. Sumatra pfd	85½	91
Amer. Tob.	210	220
Am. Tob. pfd. new	87	89½
A. T. Securities	53	54
Conley Foil (new)	25	27
Geo. W. Helme com	162	168
Geo. W. Helme pfd	95	99
Imperial Tobacco	8½	9½
Johnson Foil	110	120
J. S. Young	125	135
J. S. Young pfd	90	100
Liggett & Myers	..	160
Liggett & Myers B	..	160
Liggett & Myers pfd	101	103
P. Lorillard	132	134
P. Lorillard pfd	100	104
M'Andrews & Forbes	175	185
M'Andrews & Forbes pfd	80	90
Porto Rico Am. T	110	125
R. J. Reynolds "A"	620	640
R. J. Reynolds "B"	480	500
R. J. Reynolds pfd	100	102
Tobacco Products	65	65¾
Tobacco Products pfd	86	88
United Cigar Stores	115	175
United Cigar Stores pfd	100	107
United Drug	126	128
United Drug 1 pfd	48½	49
United Drug 2 pfd	90	..
United Retail Stores	73½	73¾

"American Sumatra" Finances

(*Continued from page* 16.)

Sumatra Tobacco Co. by small holders is a very marked feature. During the last 18 months the market has absorbed the 60,000 shares given in exchange for the $6,000,000 notes, and about 60,000 shares of additional stock disposed of by estates and large holders, or a total of about 120,000 shares. This amount has nearly all gone into small holdings.

The company has a valuable asset in the 12,000 acres of timber land in Florida and Georgia, whose value has appreciated very materially in the last few years.

In connection with the new note issue, the *Wall Street Journal* says that the company's tangible assets, after completion of present financing, will amount to over 270%, and the net current assets approximately 200% of the present note issue.

Pay Roll Statistics

WASHINGTON, D. C., May 25.—The Bureau of Labor Statistics has received reports from 51 cigar factories showing the employment and wages paid in the months of April, 1919, and April, 1920. According to the figures of the Bureau there were 17,183 persons employed in April, 1919, decreasing to 16,394 in April, 1920, or a decrease of 4.6 per cent. The pay rolls, on the other hand, increased from $262,210 in April, 1919, to $342,059 in April, 1920, or an increase of 30.5 per cent.

Figures are also given by the Bureau showing a comparison between the employment and wages in 54 cigar factories in the months of March and April, 1920. There were 16,934 persons employed in March, 1920, increasing slightly to 16,998 in April, 1920, or an increase of .4 per cent. The pay rolls, however, showed a decrease from $369,768 in March, 1920, to $352,314 in April, 1920, a decrease amounting to 4.7 per cent.

John Bull's Tobacco Bill

Great Britain uses some tobacco. Statistics recently made public show that she spent £181,169,000 in tobacco and smoking accessories in 1919. The following details are given: Tobacco consumed, 172,256,000 pounds; pipes, lighters, matches and sundries, £6,901,000; consumption per head of population, 1917, 3.429 pounds; 1918, 3.523 pounds; 1919, 3.684 pounds. Expenditure per head: 1917, £2 4s. 5d.; 1918, £2 19s. 2d.; 1919, £3 17s. 6d. Working class expenditure, £3 8s. 3d.; middle class expenditure, £5 3s. 11d.

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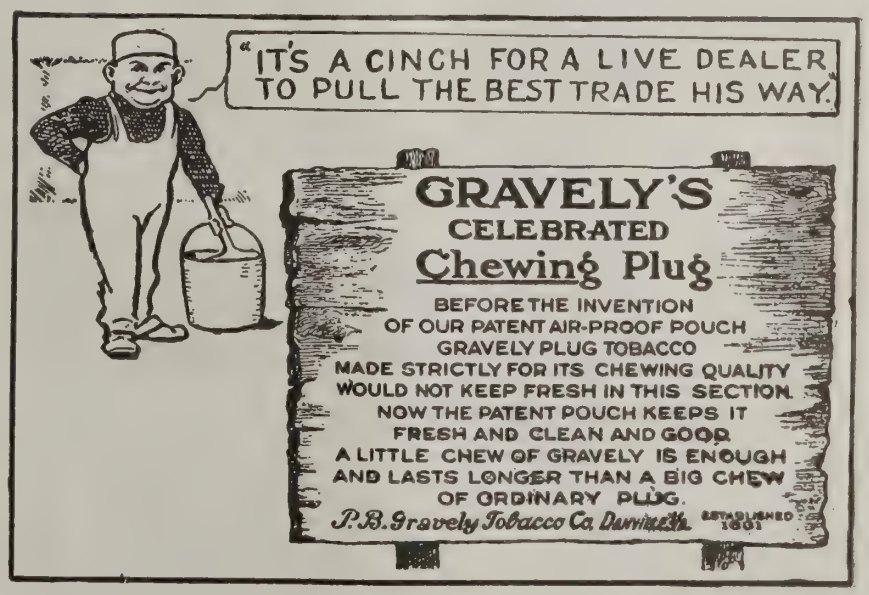

Trade Notes from Near and Far

Porter Loomis has a new cigar store at Warren, Oregon.

—

Tobacco growers at Woodland, Cal., will incorporate and erect a factory.

—

Wilcox Brothers have started a cigar and pool room business in Elkhorn, Wis.

—

John and Fred Veits are building a tobacco shed at East Granby, Conn.

—

T. Swedberg is about to open a cigar and pool hall in Buffalo Lake, Minn.

—

F. N. Korntved, of Gonzales, Cal., is adding cigars to his line of merchandise.

—

Watness & Thompson have opened a cigar store and pool room in Henning, Minn.

—

Webber & Cady have opened a cigar and confectionery store at Alma, Nebraska.

—

Mrs. D. R. Gillette has established a cigar and confectionery business at Amery, Wis.

—

T. Chase has acquired the cigar and pool business of R. L. Schattuck, at St. Charles, Minn.

Paul Owen has bought the Chambers Owen Co., notion and cigar store, at Milton Junction, Wis.

—

Axel Lyon, of Two Harbors, Minn., has sold his cigar and confectionery business to Gus Falk.

—

L. T. Young has sold his cigar store at 246 E. 53d Street, Los Angeles, Cal., to Harry Milton.

—

The Connecticut Board of Agriculture fixes the value of that state's 1919 tobacco crop at $18,000,000.

—

Bert Evans, proprietor of the Ro-ev Cigar Store, in Salinas, Cal., has sold it to A. C. Stevens.

—

The Eaton Cigar Co., of Syracuse, N. Y., has increased its capital stock from $5,000 to $25,000.

—

B. Johnson has engaged in the cigar business, with pool room attachment, in Stanton, North Dakota.

—

Peter Rau has sold his Lake House Buffet to Frank Kotchi, who will sell cigars, candies, and soft drinks.

—

J. A. Cashman has bought from Wm. C. King the Palace Cigar Stand, at 31 Pine Street, Long Beach, Cal.

Louis F. & W. H. Masson have sold their Club Cigar Store, in Fon du Lac, Wis., to Wm. De Voy.

—

Corr-Williams Tobacco Co., $100,000 capital, has been incorporated at Jackson, Miss., by W. B. Gibson and others.

—

Kelly Bros. are opening a new store at Tracy, Cal., and will carry a full line of cigars, tobacco, cigarettes, etc.

—

W. A. Hurst, dealer in cigars, tobacco, etc., at Tracy, Cal., has sold his business to J. W. Pettigrew and F. E. Carroll.

—

Moe Jacobs, heretofore with the E. H. Gato Cigar Co., is now representing Tunis Brothers, of 406 Broadway, New York.

—

May Emery has purchased the cigar business heretofore conducted by S. B. Brown, at 136 S. Broadway, Los Angeles, Cal.

—

E. Halvorsen has sold his interest in the Halvorsen & Jansen cigar and pool business in Goodridge, Minn., to C. Levstad.

—

Vic Tannenholz is now fully settled in his new and nifty cigar store, corner of West 38th Street and Sixth Avenue, New York.

—

L. Sanchez & Co., say that they do not feel the effects of the Tampa strike any where near so much as they do the chaotic shipping conditions.

—

R. S. Babcock, who has been in the cigar business at 220½ S. Spring Street, Los Angeles, Cal., has disposed of it to Alfred E. MacKenzie.

THE TIN DECORATING CO. OF BALTIMORE

BOSTON STREET and LINWOOD AVE., BALTIMORE, MARYLAND.

We make these tins and *then* some. Can't we add your line to our line?

Tin packages for all uses,—metal signs, tin tags, and Novelties.

Write us, call on us, or, we will have our representative call on you.

OUR PACKAGE will make the first sale—
YOUR GOODS will make the second sale.

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GREATER NEW YORK CIGAR MANUFACTURERS' ASSOCIATION.
MAX MILLER, Secretary and Attorney, 135 Broadway, New York.

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Meeting 2d and 4th Thursday of each month at Terrace Garden, 145 East 58th St., New York.

Cigarette manufacturers' machinery needs, their notions about what machinery should do, as well as what they want it to do, are of deep interest to us.

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THE LUDINGTON MACHINE CO.

Engineers and Manufacturers
Specializing in Tobacco Machinery

7 EAST 42D STREET, NEW YORK CITY

Algeria, which makes more than 1,000,000,000 packages of cigarettes annually, is gradually adopting American tobacco preparing and cigarette forming machinery.

—

J. W. Summers, of Taft, Cal., is enlarging his store and will increase his line by the addition of tobacco, cigars, cigarettes and smokers' articles generally.

—

St. John's Mich., may secure a big cigar factory if labor conditions there are found to be favorable.

—

The Farmers Tobacco Warehouse Co. of Grayson, Ky., has been incorporated, with George Waggoner, Cecil Ruperty and James Wilburn, as the incorporators.

—

George W. Thompson, of the E. H. Gato Cigar Co. sales force, is looking after the welfare of the Long Island summer resorts; providing them with the restful rolls.

—

The Falkner Moody Stores Co. have opened a cigar, confectionery and delicatessen business at 35th street and North avenue, and another at 134 Sycamore street, Milwaukee, Wis.

—

The Planters' & Growers' Tobacco Warehouse Company, Lancaster, Ky., has been incorporated, with $75,000 authorized capital, by W. A. Speith, Joe Kelly, and S. D. Sanders.

—

The Standard Commercial Tobacco Co. has acquired the five-story building at 51 Beaver street, New York, from the Marine Underwriters' Exchange. The building is on a plot 38 by 99, irregular.

—

The Pan-American Cigar Manufacturing Co. has been incorporated in New York with an authorized capital stock of $25,000. The incorporators are Samuel Rosen, Morris Gegal, and Ralph S. Warren.

—

W. L. Wagner, who has been conducting a cigar store and pool room in Independence, Wis., has sold out to Gunderson Bros., of Blair, to which place the stock and fixtures have been moved.

—

After having made demands which were impossible for the firm to meet, cigarmakers engaged in the factory of the Tolosa Cigar Co., at 11 Lispenard street, New York, went out on strike last week.

—

The Chase Securities Corporation and Tucker, Anthony & Co. head the syndicate which has underwritten the new issue of $6,564,000 American Sumatra Tobacco Company five-year 7½ per cent sinking fund convertible gold notes.

—

J. L. Armyo, the genial office manager of the American Exchange Cigar Co., says that they are simply "snowed under" with orders for Doubonnets and Ranchos. And judging from his beaming countenance, when he said it, the "snow" is intensely agreeable.

—

Henry Block, uptown representative of the American Exchange Cigar Co., finds dealers in that part of New York City "very responsive" to appeals made in behalf of Rancho cigars. The brand has attained a notably big distribution and repeat orders are given, almost as a matter of course.

—

It has been announced that Miles C. Tremblay, proprietor of the Club Cigar Store, Inc., of Lewiston, Maine, is to inaugurate a chain of such stores, to be located in Portland, Biddeford, Bath and Old Orchard. Other locations are also contemplated. It is expected that the Bath store will be opened within a very short time.

—

William Mason, one of the active selling units who keep Josephson Brothers, of 65 West Houston street, New York, on the jump to supply demands, is making business hum in his Southern section. José Hermanos, squares; Senor Garcia, and Grand Viziers, are the leaders, closely followed by various other popular brands manufactured by this firm.

—

Myer Bloom, after trying out the restaurant game for sixteen months, has returned to his first love—the cigar business. He has bought back from Singer Bros., the wholesale and retail cigar store which he sold to them at 270 Grand St., New York. His son, William Bloom, is in charge of the wholesale department, and another son, Ben Bloom, presides over the retail division.

—

Gross profits of the Consolidated Cigar Corporation in April were $405,092, with net income before taxes of $283,830. This surplus is at the rate of about $35 a share on the 90,000 shares, no par value common stock outstanding, which is now receiving yearly dividends of $6 a share. "The business of the company," said an announcement Monday, "is satisfactory and in a prosperous condition, and orders are booked for many months ahead. The firm's activities are solely in the manufacture of cigars, selling its product to jobbers only."

TOBACCO HEARING UP SOON

WASHINGTON, May 21.—Hearings of the resolution of Representative W. J. Fields, Ninth Kentucky district, to investigate prices being paid for tobacco during the last several months by the large tobacco companies, will be held within a few days, Mr. Fields was informed today. Hearings recently were postponed in order that additional data could be submitted.

President Weaver Skilfully Handles Trade Problems

A Speech That Epitomizes the Present Needs and Desires of the Cigar Leaf Business—Reports and Recommendations—Wise Advice Concerning Steps to Be Taken—Plans to Make the National Cigar Leaf Tobacco Association Larger, Stronger and More Useful—Vigorous Reproof for Fanatics Who Would Attack the Tobacco Industry—A Practical, Most Successful Business Man Speaks.

An Urgent Plea for Lower Taxes—Tariff Questions Must Not Be Ignored—Comment on the New Regulations Governing Transactions in Leaf Tobacco—Undesirability of the Cantrill Act—Standardization of Cigar Leaf—The Advantage That Would Come from Having "Free Zones"—Price Maintenance Legislation—More Extended Use of Trade Acceptances.

Gentlemen of the Convention:

We have met today to review an eventful year and to plan much important work in defense of our industry. While I feel justified in congratulating you upon the generally prosperous condition of our trade, yet I must warn you that we are facing dangers that it would be folly to treat with indifference. I know you will give serious thought to our problems and by your wise counsels assist your officers in providing for our mutual protection.

The period of reorganization following the war has called for unusual vigilance and activity on the part of your officers and representatives. We have joined with many other national organizations of business men in a comprehensive movement to bring about a revision of war revenue legislation, especially the early repeal of the vicious excess profits tax law. This movement was but well launched when it was checked by a demand for a fabulous appropriation for a soldiers' bonus calling for more revenue, and we are now menaced with the enactment of additional internal revenue taxes on cigars. A general overhauling of the tariff schedule will shortly be undertaken, and in order that we may not be unprepared, your officers have already taken preliminary steps to safeguard your interests. As the result of many conferences with the officials of the Internal Revenue Bureau we have obtained important modifications of the recently promulgated leaf tobacco regulations, including notable reductions in penal bonds and more practicable rules for the handling of imported and exported leaf. We have been called upon to oppose the enactment of a new measure permitting the sale of leaf tobacco by unregistered persons, legislation which we regard as most unwise, even though the leaf so sold may pay a small tax, for consistency as well as due consideration for the revenues undoubtedly demands that there shall be no relaxation in the supervision of sales of leaf tobacco at a time when legitimate dealers therein are being subjected to the requirements of the most drastic code of regulations ever devised by the Internal Revenue Bureau. We have co-operated heartily with the Government in the project for the classification and standardization of cigar leaf tobacco, and while this work has been delayed by changes in the personnel, it is now well under way and will probably be completed within a few months. All restrictions have been finally removed from the trade in Sumatra and Java leaf, and some of our most prominent members are today in Holland in attendance upon the first inscriptions that have been held since they were interrupted by the war. We have strongly favored the project for the establishment of free zones at our leading seaports, a movement that has made very gratifying progress during the past year. We have also urged upon Congress the necessity of supplementing the decisions of the courts, rendered during the past year, sustaining the principle of price maintenance, by the passage of a well-considered law legalizing contracts for the fixing of resale prices of identified merchandise, legislation that would protect manufacturers and dealers against predatory price cutters. A feature of the Association's work that has been especially appreciated by our membership has been the service of crop reports, census bulletins and circulars of information maintained by our Washington representative which has been unusually timely during the past year. Our representative has also been of great assistance to many of our members in expediting their applications for passports to visit foreign countries, thus obviating uncertainties and delays.

READJUSTMENT OF WAR TAXES.

In view of the fact that it is now more than eighteen months since the signing of the armistice, I think it a reasonable proposition that Congress should be engaged in a serious effort to reduce taxation, and especially to reform those drastic revenue laws which were passed to meet war emergencies but which experience has shown to be not only unduly burdensome but illogical and even grotesquely inappropriate to times of peace. Nevertheless we are today confronted with the fact that, so far from seriously considering any plan of revenue reform or reduction, the present Congress has practically decided to retain the war revenue legislation on the statute books, and may impose on the country, and especially upon the tobacco industry, heavy additional taxes to provide a soldiers' bonus, the wisdom of which is a matter of very grave doubt.

I trust that before adjourning you will adopt resolutions protesting against the unnecessary and ill-advised legislation now under consideration and will add your voice to the stentorian chorus of business men, arising from all parts of the country, condemning the project of distributing billions of dollars as gratuities that can have no other effect than to induce idleness and curtail the production of which this country stands so sorely in need. No man will go further nor make greater sacrifices than I am prepared to do to provide for the sick and maimed among our soldiers, but as the true friend of the men who fought in France, I feel that to tempt them to abandon their work or to indulge in any form of extravagance in times like these, is to do them a positive injury as great as this misguided policy would inflict upon the nation at large.

It has been the hope of business men in all lines that Congress would speedily see its way clear to the repeal of the vicious excess profits tax, even if it became necessary to enact a retail merchandise sales tax to provide the necessary revenue to supply the incidental deficit. In line with this thought, I took occasion some time ago to address a communication to the House Committee on Ways and Means, urging the repeal of the excess profits tax and the enactment in its stead of some measure based upon the principle underlying the so-called Bacharach bill, providing a flat tax of one per cent on all retail sales of merchandise exceeding 50 cents. I said:

"I believe it unnecessary to remind you that the excess profits tax was enacted as a war measure to meet conditions which ceased to exist many months ago. I regard it as my duty, however, to emphasize the hardships which the continuance of this tax imposes upon business men and consumers throughout the country, and peculiarly onerous burdens which it places upon the most conservatively conducted business enterprises which in equity should be favored by taxation rather than discriminated against.

"The excess profits tax was designed by Congress, not as a revenue measure, but as an equalizer, intended to divert to the Treasury the profits of a certain class of large manufacturers and producers of goods upon which the Government, during the war, fixed prices. For the purpose of securing maximum production of certain commodities necessary to the conduct of the war and the support of the people, these prices were fixed at levels so high that the smallest and highest cost producers would be able to continue operations. The logical result was the making of an abnormal profit by large economically managed, low cost concerns, and to equalize all these producers, the excess profits taxes were devised.

"But the Government no longer fixes prices; hence there is now no reason for the existence of the excess profits tax which should be immediately repealed.

"Not only is there no further justification for the imposition of the excess profits tax, but because of the serious injury it is causing legitimate enterprise and the burden it is placing upon consumers there are very special reasons why it should be eliminated at the earliest possible moment. There is probably no trade in which capitalization is so conservative as in that engaged in the packing, distribution and manufacture of cigar leaf tobacco. The excess profits tax operates as a bonus for inflated capitalization and as a penalty on conservative capitalization, hence it strikes a heavy blow to the industry in which the members of this Association are engaged. This is equally true of other industries operated on conservative lines, while premiums are offered for the watering of stock and for every ingenious form of tax evasion.

"From the standpoint of the consumer, the excess profits tax is the most burdensome and vicious factor of the entire system of taxation bequeathed to us by the war. It has been in force long enough for producers and merchants to be able to estimate its amount with reasonable accuracy, and as a result the tax is passed on and multiplied until the consumer pays four or five times the amount actually turned into the Treasury. On the basis of the estimated productivity of this tax for the current calendar year, the burden placed upon the consuming public for the twelve months of 1920 will probably exceed five billion dollars, of which not more than one billion dollars will actually find its way to the public Treasury. Any form of taxation that will bring about such a result may justly be characterized as intolerable, and should certainly not be continued for another day.

"Concerning the so-called luxury taxes and other imposts which the Bacharach bill also repeals, it is our opinion that as they are burdens placed on special industries, in addition to the general taxes which those engaged in such industries pay in common with all other citizens, they should be displaced by some more equitable method of raising revenue. No emergency, however great, can justify inequitable taxation, even if it is so ingeniously devised as not to be repugnant to the letter of the Constitution.

"We favor the provision of the Bacharach bill imposing a flat tax on sales of merchandise because it would distribute the burden of taxation equitably upon all the people in a reasonably exact ratio to their capacity to bear it. Those having the smallest incomes and making the most modest expenditures would pay a negligible trifle of these taxes, while a more substantial part of the load would be borne by those of larger means allowing themselves more liberal indulgence."

There is reason to believe that Congress, before this, would have provided for the repeal of the excess profits tax and the enactment of some such measure as the Bacharach bill, but for the feeling, on the part of the leaders of the two political parties, that the exigencies of the Congressional and Presidential campaign called for a legislative appeal to the soldier vote. In view of the fact that all estimates agree that the proposed bonus would require the raising of nearly two billion dollars, at a time when the national Treasury is facing a deficit for the current fiscal year of approximately $4,000,000,000, it is obvious that if a bonus is to be provided, it is out of the question to seriously consider the repeal of the excess profits tax.

The proposition to increase existing taxes on cigars approximately 15 per cent by adding from 50 cents to $2.00 per thousand to existing rates, in my opinion, is as unwise as it promises to be disturbing. The entire tobacco trade has been assisted in adusting itself to the present high schedule of taxation by the war emergency, the enthusiasm of the people in coming to the aid of the country and their wonderful spirit of self-sacrifice, based upon their appreciation of the nation's need. It is useless, however, to blink the fact that their enthusiasm is waning under the present era of high prices combined with the evident inability of the Federal Government to provide relief. I believe, therefore, that any increase in the taxes on tobacco products at a time when all branches of the trade are more or less demoralized by labor troubles and the unprecedented prices of raw materials will have a restrictive effect upon consumption and therefore upon production, and will efford the Government less rather than more revenue than is obtainable under existing law. I cannot believe that any experienced business man, at a time like this, would risk the demoralization of an industry that is now affording the Government nearly $300,000,000 per annum from internal revenue taxation, in the hope of obtaining $50,000,000 more as a negligible contribution to a colossal total of $2,000,000,000.

REVISION OF THE TARIFF LAW.

It is now nearly seven years since the enactment of the Underwood-Simmons tariff act of October 3, 1913. There can be no doubt that, but for the war, the schedules of this law would have been comprehensively revised several years ago. The interruption of commerce, which acted as an effectual barrier during the period of hostilities, rendered a general revision unnecessary, but the coming of peace foreshadows early action by Congress, and but for the fact that it is contrary to Congressional precedent to revise the tariff on the eve of a Presidential election there can be no question that the Underwood-Simmons schedules would have been rewritten at the present session.

Your officers have recently received unmistakable semi-official intimations that the tariff, and possibly the customs administrative laws, are to be overhauled in the very near future, and we have every reason to believe that the work will be begun if not finished before our next annual meeting. It behooves us, therefore, at this convention to adopt a definite policy and to instruct our officers as to the course they should pursue when called to Washington to present the views of our industry to the committees charged with initiating the prospective revision.

Recognizing that a general revision of tariff rates and administrative provisions is imminent, the United States Tariff Commission has already undertaken to gather data for the use of Congress when the actual work of framing the new schedules is begun; and pursuant to this undertaking, the Secretary of the Commission has addressed to this Association a communication, from which I quote as follows:

> We are desirous of learning your attitude toward a reduction in the present duty on wrapper tobacco. In this connection, it would be of interest to know in what way certain specific reductions in the present rate would affect shade-grown tobacco, and whether or not this would tend to increase or decrease the revenue derived from this source.
>
> We are also interested in the attitude of the trade to the present method of collecting duties on tobacco as weighed at the time of entry and without regard to the amount of moisture contained therein.

After conferring with the officials of this Association, our Washington representative addressed to the Commission a letter acknowledging the above inquiries and making a tentative reply thereto in part as follows:

> The question propounded by you with regard to the attitude of this Association toward a reduction in the present duty on wrapper tobacco and as to the desirability of instituting a new method of computing duties on tobacco by the elimination of the moisture contained therein, will doubtless be live topics for discussion at the coming annual convention of the Association, which will be held in Ohio during the last week in May next.
>
> In view of the attitude which the Association has assumed in the past, and in connection with the views of certain influential members with whom I have talked, I am in a position, however, to make at least a tentative statement for your information.
>
> Our Association is satisfied with the present duty on wrapper tobacco, but favors a change in the administrative feature of the tobacco schedule as provided by the Underwood-Simmons Tariff Law. At present the law provides that if a bale of tobacco contains more than fifteen per centum of wrappers the entire bale shall be assessed for duty at the wrapper rate, notwithstanding the fact that the greater part of it may be fillers. We advocate the raising from fifteen per centum to fifty per centum, the line of demarkation between fillers and wrappers, so that in a bale of tobacco containing less than fifty per centum of wrappers, the wrapper duty would only be assessed upon the actual wrapper content and the filler duty upon the remainder. Should the bale contain more than fifty per centum of wrappers its entire contents would be subject to the wrapper duty.
>
> Recent expressions of opinion by local leaf otbacco boards of trade affiliated with the National Cigar Leaf Tobacco Association favor the Canadian method of collecting the duties on tobacco while allowing for the excess moisture.

In view of the foregoing, it will be apparent to you that it is necessary for us to formulate a definite policy without further delay, and I trust that before you adjourn you will adopt appropriate resolutions not only defining your general attitude on this subject, but if possible embracing the complete text of such a revision of Schedule F of the tariff law as you are prepared to favor. I consider it highly important, if it is possible to do so, that we should get together on this momentous question and agree upon a definite program to be urged upon the Ways and Means and Finance Committees as the consensus of the views of our trade. I hardly need point out to you that, if we are a unit in the recommendation we make, our influence will be potent; whereas if our counsels are divided we cannot expect Congress to pay serious attention to our suggestions.

NEW CODE OF REGULATIONS FOR LEAF DEALERS.

The new system for the regulation of transactions in leaf tobacco, authorized by the War Revenue Act of February 24, 1919, finally became effective January 1 of this year, more than ten months after the passage of the law. The regulations were originally promulgated in April, 1919, but owing to the complicated character of the code, and the fact that as at first formulated they aroused considerable opposition, chiefly among dealers in Southern chewing and smoking and cigarette types, they were suspended to permit of further investigation into commercial practices by the officials of the Tobacco Division. As finally put into force, the code represented some concessions of considerable importance, although the general scheme of regulation was not modified in any salient particular.

An important feature of the new regulations requires that every dealer in leaf tobacco shall give a bond in such sum as the Collector may require, the amount being determined upon the basis of the average balance of stock on hand. As originally devised the schedule of bonds ranged from $500 for an average balance of 2,500 pounds of tobacco, to $100,000 for an average balance of 5,000,000 pounds. Many protests were filed against the unnecessarily large amounts of the bonds above the minimum, whereupon Commissioner Roper and Chief Snider, of the Tobacco Division, promptly reconsidered the schedule and established new rates with a maximum of but $10,000. There is every reason to believe this maximum is entirely adequate, and obviously will effect a substantial saving to all dealers in leaf tobacco, especially in view of the high premiums now being demanded by bonding companies.

In this connection it is worth remembering that the saving effected by many, if not all, of our members as the result of this reduction in bonds will substantially exceed their annual contribution to the National Cigar Leaf Tobacco Association.

Dealers in cigar leaf tobacco appear to have experienced little difficulty in adopting the new system for recording transactions, and by some of our most experienced members the new system is regarded as a marked improvement over the old. Thus far the Association's officers have received no complaints concerning the operation of the regulations, and the officials of the Internal Revenue Bureau cheerfully testify to the painstaking care shown by our members in complying with the new code.

There can be no doubt that an important reform is effected by the provisions of the new regulations which require entries to be based on actual movements of tobacco. Under the old system, certain dealers charged tobacco off their revenue books when sold, while the purchasers thereof did not take it up on their official records until actually received, the tobacco in question thus disappearing from the official records, resulting in investigations by the Internal Revenue authorities, with much consequent inconvenience to reputable dealers. In other cases, the dealers making the sales deferred charging the tobacco off their records until actual shipment was made, while the purchasers thereof took it up at the time of sale, the result being that for the period between the sale and the actual delivery the tobacco was carried on the books of both seller and buyer, thus making a duplication that rendered official records inaccurate and misread-

ing. Under the new system tobacco is entered only when actually shipped or received, regardless of date of sale. Omissions and duplications are thus obviated and we obtain a series of official records far more accurate than anything the Government has boasted in the past, records which, in my opinion, should be made the basis of all statistical or census reports that may be promulgated by the Government.

Some little difficulty was experienced by the Internal Revenue Bureau in properly coordinating the new regulations as applied to imported tobacco with the methods in vogue in the customs service. This phase of the subject however, was taken up with much energy by Charles Fox, chairman of our Legislative Committee, and our Washington representative, Mr. Crounse, and a series of conferences were held at the Custom House in New York, at which satisfactory arrangements were made for the recording of both imported and exported leaf.

If any of you have found the new code at all irksome, I trust you will remember that the necessity for adopting it grew out of illicit operations on a large scale by parties in no way connected with our trade, and that the new code is designed quite as much to protect the legitimate dealer as to guard the Government against fraud. I am confident that the officials will give careful consideration to any representations designed to show hardships in any individual case, and I can testify to the painstaking character of the examinatoin by the Bureau of all the petitions filed under the original code. Wherever merit was found in these complaints, reasonable modification promptly followed.

FANATICAL ATTACKS ON TOBACCO INDUSTRY.

During the past year the attacks upon the tobacco industry by fanatics, who are seeking to organize a movement for its suppression somewhat along the lines of that which has outlawed the production and sale of intoxicating liquors, have developed from mere sporadic assaults into propaganda proceeding from certain recognized sources and therefore to be reckoned with as a definite menace to our trade. As is frequently the case with fanatical movements, the leaders in this so-called crusade" have sought the co-operation of religious organizations evidently for the purpose of giving their campaigns the semblance of moral uplift and have stressed their interest in the young men of the country whose physical and moral health they claim is joepardized by indulgence in the use of tobacco.

To those of us who are familiar with the history of our industry and who have followed with attention the rapid increase in recent years in the use of tobacco, the claims made by these zealots are not only baseless but absurd. The world war just ended supplied conclusive evidence not only of the harmless character of tobacco, but of its undeniable value in sustaining the morale of the millions of men marshalled for four long years under the flags of the Allies. The experience of our own troops was perhaps more convincing than any other proof that could be cited. It is now a matter of history that our War Department found it as necessary to provide a supply of tobacco for our soldiers in the field as to furnish food, and to this end a special division of the commissary department was organized for the purpose of supervising the production of those kinds of tobacco specially favored by our troops. The bulk of the output of certain brands was requisitioned, while in all cases the Government's orders for goods were required to be given priority.

There is ample evidence that our soldiers who went overseas smoked more freely than they had been accustomed to do before entering the army. They were freely supplied while in the trenches and in rest camps, while in the hospitals the solace of tobacco proved both a physical and psychological aid to convalescence that was so notable as to draw unstinted tribute from both nurses and physicians. And yet the records will be searched in vain for a single instance of harm coming to the boys as the result of this indulgence. On the contrary, the amazing improvement in physical condition which service in the army brought about in our young men is one of the most notable of all the outstanding facts in the history of the great conflict. Rarely, ever, has there been such an opportunity to prove the charges brought against tobacco, and never have fanatical attacks been so overwhelmingly refuted.

Notwithstanding all that can be said—and in this report it is hardly possible to more than scratch the surface of the subject—we are menaced by a real danger that we must prepare to meet. The movement against tobacco is being steadily organized in large part by would-be agents seeking employment and in lesser part by hysterical people ever ready to respond to emotional appeals. In every community there are ignorant and misguided though well-meaning persons, anxious to become workers in movements which seek to impose their own ideas and standards on others. This class constitutes an exceedingly dangerous element.

If the tobacco trade will present a united front against this menace there can be no question but that the combined wisdom of the best minds in our industry will be able to cope with this situation. I know I do not need to pledge your prompt co-operation or to assure other branches of the trade that we shall always be ready to join vigorously in the common defense.

THE CANTRILL LAW SHOULD BE REPEALED.

The past year has fully demonstrated the wisdom of the suggestion of my predecessor that the so-called Cantrill Act, udner which quarterly reports of stocks of tobacco on hand are now compiled for the Census Bureau, should be repealed. There have been excellent reasons why this action has not been taken during the past year, the chief one being that many months were consumed by the Internal Revenue Bureau in the revision and final installation of the new system of leaf dealers' records, insufficient time having since elapsed to permit the matter to be adequately considered.

It is no exaggeration to say that the statistics gathered by the Census Bureau showing the stocks of leaf tobacco on hand for the quarterly periods are necessarily inaccurate, and therefore misleading. They also represent a duplication of the work which the Internal Revenue Bureau is doing in the compilation of the monthly reports made under the new leaf tobacco regulations. In the interest of accuracy no less than economy these quarterly published reports should be based upon the sworn returns of leaf dealers and manufacturers, which include every pound of tobacco handled by the trade during the year.

The figures gathered by the Census Bureau are necessarily defective because the statute itself requires that no account shall be taken of exempted quantities of tobacco in the hands of small dealers and manufacturers. When the amendment of the Cantrill bill was under discussion in the House Committee on the Census, our Washington representative presented to the Committee figures demonstrating that because of the exemptions provided by the measure, it would be possible for an error equivalent to an entire year's crop to find its way into the official summary.

I am sure you will all agree with me that the trade would regard with much more confidence a quarterly report compiled on the basis of the monthly reports made to the Internal Revenue Bureau by leaf dealers, and I trust that ultimately this method will be adopted. The suggestion has heretofore been made that the Cantrill law is likely to be retained because of the jobs it makes for officeholders, but it seems incredible that Congress, in view of the urgent necessity of economy in every direction, will long retain a costly system of duplicating work more efficiently executed by another Federal agency.

A NEW "FREE LEAF" BILL.

An ill-advised measure permitting persons other than farmers or registered dealers to sell leaf tobacco has recently been rushed through the House of Representatives and is now being urged upon the attention of the Senate Finance Committee. It provides in effect that any person may sell to the consumer leaf tobacco that has never been stemmed nor manufactured in any manner, upon payment of a tax of 7 cents per pound, the tobacco to be put up in packages containing 3, 6, 9, 12, 15 and 18 pounds net weight.

Our members will recognize that this measure is a revival in modified form of the so-called Bradley "free leaf" law, which was in effect from 1909 until repealed by the provisions of the War Revenue Act of February 24, 1919, which prescribed new regulations for dealers in leaf tobacco. The promoters of this legislation do not intend that it shall be availed of for the sale of cigar leaf tobacco, and it is improbable that any considerable quantity of such leaf will be sold subject to the proposed tax. The object of the framers of the bill is to permit dark or export types of leaf tobacco, intended for smoking and chewing purposes, to be sold for domestic consumption in order that the growers thereof may not be solely dependent upon the foreign monopolies which, prior to the war, absorbed practically all of this merchandise.

Regardless, however, of the object aimed at, there can be no doubt that the tendency of the proposed legislation is both vicious and demoralizing, and I am glad to be in a position to state not only that it is not favored by the Internal Revenue Bureau, but, on the contrary, is diametrically opposed to the policy of that Bureau, the officials of which were active in bringing about the recent repeal of the Bradley free leaf law. The tax on tobacco intended for smoking and chewing purposes is 18 cents per pound, and to permit leaf tobacco to be sold direct to the consumer at a differential tax of 7 cents per pound, cannot fail to injure alike the legitimate manufacturer, the grower from whom he purchases his material, and the revenues of the United States Treasury.

It remains to be seen whether any attempt will be made to sell cigar leaf to consumers under the proposed legislation, but it is significant that the promoters of this measure, which is known as the Greene-Garrett Bill, frankly announce that it is the expectation that a considerable business will be built up in the sale of leaf by parcel post. Doubtless the next step to be taken by the exploiters of this measure would be the organization of a "roll-your-own" campaign designed to stimulate the production of the home-made cigar. Members of this Association will regard this measure with astonishment in view of the recent action of Congress and the Internal Revenue Bureau in providing the most comprehensive and drastic system for the control of registered dealers in leaf tobacco that has ever been devised since the formation of our Government. It is certainly amazing to find the Government itself proposing the enactment of laws the obvious effect of which will be to invite irregularities of every description and to cause heavy inroads upon the national revenues. Though not aimed at our trade, I trust you will adopt strong resolutions condemning this bill and do everything in your power to bring about its defeat.

THE SUMATRA IMPORT SITUATION.

In his last annual report my predecessor congratulated the Association upon the reopening of trade channels following the war, and especially upon the official announcement that licenses for the importation into the United States of Sumatra and Java leaf tobacco direct from the Dutch East Indies were no longer necessary. He added that it was not to be expected that the machinery formerly employed in operating the inscriptions in Holland would immediately be restored to working order.

I am very glad to say that during the past year rapid progress has been made in putting this important branch of our trade on a prewar basis and that, according to the latest advices, the Amsterdam inscriptions either are now in progress or will open within a few days, having been somewhat delayed because of abnormal shipping and labor conditions. My sole regret in this connection is the fact that the date of the inscriptions unavoidably conflicts with our convention period and therefore deprives us of the presence of some of our most active and enterprising members whose absence we all deplore.

I am sure you will all join with me in expressing satisfaction over the settlement of the actions brought by the Government against the members of our trade who, for two years, with great courage and enterprise, financed the direct importation of Sumatra and Java leaf into this country from the Dutch East Indies, thereby providing a much-needed material in the domestic cigar industry. These actions were based upon alleged technical violations of the antitrust laws and in no way involved a question of moral turpitude. The settlement of the cases reflects the Government's policy to insist upon the observance of the letter of the law but not to employ drastic methods where no intent to violate the statutes exists.

STANDARDIZATION OF CIGAR LEAF TOBACCO.

It is an interesting and highly significant coincidence that at the time of our meeting in this beautiful city the experts of the Bureau of Markets of the Department of Agriculture should be taking, in this important tobacco district, the first practical steps looking to the standardization and classification of cigar leaf tobacco. I know I need not give any assurance that the officials of the Government who have this important work in hand will have the hearty co-operation of cigar leaf packers in this State; you are already pledged to assist in every possible way in making this movement a success, and you will, of course, have the unanimous support of the entire Association.

At our last convention the Association adopted the following resolution:

"RESOLVED, That the President of the National Cigar Leaf Tobacco Association is hereby authorized to appoint a committee of the members of this Association to co-operate with the Bureau of Markets of the Department of Agriculture, such committee to consist of at least one representative of each of the leading cigar leaf growing and packing districts in the United States, such committee being hereby empowered to confer with the officials of the Government from time to time to agree upon an official classification of all important types of American cigar leaf tobacco."

Pursuant to this resolution, I appointed the following committee: William J. Lukaswitz, Dayton, O.; A. Haas, Hartford, Conn.; I. H. Weaver, Lancaster, Pa.; William McIntosh, Edgarton, Wis.; William Corey, Quincy, Fla.

The general project of standardizing leaf tobacco was undertaken by the Bureau of Markets more than a year ago, pursuant to the provisions of the United States War Revenue Act of August 11, 1916. A preliminary survey of cigar leaf types grown in Connecticut was undertaken by the Bureau, but the work was interrupted soon after our last convention by the resignation of Mr. T. L. Hughes, the expert in charge. Considerable difficulty was experienced by the Bureau in finding a successor to Mr. Hughes, owing to the limited appropriation and the scarcity of men with proper equipment who were willing to enter the service of the Government.

The Bureau was finally fortunate in securing the services of Frank B. Wilkinson, a thoroughly experienced tobacco man, who has taken up with great energy the work so well begun by Mr. Hughes and who has now brought the project to a point where he is prepared to receive the co-operation of our special committee. I am advised that it will be his purpose to make a careful survey of the fields in which the leading types of cigar leaf tobacco are grown and that after this has been done, the matter of classification and standardization will receive intensive consideration. The individual members of our committee will be called upon to assist Mr. Wilkinson in the several surveys he will make, and possibly it will be advisable for the entire committee to confer with him in Washington or at some other convenient point when the technical details of the proposed classifications are considered.

The adoption of the official classification for cigar leaf tobacco would be of overshadowing importance to our entire industry, as it would not only provide standards that would increase the value and general acceptability of warehouse certificates and facilitate domestic transactions, but, as has been pointed out in previous annual reports of my predecessors, if a recognized system of grading in accordance with official standards were in use in this country, any foreign consumer of cigar leaf would be able to order goods from an American dealer by cable without the delay incident to soliciting, receiving and inspecting samples. Official classification would also tend greatly to minimize disputes and facilitate the handling of tobacco.

FREE ZONES AT AMERICAN PORTS.

The movement for the establishment of free zones at several leading ports of entry, which this Association so heartily endorsed two years ago and again last year, has made very substantial progress during the past year, although it has not proven practicable to obtain the desired legislation at the hands of Congress. It would seem, however, to be a matter of but a comparatively short time before this important economic reform should materialize in the shape of a well-considered law authorizing free zones at at least three ports on the Atlantic coast, presumably New York, Philadelphia and Boston; and two ports on the Pacific coast, possibly San Francisco and Portland. Such an arrangement would provide adequate facilities for all the commerce that would be benefited by this most important innovation.

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the creation of free zones has grown with astonishing rapidity since the project was first seriously broached two years ago. Since our last convention, the Ways and Means Committee of the House of Representatives, which has jurisdiction of the subject, has held a series of hearings, at which arguments in favor of the proposed system have been made by many prominent business men and commercial experts of recognized standing. The only opposition thus far developed appers to come from the few persons who are laboring under the erroneous impression that the proposed free zone system would in some way operate against the protective theory upon which our tariff law is based. Nothing could be further from the truth, and it has been the experience of foreign countries that have adopted the free zone system that it has been of great advantage to domestic industry in that it has provided a method by which large quantities of home products could be utilized in connection with certain essential foreign materials in the manufacture, in the free zones, for export, of articles which otherwise would be produced in some foreign country maintaining more scientific customs administrative laws.

Pursuant to the resolution which you adopted at Lancaster last year, I took occasion to address to the Ways and Means Committee, under date of January 2, 1920, a communication urging the passage of the pending free zone bill, and pointed out some of the manifest advantages of the proposed system. I emphasized the fact—which the United States Tariff Commission pointed out—that the maintenance of regular and adequate transportation facilities and the establishment of moderate and stable freight rates can only come through the growth in American ports of traffic that moves both inward and outward on the same course. Continuing, I said:

"The free zone will promote this growth by giving greater freedom to the importation of goods for transshipment to other countries as well as for domestic consumption. We should provide full cargoes for ships wishing to clear for countries to which our exports of domestic merchandise are as yet small and irregular in order that such exports may find ready and cheap transportation; and we must receive full cargoes from other countries to which we sell in larger volume. As suggested by the Commission, foreign goods thus imported frequently require, preliminary to reshipment, a process of sorting, cleaning, blending, repacking or other manipulation to adapt them for the market to which they are to be consigned. For such work the bonded warehouse and the drawback system are inadequate. The free zone appears to offer the only sufficient means of permitting it and at the same time of protecting the revenue and maintaining such limitations as the Government sees fit to fix for the importation of foreign goods for domestic consumption."

I also urged upon the Committee certain incidental advantages that would be derived from the establishment of the free zone system. These were emphasized by my predecessor in his report a year ago. Among them may be mentioned the feasibility of removing the present restriction of the bonding privilege to a period of three years; the provision of adequate space and facilities for exhibiting goods and samples and for demonstrating methods for selecting and tagging merchandise so as to meet foreign requirements, and a reduction in the cost of drayage and of other processes in handling goods. Insurance rates, and the charges for guarding against violations of the revenue laws would certainly be much lower than under the present system of scattered and more or less antiquated bonded warehouses. Practical experience in Europe has demonstrated this fully. Warehouse certificates issued as collateral for advances in the free port of Copenhagen, Denmark, are regarded as exceptionally desirable securities because of the thorough police and fire protection afforded, the exemption of goods in storage from all customs claims, and the adequate precautions taken against deterioration. Advances on such certificates may be had on much more liberal terms than on the certificates of private warehouse companies.

Members of the Ways and Means Committee appear to have received with much favor the recommendations of business men for the establishment of a free zone system, but the urgency of the pending revenue measures and the desirability of deferring customs administrative reforms until the prospective revision of the tariff law has been completed have operated to prevent action upon the pending bill.

PRICE MAINTENANCE PROBLEM.

Developments of much importance to manufacturers and merchants with respect to the right to maintain resale prices have taken place since our last convention. As a result, the campaign to obtain Federal legislation specifically legalizing the fixing of resale prices has received a decided impetus, and a well-organized movement is now on foot to secure the enactment by the present Congress of a measure based upon the principle underlying the so-called Stevens bill.

The United States Supreme Court, in June last, handed down a decision in the case instituted by the Government against Colgate & Co., manufacturing perfumers, for alleged violation of the Sherman antitrust law in refusing to sell to price cutters and otherwise endeavoring to maintain the standard prices of their goods, sustaining in a sweeping opinion the right of the producer to choose his own customers and to refuse to sell to dealers who cut prices. The Court's opinion constituted a severe rebuke to the Federal Trade Commission, which, during the past two years, has issued a large number of formal complaints against manufacturers in many lines who have sought by various means to maintain the retail prices fixed for their goods.

The plan adopted by Colgate & Co., to prevent the cutting of their prices was a simple one. They did not undertake to make contracts with either jobbers or retailers, such contracts having been declared to be invalid by the United States Supreme Court in a long line of decisions, but they supplied with their goods lists of retail prices at which they were to be sold, and the jobber or retailer failing to observe such prices had his supply of goods immediately cut off.

In deciding that the Colgate plan was legal the Supreme Court reaffirmed the numerous decisions handed down by that Court and various other judicial tribunals to the effect that formal contracts for the maintenance of resale prices are illegal for the reason, among others, that they deprive the purchaser of his undeniable right to do as he pleases with the merchandise he has bought and paid for, and to which the seller no longer has any title. But the Court emphasized the right of the manufacturer not only to choose his own customers but to make price cutting—whether "ruinous" or not—a valid reason for cutting off the dealers' supplies. The Court said, in effect, that the right to choose one's customers involves the right to refuse to deal with any particular party for any reason or, in fact, for no reason.

Soon after the decision in the Colgate case, announcement was made that the Federal Trade Commission had issued an order against the Beech-Nut Packing Co. for maintaining a price-maintenance plan practically identical with that of Colgate. This action by the Commission in the face of the decision of the United States Supreme Court occasioned much surprise and no little anxiety to business men, many of whom had adopted the Colgate plan in view of the opinion of the highest legal tribunal. The Beech-Nut Packing Co., instead of accepting the Commission's decree, promptly appealed to the United States Circuit Court of Appeals, which recently handed down a decision quashing the Commission's order on the authority of the Supreme Court's decision in the Colgate case. Up to the present time no announcement has been made as to whether the Commission intends to pursue the matter further, but there appears to be no reason to believe that the decision in the Colgate case will be reversed.

The theory of the Commission, upon which the original complaint against the Beech-Nut Packing Co. was based, is a novel one and is to the effect that while the maintenance of resale prices by a manufacturer may be legal as a general proposition, yet it may properly be enjoined as an act of "unfair competition" in that it gives a manufacturer who protects his prices an advantage over one who does not do so. This appears to be a legal refinement beyond the comprehension of the plain business man. It is difficult to understand how a policy can be enjoined as "unfair competition" when every manufacturer and merchant in the country is free to employ it if he sees fit to do so.

Notwithstanding the favorable decisions in the cases referred to, the necessity for legislation concerning price maintenance is really emphasized by the attitude of the courts. Few manufacturers are strong enough to compel retailers to observe fixed resale prices through fear of having their supplies cut off. A large corporation, having exclusive control of many popular brands of cigars, cigarettes and manufactured tobacco, would have no difficulty in dictating prices to retailers, but a small concern controlling but a few brands would have but little influence with the distributors, as retailers would have no difficulty in procuring other goods if supplies should be cut off.

The existing situation seems to call for the enactment of Federal legislation permitting manufacturers to make valid contracts with jobbers and retailers for the maintenance of list prices for trade-marked or otherwise identified merchandise. The interest of the consumer should, of course, be safeguarded, and this is proposed by a provision of the Stevens bill requiring lists of fixed prices to be filed with the Federal Trade Commission, subject to the Commission's determination as to their reasonableness in the event that they should be called in question by any responsible interest.

The Stevens bill is now before the House Committee on Interstate and Foreign Commerce, and I trust that the Association at the present meeting and pursuant to the policy we have followed for several years, will adopt appropriate resolutions urging speedy action by Congress.

USE OF TRADE ACCEPTANCES.

Your attention has been forcefully drawn to the value of trade acceptances in the last two annual reports of my predecessor. There can be little doubt, as has been pointed out, that a more general adoption of this credit instrument would render the cigar leaf business much more liquid, and it should therefore be a matter of regret that this movement has made so little progress in our industry.

No business man will find fault with the proposition that easy terms go hand in hand with good security, and that prices as well as credit may depend upon the risk assumed by the seller. It would seem, therefore, that only a little courage and enterprise are lacking to enable our trade to secure the benefits of this up-to-date method of doing business.

I appreciate the fact that many houses in our trade which were in the habit of discounting their bills regard this practice as a bar to the use of trade acceptances. Doubtless in some cases this is a valid objection, but where the acceptance can be employed there is no question of its beneficial effect in strengthening the debtor's position.

There is less force in the suggestion that acceptances are not more freely used because of the feeling on the part of many members of the trade that they constitute heavier obligations than open accounts. It is true that acceptances are employed with the understanding that they will be met on the date, while open accounts are frequently allowed to run past due. However, these facts of themselves constitute a strong argument in favor of acceptances, for it goes without saying that every seller is prepared to show in a substantial way his appreciation of the prompt payment of all bills on due dates. It is possible that a little more missionary work is necessary to develop the value of trade acceptances in our industry, but there can be no doubt as to what it has done in other lines of trade.

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TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

Pacific Coast Representative

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

CIGAR LABELS FOR SALE

CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR LEASE AT HARTFORD, CONN.

FOR LEASE—AT HARTFORD, CONNECTICUT, IN TOBACCO WAREHOUSE DISTRICT, 49 COMMERCE STREET; BUILDINGS ON PLOT 100 x 150. WILL REMODEL FOR TOBACCO BUSINESS. EDWIN BURDICK, 271 WEST 90TH STREET, NEW YORK.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE, "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

Association has been the service during the past year furnished by our Washington representative in the way of crop reports, census bulletins, information with respect to the Internal Revenue Regulations governing the leaf trade, and other matters of special interest. The strong demand for tobacco has made reliable statistical information of unusual value, and our members generally have testified their appreciation of the prompt receipt of these bulletins, especially the crop reports which are reproduced and mailed by our Washington representative the day they are issued by the Department.

The entire trade, including cigar manufacturers, should be congratulated upon the marked improvement in the quality of the official crop reports emanating from Washington during the past year or two. For a long period these statistics were heavily discounted by well-informed dealers and manufacturers, but their accuracy has been greatly enhanced of late and their value to the industry correspondingly increased.

The explanatory bulletins of our Washington representative dealing with the somewhat complicated code of regulations for the supervision of dealers in leaf tobacco, which became effective during the past year, have been especially appreciated by our entire membership.

PASSPORTS FOR FOREIGN TRAVEL.

An important feature of the work of our Washington representative during the past year has been the assistance he has rendered our members in the procuring of passports to visit Europe, the Dutch East Indies, Cuba, and other foreign countries. The opportunities of our members to make business trips abroad have been greatly enlarged during the past year as the result of the relaxation of the regulations since the signing of the armistice. Travel is not yet as free as before the war, however, and I would therefore call attention to the necessity of observing certain general rules to facilitate the issuance of passports and to minimize the labor imposed upon our representative.

In view of the rush to visit Europe for pleasure as well as business, foreign governments still maintain the attitude of a year ago in deprecating aimless travel which serves only to congest steamship, railroad, and hotel facilities. The State Department, therefore, requires evidence of the necessity for trips abroad, including letters from reputable business houses, certifying that the proposed journey is to be made for business purposes. It may be assumed that these restrictions will be relaxed from time to time, but prompt action on passport applications will depend upon the showing made in the applications therefor.

In view of the enormous increase in foreign travel during the past year, it is a matter of special importance that all applications for passports should be filed at least a month before they are required to be used. This will afford ample time for proper examination and for procuring such additional information as the Department may call for. Our Washington representative has found himself embarrassed on a number of occasions during the past year because members desiring to procure passports have neglected to make their applications until the eve of departure. Constant importunity for special favors is apt to have an adverse effect upon the status of our Association in official circles.

I wish to emphasize a statement made by my predecessor but to which some of our members have paid scant attention. Passports are now issued for six months only, instead of a year as in the past, but can be extended twice for a six months' period each time, making the total life of the passport eighteen months.

OUR WASHINGTON REPRESENTATIVE.

My report would be far from complete were I to omit mention of the careful and painstaking attention our Washington representative, William L. Crounse, has given our interests during the past year.

The constant vigilance made necessary by new legislative projects and departmental regulations, of which so many have been periodically considered by the authorities, keeps our Washington office extremely busy and clearly demonstrates the wisdom of maintaining our bureau with Mr. Crounse in charge.

I feel that Mr. Crounse's qualifications are without peer, and I cannot be too insistent on urging his retention in the capacity he has for so many years most ably filled.

In conclusion I wish to impress upon the members of this Association, as well as all other persons in any way identified with the tobacco industry, the great importance of being on the alert at all times to combat the many hazardous obstacles which are now confronting our industry. We are living in a period of readjustment after the greatest conflict the world has ever known, and it should be expected that we must encounter most trying difficulties in every branch of the trade. We all know that the only means of successfully encountering the forces which oppose us is by co-operation. The purpose of this organization is to look after the interests of the tobacco trade and endeavor to overcome wherever necessary any forces which hinder its progress. In order that the leaf tobacco trade may exert any influence at all it must be made significant by its representation as a body, and it is absolutely imperative that we derive the support of every member of the trade and increase our membership and thereby increase our power. I urgently request that all members do their utmost in adding to the membership of this Association wherever prospective members can be found.

We can be proud of our past success, but that success is imperilled if we do not keep in mind that the times today are more treacherous than ever known before, and if we are to successfully meet our antagonists, in the guise of the modern uplift reformer and the various other undermining forces, we must utilize every ounce of strength available to make our powers overwhelming. Let the National Cigar Leaf Tobacco Association be the impregnable fortress of the tobacco industry and it will be bound to survive.

Voting Strength of the Association.

Name.	Members.	Delegates.	Votes.
Philadelphia Board	10	2	2
Chicago Board ...	14	2	2
Lancaster Board..	36	6	6
New York Board.	91	13	13
Connecticut Board.	18	3	3
Ohio Packers B'rd	7	1	1
Cincinnati Board..	5	1	1

Individual concerns entitled to 1/7 vote each:
I. Kaffenburgh & Son, Boston.
Kraus & Co., Baltimore.
Heineman Bros., Baltimore.
Jaskulek & Fryer, Cleveland.
C. Semon & Son, Cleveland.
H. Schlesinger & Son, Cleveland.
Imperial Leaf Tobacco Co., Cleveland.
A. Jenson & Son, Edgerton, Wis.
McIntosh Bros., Edgerton, Wis.
W. B. Wentworth, Edgerton, Wis.
N. E. Nelson, Edgerton, Wis.
W. Dickinson, Edgerton, Wis.
Jefferson Leaf Tobacco Co., Sparta.
Embry Tobacco Co., Quincy, Fla.
Wm. M. Corry, Quincy, Fla.
Lloyd-Allen, Quincy, Fla.
Weil Tobacco Co., Quincy, Fla.
D. A. Shaw, Quincy, Fla.
Max Wedeles Tobacco Co., Quincy, Fla.
J. R. Reynolds, Elmira, N. Y.
John Brand & Co., Elmira, N. Y.
W. H. Ralyea & Co., Elmira, N. Y.
Goff, Way & Brand, Elmira, N. Y.
Geo. M. Wood & Son, Elmira, N. Y.
Lowe & Wells, Big Flats, N. Y.
Hochstein Bros., Milwaukee.
I. M. Strasser, Albany, N. Y.
W. H. Whitner, Binghamton, N. Y.
F. Alvarez, Catano, Porto Rico.

Accredited delegates and alternates present:
Ohio Leaf Tobacco Association—
C. H. Solliday, D.
L. A. Wheeler, A.
Cincinnati Leaf Board—
Wm. Staun, D.
Fred Miller, A.
Lancaster Leaf Board—
Jos. Goldberg, D.
B. F. Good, D.
A. B. Hess, D.
L. H. Nolt, D.
M. Rosenthal, D.
B. F. Hoffman, D.
Geo. Hoffman, A.
Herbert Taylor, A.
B. M. Mowrey, A.
Chas. Hess, A.
J. W. Brenneman, A.
J. Nissly, A.
Philadelphia Leaf Board—
Sam Grabosky, D.
J. R. Young, D.
C. M. Hipple, A.
L. Grabosky, A.
Chicago Leaf Board—
A. W. Kaercher, D.
Jos. Wedeles, D.
C. F. Meyer, A.
Connecticut Leaf Board—
S. A. Fassler, D.
M. J. Gans, D.
W. F. Fuller, D.
W. G. Stewart, A.
New York Leaf Board—
W. S. Brill, D.
Henry Fisher, D.
J. L. Fielding, D.
P. R. Lowe, D.
Jos. Mendelsohn, D.
Chas. Meissner, D.
H. Oppenheimer, D.
H. S. Rothschild, D.
Benno Rosenwald, D.
J. M. Rosenthal, D.
H. Rothenberg, D.
C. W. Wobbe, D.
P. M. Wasserman, D.
Fred Block, A.
Directors present and voting:
Fred B. Griffin.
F. W. Miller.
Benno Rosenwald.
S. Major Newburgh.
Fred Block.
C. H. Nolt.
Wm. C. Lukaswitz.
*Individual firms present and voting:
Jaskulek & Fryer, Cleveland.
C. Semon & Son, Cleveland.
H. Schlesinger & Son, Cleveland.
Imperial Leaf Tobacco Co., Cleveland.
McIntosh Bros., Edgerton, Wis.
W. B. Wentworth, Edgerton, Wis.
W. Dickinson, Edgerton, Wis.
J. R. Reynolds, Elmira, N. Y.

Around and About

People in the United States drank $99,000,000 worth of coffee in 1918 and $250,000,000 worth in 1919.

—

The Fayette Tobacco Warehouse Co., of Lexington, Ky., has increased its capital from $75,000 to $500,000.

—

Jesse Batt is in New York, on a two weeks' selling visit. He is booking a "raft" of good orders for his popular brand, La Verdad.

—

Murray Rapport is making a great showing with Don Julian Kits, among the high-class hotels and clubs in the Broadway section of New York.

—

Sam Silver, formerly with King Cole Cigar Co., is now with the Magnolia Cigar Co., of Brooklyn. Sam finds it "dead easy" to get orders for La Corona de Cuba, squares.

—

The Commonwealth Cigar Box Co., of Melrose, Mass., has been incorporated; capital stock, $50,000; incorporators, Hyman Silverstein, Louis Rosenblat and George D. Rossyn, all of Malden, Mass.

—

William E. Waterman, President of Waitt & Bond, cigar manufacturers of Boston, has purchased Red Gables, the former residence of Mrs. Henry Lang, at 97 South Fullerton Avenue, Montclair, N. J., valued at $55,000.

—

Saul Hyams, a salesman for the E. H. Gato Cigar Co., is making a round of the New England trade, the territory formerly covered by Moe Jacobs; and, natural enough, Mr. Hyams is turning in numerous gratifying orders.

Otto Eisenlohr & Bros., Inc., has declared the regular quarterly dividend of one and three-quarters (1¾) per cent on the outstanding preferred stock of the corporation, payable July 1, 1920, to stockholders of record at the close of business June 19, 1920.

—

Charles Green, who was a tobacconist in Cambridge, Mass., for many years, died Thursday a week ago, at the age of ninety-one years. He was a native of London, England, and came to America at an early age. He had lived in Cambridge fifty years.

—

Edgar S. Bowling, director of the British American Tobacco Company, has purchased from Lieut.-Col. Hugh A. Bayne of the United States Liquidation Commission, his stone and frame residence in Lawrence Park, Bronxville, N. Y. The property was formerly the home of Kate Douglas Wiggin, the writer, and was held at $40,000.

—

Announcement is made that the Chase Securities Corporation and Tucker, Anthony & Co., head a syndicate that has underwritten a new issue of $6,564,000 of American Sumatra Tobacco Co. five-year 7½ per cent sinking fund convertible gold notes. The notes are to be offered to preferred and common stockholders of the company of record May 24, for subscription on a basis to yield approximately 8 per cent.

—

County Attorney Hugh Fisher has mailed letters to grocerymen, druggists and tobacconsists in Topeka and Oakland, Kan., calling their attention to the provisions of the cigarette laws. These letters, he said, are the results of investigations in which a large number of school children were questioned. The evidence secured did not warrant prosecutions, he said, but left him with the conviction that a warning in time might save prosecutions later.

—

From returns compiled by the *Journal of Commerce* it appears that 1,262 companies, with an authorized capital stock of $100,000 or over, were incorporated under the laws of the principal States in April, representing $1,354,262,400. This showing compares with a total of $515,665,300 in the same period a year ago, when 700 companies were organized. The March returns this year indicated that 1,273 new enterprises took out charters with an authorized capital stock of $1,375,797,000. Since January 1 incorporations have involved the phenomenal sum of $6,169,381,000, or an increase of 262 per cent over the figures of 1919, and 570 per cent, as compared with the corresponding period of 1918.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

At the T. M. A. Convention in Washington

REPORT OF CIGAR MANUFACTURERS' COMMITTEE

Your committee, covering the problems of cigar manufacturers, boxmakers, lithographers, etc., held its group meeting in the convention hall at 2.30 P. M., Wednesday. A hearing was given to all members of the cigar industry on all subjects coming under this classification and which was participated in by a large attendance of delegates.

Following the opening hearing, the concensus of opinion of the group meeting was discussed with the following result.

Re-use of Cigar Boxes

Resolved, That the Tobacco Merchants' Association of the United States, after due and careful consideration, is opposed to the reuse of cigar boxes.

Classifications of Cigars

Whereas, it has been suggested that an effort be made to extend the Revenue Stamp Classification of Class B so as to include cigars retailing at 9c.

Resolved, That it is the opinion of this convention that it would be injudicious to take any action on this matter at this time.

Carload Rates on Shipments of Cigars

Resolved, That the matter of the advisability of securing special rates for carload shipments of cigars, which has been discussed before your committee, be referred to the Traffic Department of the Tobacco Merchants' Association of the United States.

Allowance of Tobacco

Regarding the allowance of leaf tobacco, stripped and unstripped, per thousand cigars, it is the opinion of your committee that no recommendation for new rulings or legislations are required, since it is the experience of cigar manufacturers that the Internal Revenue Department will at all times be fair and reasonable in adjusting any excess of tobacco used above the quantity, as now prescribed by the Internal Revenue Regulations.

Cigar Box Trade and the Department of Justice

Regarding the suggestion of Mr. J. J. Palmer, of the Department of Justice of the United States, who was present and courteously invited the members of this association to call at the office of the Department of Justice and lay before that department any facts in their possession that may serve the purposes of an investigation of the cigar box industry, we hereby extend to Mr. Palmer our thanks and appreciation on behalf of the Tobacco Merchants' Association.

Additional Statutory Packages

Regarding the proposition to secure the passage of legislation providing for statutory packages of cigars in addition to those already provided for by the Internal Revenue regulations, there was no response to the invitation of your committee for a discussion of this matter; we therefore make no recommendation concerning it.

Respectfully submitted,

D. Emil Klein, *Chairman.*

Referred to the Executive Committee.

Among the suggestions which the committee on the State of the Industry passed along for such future consideration as the executive committee of the Tobacco Merchants' Association may give and take, was a proposal made by Ed. M. Davis, of the Inter-City Cigar Co. of Boston, relative to the betterment of conditions for retailers. Mr. Davis worded his suggestion as follows:

"Gentlemen:

"The most fertile field for the anti-tobacco propagandist in the New England States, is among the retail dealers who handle cigars, cigarettes and tobacco, from which they derive such a small margin of profit that they are losing all interest in the tobacco end of their business. It is the small dealer on whom we all have to depend for final distribution, and if we continually keep on cutting down his margin of profit for self protection, his interests must become diverted to other lines, such as soda water, candy, papers and periodicals.

"I have already been advised by a number of dealers that if the continued demand for candy and soda water keeps up, they will eliminate tobacco products entirely from their stores. This condition, gentlemen, is not a theory, but an absolute fact, and we must do something constructive to remedy it.

"Subsidizing by manufacturers to a small number of retail dealers, to forward their brands, is a detriment to the tobacco industry and should be eliminated.

"Chain stores whose purchasing power is much larger than the individual dealer, buy tobacco products at a lower price and then cut prices, compelling the small dealer to meet the cut, thus lessening his already small margin of profits.

"On twelve standard brands of cigars, retailing two for 25 cents, the retailer realizes a gross profit of approximately 23%. His average gross profit on standard brands of cigarettes ranging in price from ten cents to thirty cents, is 21%, and on standard brands of tobacco, approximately 20%. When the retail dealer is compelled to meet cut prices, his percentage of profits ranges from 13% to 15%.

"Five years ago, the retailer's average profit on tobacco ranged from 22% to 25%; on cigars from 25% to 30%, and on cigarettes 25%.

"It is reliably estimated that there are in the United States 476,664 retailers of tobacco products; and it is clearly up to the manufacturers, who are interested in the constructiveness of the industry, to make these dealers a power against anti-tobacco propaganda.

"The place of business of the retail tobacconist is oftimes a meeting place for discussion of various ideas, and when the retailer impresses upon his customers, many of whom are his close personal friends, the meagre profit he is making, also the fact that he has to work fifteen or sixteen hours a day to get a bare living wage, such discussion does not tend to add constructiveness to the tobacco industry.

"Retail tobacconists are your distributors; their stores the market places of old. If their minds are free from worry of the harassing kind, you are the gainer, for the increased energy and pep put into the trade means your goods are moving.

"This problem is the universal question mark in the business world today; it is the necessity of caring for the right thinking man, desirous of doing the fair thing, caught in the grind between the upper and the nether millstones of present industrial conditions, the saving grace of America, the unorganized patriotic American striving to maintain his home under real old-fashioned American standards, the destruction of which means the removal of an intelligent solvent in the community life, men who by their sane common sense and daily refutation of footless arguments of socialistic nature, keep men, many men, in the right path.

"So firmly seated has this thought become, that the great firms of the country are establishing bureaus to care for just this sort of thing, that desirable men may be retained, that proper help may be given at the right time, to protect and care for him because he has become an integral part of a going concern. This same thought might be adapted in another way in our own line that we may conserve all our resources, combat fool propaganda, and educate the people along intelligent lines.

"Respectfully submitted,

"Ed. M. Davis,

"131 State St., Boston, Mass."

NEVER SAY MATCHES

SAY

VULCAN

No Heads Falling Off

No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH FOR OVER HALF A CENTURY

Vulcan Match Co., Inc.

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CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.

Established 1873 Manufacturers New York

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE NEW YORK

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

Small Dealers Being Hard Hit in San Francisco

Business Affected by Congested Freights—Government Stores of Cigars, Cigarettes and Tobacco Going at Cut Prices—Public Tired of High Prices—Jobbers "Kick" at Upward Trend of Manila Cigars—Eastern Shipments Three Months on Way, Arriving—Trying Out Panama Route—Successful Tobacco Conference at Sacramento—Timely Topics.

San Francisco, May 18.—The cigar business is being adversely affected by the congested freight conditions and also by the high prices charged for certain goods. Another factor which is making business bad, especially for the smaller dealer, is the amount of Government cigars. tobacco and cigarettes on the market. Much of this stock was bought by stores that make a practice of selling goods at cut rates, and they are passing it out to the public on narrow margins of profit. For instance, Velvet tobacco, packed in one and a quarter ounce bags is being retailed at 75 cents a pound, which is 'way below what the jobbers can sell at. This has been freely advertised and consumers have been buying in five and ten pound lots. These consumers will not patronize the retailers again for six months or more. It is reported that some of this tobacco is not in good condition, but the consumer who has not actually found any unsmokable tobacco in his purchases, is not inclined to believe this statement, as the same claim has been made on all classes of Government goods and materials which have been sold at prices below the current retail prices. Even if some of this tobacco proves to be inferior, the rush of buvers for the bargain is a clear indication that the public is tired of high prices and is willing to take a chance. In other words, price is assuming the paramount factor in the minds of many people. And this fact spells some hard sledding for the goods that are constantly seeking higher price levels.

Complaint is made by some of the jobbers of the constant increases that are being made in Manila cigars. At frequent intervals shipments arrive on which the price is a dollar or two a thousand more than the previous shipment. As a consequence, in the case of one jobber at least, cigars which he is still selling to retail at a nickle are now arriving at a price that will compel their retailing at eight cents. This jobber does not like to increase the selling price of goods delivered at the earlier rate to what would be a reasonable price for goods being received today, as such action would leave him open to charges of profiteering. But he realizes that when he begins to advance his prices, as he reaches the cigars bought at higher rates, the frequent advances will have a bad effect on the retailer and the consuming public. It would seem a better policy for the manufacturer to make a drastic advance, if such action is necessary, and then maintain that price for a considerable period, rather than to advance the price by driblets every couple of weeks or so.

Some shipments of cigars from the east are arriving that have been three months on the road, and others that have been as long en route have not yet been heard from. In tact most of the arrivals have been of the more recent shipments and it seems likely that some rail shipments will still be missing until the rail situation is cleared up everywhere.

In the meantime, the firm of H. L. Judell & Co., is making a trial shipment by steamer from New York. On the steamers *Bakersfield* and *Dewey*, both of which are due here May 26, the house has five cases of cigars and five of pipes coming out. Just how the cigars will stand the rapid changes of heat and degree of moisture between New York and Panama, and again to San Francisco, is a question, but the experiment is worth trying. It is said that if the eastern manufacturers would arrange for these vessels coming through the canal to put in compartments for the proper care of cigars, similar to those used on the steamers of other lines, practically all cigars would come here by that route. The time on the way is 21 days, which compares favorably with the best rail shipments in normal conditions, and the freight rate is $3 per hundred pounds compared with $4.62½ by rail. The matter is a very important one to the Coast jobbers, but they would not have the influence with the shipping companies that the manufacturers would have, and it seems to the local men that the manufacturers should use their strength for this improvement.

It is stated by those who attended the tobacco conference at Sacramento last week that the meeting was a very successful one, and the general opinion is that great good will eventually come out of these meetings which will benefit both the retailers and jobbers, by the that all will receive fair treatment. Some stabilization of business in such a way definite policy may be announced in the near future, but as yet none has been formulated.

Horn & Co. have already sent some of their fixtures down to the new building which is being erected for the use of Ehrman Bros. & Co., and it is stated that the latter company as well as its Horn & Co. department, will be moved by June 1.

"Afternoon" cigarettes are starting an advertising campaign in the various windows that is said to be bringing business.

John Ruskin cigars are coming in by express and the sales are reported increasing. The cigar has not advanced in price and still sells at two for 15 cents.

Mannie Cohen of the H. L. Judell & Co., force has just completed a tour of Nevada, accompanied by Judell's special pipe man. On reaching Reno, he received instructions to go over the territory again immediately, on a drive for the Chancellor, and Hoffman House cigars, for which Judell & Co., have just been appointed as distributors in that territory.

Smith & McNeil Property to Be Sold

Though its pretensions to elegance were not great, the restaurant of Smith & McNeil was appreciated by those who desired "a square meal" for a modest price. At one time it was said that the establishment of Smith & McNeil was "the best paying restaurant in New York." In the old days, the cigar stand there was a place famous for the sale of five cent cigars. The proprietor of the restaurant did business in his own particular way. He paid cash for everything. At 6 o'clock each evening, he boasted that he "owed no man anything."

But, in time, the good man paid "the debt of nature," and now among the many properties scheduled to pass under the busy auction hammer of Joseph P. Day in the near future is the famous old restaurant and hotel, once managed by the firm of Smith & McNeil. This property, occupying the major portion of the block bounded by Greenwich, Washington, Vesey and Fulton streets, New York, is to be offered by Mr. Day in the Exchange Salesrooms, at 14 Vesey street, on May 28 to close out the estate of Thomas R. McNeil. It includes 195 to 205 Washington street, 73 to 81 Vesey street, 198 and 202 Greenwich street and 233 Fulton street. Several buildings comprise the entire offering and they will be sold either separately or as a whole.

A. Boll, of the sales staff of S. Monday & Sons, Brooklyn, is visiting his trade in Pennsylvania for the first time in over four years, mainly for the purpose, it is said, of keeping in personal touch with his regular customers—new accounts not being required to keep the firm's factories running to full capacity.

MANILA CIGARS
SUMATRA WRAPPED—CLASS "C"
EL DEMONSTRO and LA CARRIETA
The Maximum of Quality and Style
MADE BY WALTER E. OLSEN & CO., Manila, P. I.
HARRY GREEN & CO., Inc.
216 Pine Street -:- SAN FRANCISCO

Manufacturers of
Cigar, Tobacco and Cigarette Machinery
desiring live wire representatives with offices and selling force in Europe, are requested to communicate at once with Box 10, care
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SIMON BATT CO., Prop.
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229-239 WEST 28TH STREET
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AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

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American Lithographic Co.
NEW YORK

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO

ESTABLISHED 1886

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Recapitulation of Cigar Makers' Strikes

Looking at Troubles from at Least Two Points of View—A "Few Prefatory Remarks"—Facts Presented—Figures Tabulated by G. W. Perkins, the International President of the Cigar Makers' Union—Significant Statistics—But No One Can Tell the Exact Cost of "Labor Difficulties"—Nor May Be Stated in Full the Injuries Done to the Cigar Industry.

How much the cigar industry has suffered, because of labor disturbances, can not be told, exactly.

Hardly could any statistician ascertain, with entire accuracy, what loss has been caused by strikes, during the past five years.

Even to enumerate the "labor troubles" occurring in cigar factories, since 1913, would be a difficult task.

Disputes, concerning wages and conditions of employment, are not new. Employer and employee, on occasion, have quarreled from time immemorial.

Aforetime, such controversies chiefly related to what should be paid for labor. In recent years, however, some unionists have insisted, with increasing strenuosity, that they should dictate how the business should be conducted.

Their theory, apparently, is that the employer should be wholly at the mercy of employees.

Not content to obtain all the pay they had demanded, they attempt to say who shall be employed, how the factory shall be managed, what tobacco can be used and what sizes of cigars may be made. Of late, in some factories, employees have gone so far as to try "to set the prices at which the cigars had to be sold." The manufacturer who established and built up the business, the man who provided the capital, supplied the brains and took all the worry and financial risk, practically had no rights that the socialistic agitator considered or respected.

In many factories, evidently, the intention has been to annoy, harass and impose on employers, continually. On the slightest pretext a strike would be threatened. If things were not arranged exactly to their liking, the cigar makers might quit work at once. But higher wages and the granting of other concessions did not cause an increase of production per capita. Though the manufacturer's pay roll became much larger, the output of the factory might be dimished. Agitators urged that standards of workmanship should be lowered. Greater pay was associated with an inclination to be more careless and less industrious. Piece workers, though enabled to double previous earnings, preferred to take "more time off." They came to the factory, perhaps, four days in the week. Or, maybe, they would work a few hours and then "call it a day."

Irregularity of the working force placed the manufacturer at a disadvantage. If he books orders for future delivery, if a customer is urgent that a shipment be made on or before a certain date, a manufacturer is embarrassed if he can't tell what the output of his factory will be. If he has no assurance concerning the size of his working force, how can he figure on production or deliveries?

In various ways, "the attitude of labor" has prevented manufacturers from obtaining the increased production so urgently needed.

Undeniably, of late, some of the labor troubles in cigar factories were directly promoted to aid Bolshevist propaganda. For activity in creating discontent, it may be suspected that certain agitators were paid "red" money sent to the United States from Russia on the chance that labor troubles could be developed into wide-spread anarchy. So far as they dared, anarchists here have "labored" to destroy the republic, intending to set up a Soviet form of government on the ruin of Americanism.

Particularly, in Boston, New York and Tampa, agitators have exhibited themselves in the worst light.

A "rule or ruin policy" caused big manufacturers to move away from Boston.

Arbitrary and unreasonable demands, presented until conditions became intolerable, are cited to account for the closing of various cigar factories in New York.

In Tampa, the cigar industry remains at a standstill.

In recent disputes, the question of pay was less important. Virtually, the labor leaders sought to obtain control of operations. Or "they might be satisfied" if wages were fixed at $1 per hour, regardless of quantity or quality of work done.

In Boston, the schemes of agitating cigar makers did not receive the sanction of the International Union. In fact, concerning part of the Bolshevist propaganda attempted at Boston, International President G. W. Perkins said: "This is one of the most destructive questions that has ever confronted the International Union. . . It would place the International Union outside the pale of lawful, rational, sane organizations. . . The amendment should have been entitled, 'An Act to Establish the Bolshevist or Soviet Form of Government.' We protest with all the vigor and earnestness we possess against this attempt to fasten upon the International Union, through the guise of this amendment, a communistic, socialistic, soviet form of government."

In New York, a considerable number, a majority maybe, of the cigar makers "got too radical" to continue with the International Union. They formed a peculiar union of their own.

In Tampa, much of the present trouble may be attributable to surreptitious preaching of Soviet doctrines.

To some extent at least in other cities, and more notably in New York and Boston, the union must be absolved from blame attaching to certain strikes. In Tampa, too, it is believed that if union cigar-makers there had followed the good advice given them by G. W. Perkins, the head of the International Union, the cigar factories in Tampa would be working today.

Perkins, like his associate, Samuel Gompers, justly may be regarded as a serious man. Naturally, his sympathies are strongly pro-union. To make the cigar-makers' union stronger and more prosperous is his business. But even men who have fought the union have no hard words to utter against Perkins. They say that he is honest and sincere, a devoted worker, a man of sound judgment, broad-minded and disposed to be fair. Among men prominent in the councils of organized labor, Perkins is reputed to be one of the strongest, most outspoken opponents of Bolshevism.

As a union leader, he believes that the right to strike is a liberty to be maintained at almost any cost. It does not appear, however, that he would advise cigar-makers to strike, except as a last recourse.

To be strong and respected, to succeed and endure, a union must exhibit good faith and fairness. Unreasonableness is a sign of weakness. To be arbitrary and dictatorial, to be impudent and imprudent, to be arrogantly overconfident, to resort to trickery, to indulge in bluff and bluster, to attempt a squeeze, to try "to put something over," to obtain advantage by unfair procedure, to make mischief, to stir up strife, to exert oppression, may be, and usually will be, a sure way to invite disaster, whether the offending organization be an employers' association or a labor union.

Unionism, in the different industries of the country, for years has been an acknowledged factor.

If labor unions ever become less important, if labor unions ever lose their power to help and protect, it will be the fault of wrong-headed union men For, unsupported by public sentiment, opposition to labor organizations would be futile.

Collective bargaining is acceptable practically everywhere. Though hard bargains be made, if the unions keep faith, there would be few complaints and no reproaches. If workmen, in dealing with employers, prefer to be represented by union officials, the workmen can not honestly repudiate the promises made by their representatives. Woe to those that break a contract, deliberately. No matter how solicitous it is for the welfare of its members, a labor union is strongest when it is entirely in the right.

A code of ethics, lived up to, may be more advantageous than outlaw tactics.

Concerning cigars, cigar-making and cigar-makers' strikes, the head man of the union can speak authoritatively. Addressing the convention of union cigar-makers at Cleveland, presenting his report, International President Perkins said, in part:

"The first cigars produced in our country were made by hand. Hand work was the prevailing method without exception until late in the sixties of the nineteenth century, at which time, because of the scarcity of cigarmakers, the molds made their appearance, and the manufacture of cigars by molds, bunch breaking, and the roll up system, machines, and suction tables has steadily increased, until recently a machine has been perfected which makes the complete cigar. At no time during the sharp changes has it been claimed that molds or machinery were the better way to make cigars. In every instance these deviations from hand work have been caused either by lack of cigarmakers or more largely and chiefly to enable manufacturers to obtain cheaper labor. Unskilled labor could be pressed into service more quickly through the molds, machine and bunch breaking system than by the more skilled hand work methods. The employment of women in our industry has steadily and rapidly increased in the last twelve or fifteen years.

"An analysis of the replies to the questionnaire filled in by local unions shows that there are employed at making cigars 105,901 and 5,477 packers, which makes the total number employed in the industry, making and packing cigars, 111,378. Of this number 40,737 are reported as belonging to the union and 70,641 are reported as being non-union.

"Of this number 50,375 are men and 61,003 are women. Of the 50,375 men 33,699 are members of the union and 16,676 are non-union; of the 61,003 women 7,038 are members of the union and 53,965 are non-union.

"The total number employed in cities or towns at the seat of the union is 98,084, of which 37,692 are union and 60,392 are non-union. Of this 98,084 employed at the seat of the union 43,017 are men and 55,067 are women. Of the 43,017 men 30,852 are union and 12,165

Sumatra Wrappers Bring Enormous Prices in Amsterdam

Special Cable to Tobacco

Amsterdam, Holland, May 30—"Exceedingly high," declare experienced tobacco men here concerning prices of Sumatra wrappers suitable for the American market.

The new 1919 crop brought enormous prices.

The principal American buyers were:

Cullman Bros., 1,200 bales.

H. Duys & Co., Inc., 400 bales.

Hinsdale, Smith & Co., 400 bales.

William Quanjer, 350 bales.

American Malaya Co., 350 bales.

Prices for running-lots up to ten guilders fifty.

are non-union and of the 55,067 women 6,848 are union and 48,219 are non-union.

The total number employed in jurisdiction cities or towns is 13,294, of which 3,045 are union and 10,249 are non-union. Of this 13,294 employed in jurisdiction cities or towns 7,358 are men and 5,936 are women. Of the 7,358 men 2,847 are union and 4,511 are non-union and of the 5,936 women 188 are union and 5,748 are non-union.

A comparison with the recapitulation shown at the Baltimore convention, 1912, 7 years 6 months ago, shows: At that time we had 65,835 men, now 50,375, a decrease of 15,460; at that time we had 41,956 women, now 61,003, an increase of 19,047.

Those employed in the industry, union and non-union, are classified as to method of work as follows:

Hand-workers, 17,346, of which 15,596 are union and 1,750 are non-union.

Mold-workers, 17,361, of which 15,762 are union and 1,599 are non-union.

Bunch breakers and rollers (team-workers), 71,194, of whom 7,661 are union and 63,533 are non-union. (Of this number 11,469 are employed on suction table work and 451 are employed on the new machine).

Packers, 5,477, of which 1,718 are union and 3,759 are non-union.

Not included in any of the totals there are reported 969 stogie makers, of whom 914 are union and 55 are non-union.

The total number of shops reported is 7,462, of which 4,419 are union and 3,043 are non-union.

The total number of small shops (not employing a journeyman) reported is 2,883, of which 2,544 are union and 339 are non-union.

The total number of trust shops reported is 98, employing 21,383, of which 2,772 are men and 18,611 are women.

In view of the foregoing facts I recommend for your serious consideration the elimination of the optional clause reference the recognition of the bunch break, roll up, or team system from the Constitution. There are 71,194 men and women working under the team system, as against 35,102 making the cigar complete by hand or mold. In order to be entirely successful in organization team workers must be organized.

Suggestion is made that you seriously consider a plan confining all eligible cigarmakers to one class and all treated alike in the payment of dues and assessments and benefits received, and the abolition of the present Class A System as it applies to cigarmaking, provided we abrogate the optional clause in Section 61 of the Constitution.

I recommend that you consider the organization and affiliation of strippers, binders, casers and such other wage earners as may be eligible, and placing them under laws similar in principle to what is now known as Class A.

I also recommend that you consider the question of claiming jurisdiction over the entire tobacco industry, with the understanding that such jurisdiction be consummated through friendly intercourse with the Tobacco Workers' International Union.

I invite your consideration and judgment reference exemption of newly initiated members from the payment of all international assessments for the first three months of their membership, unless it be a special assessment levied purely for strike or lockout purposes.

Our apprenticeship law, because of the steadily increasing specialization in our industry, has become antiquated; it varies from natural requirements necessary to promote organization. There are some branches of the industry that do not require a three years' apprenticeship. I recommend that you seriously consider making all apprentices members of the union without vote or benefits, except strike benefit, at nominal dues, and that in all cases where scales of wages are being negotiated the compensation of the apprentice members be considered and fixed on a graduated scale; and that you seriously consider a reduction of the number of years an apprentice shall serve, and in accordance with that branch of the trade that such apprentice is to learn, such as:

All apprentices to serve a maximum of ..... years and minimum of ..... years; apprentices learning hand work to serve at least one year as such; those working at mold work where the full cigar is made to serve .....; those working at either bunch breaking or rolling to serve.....; if an apprentice serves one year under the team system, and desires to become a hand workman such apprentice should serve an additional.....

The New Cigar Making Machine

There has been patented and placed on the market a machine which makes the complete cigar. I have seen this machine in full operation. The machine costs about $4,500 and a royalty of $1,000 per year is charged for each machine on cigars that sell for ten cents or more, and $750 on cigars that sell for less than ten cents. It requires four persons to operate one machine. One feeds the filler; another handles the binder; another, the wrapper; while the fourth does the patch work as the cigar comes out complete.

One machine will make only one size cigar and can roll only a right hand or a left hand wrapper. Two machines, however, could make two different sizes or shapes by rolling only right hand wrappers on one size or shape and left hand wrappers on another. A manufacturer could produce ten sizes with ten machines by using left hand wrappers on five sizes and right hand wrappers on the other five.

One skilled machinist is required for every six machines. The capacity of one machine is said to be from four to six thousand cigars a day.

According to reports submitted, there are 112 machines now in operation, giving employment to 451 people. I am of the opinion, however, that there are more of these machines in operation than have been reported by our local unions.

Unions in Good Standing

The number of unions in good standing September 1, 1912.....	488
Number of unions organized since September 1, 1912.....	69
Total	557
Number of unions dissolved, suspended, etc., since Sept. 1, 1912..	91
Number of unions in good standing March 1, 1920	466
Increase since September, 1877, a period of 42½ years.....	449

The number of unions in good standing in former years is as follows:

September, 1877	17	local unions
September, 1879	35	local unions
September, 1880	74	local unions
September, 1881	126	local unions
September, 1883	183	local unions
September, 1885	191	local unions
September, 1887	259	local unions
September, 1889	270	local unions
September, 1891	291	local unions
September, 1893	316	local unions
September, 1896	350	local unions
September, 1901	414	local unions
September, 1912	488	local unions
March 1, 1920.....	466	local unions

The membership of the International Union from 1879—reorganization period—up to August 1, 1912, is as follows:

1879	2,729	1896	27,318
1880	4,4-0	1897	26,347
1881	14,6-4	1898	26,460
1882	11,8-0	1899	28,994
1883	13,214	1900	33,955
1884	11,871	1901	33,974
1885	12,-00	1902	37,022
1886	24,072	1903	39,301
1887	20,536	1904	41,536
1888	17,399	1905	40,075
1889	17,555	1906	39,250
1890	24,824	1907	41,337
1891	24,221	1908	40,354
1892	26,678	1909	44,414
1893	26,538	1910	43,837
1894	27,828	1911	42,107
1895	27,760		

The foregoing does not include members who were traveling and held undeposited cards, nor 20c and 15c members.

The following includes 15c members:

1912	41,611	1916	*44,624
1913	41,453	1917	42,257
1914	41,206	1918	†34,760
1915	39,194	1919	40,276

*The big increase in 1916 and 1917 was due to the large influx of Class A members who gradually withdrew after the strike.

†The falling off in 1917 and 1918 was due to the war.

Strikes and Lockouts

The record of strikes and lockouts since 1912 shows that 960 applications for all causes were made, of which 938 were approved and 22 disapproved through constitutional channels. These applications involved 141,062 members. The applications approved involved 131,733 members, and those disapproved involved 9,329. The number of members entitled to benefits total 121,048, of which number 112,037 were involved in the approved applications and 9,011 in the disapproved applications. In the 960 total applications 57,941 non-unionists were involved.

The principal causes of the 938 approved applications were as follows: 633 for an increase of wages, involving 93,312 members, of whom 81,724 were entitled to benefits, and 85 against a reduction of wages, involving 9,368 members, of whom 8,477 were entitled to benefits.

Five hundred and twenty of these applications for an increase in wages were successful and 60 were compromised; 43 of the applications against a reduction of wages were successful and 6 were compromised.

During the period of 7½ years covered by this record the total expenditure for strike and lockout purposes was $585,655.23; of this amount $406,698.04 was expended during 1918 and 1919, and $285,387.92 was expended in 1919, or we have expended in 1919 almost one-half of the whole amount expended in the 7½ years.

The record shows a gratifying increase in the scales of prices in the last eight years, and in most instances with very little loss of time or expenditure of money. It shows that 483 unions obtained an increase in wages without a strike, the loss of time, or the expenditure of funds, and that in the last two years, out of 385 applications for an increase, 255 were obtained without a strike, loss of time, or expenditure of funds.

This was in part the result of abnormal trade conditions and circumstances prevailing in the whole economic field, and may not occur again in a decade.

STRIKE APPLICATIONS SUBMITTED.

	Approved.				Disapproved.			
	Difficulties.	Members involved.	Benefit members.	Non-members involved.	Difficulties.	Members involved.	Benefit members.	Non-members involved.
For increase of wages.....	633	93,312	81,724	43,906	10	8,464	8,220	473
Against reduction of wages.....	85	9,368	8,477	8,775	1	15	15	90
To reduce bill.....	30	1,133	0	6	1	25	0	0
For better stock and sanitary conditions, etc.	24	3,797	3,735	1,087	...	...	...	...
Jobs added, eliminated or changed	15	594	483	61	1	24	0	0
To change apprentice law.....	19	2,482	2,467	0	2	750	725	15
Victimization benefit	20	138	131	0	6	34	34	...
Sympathy strikes	9	7,685	7,248	2,063	...	...	...	...
Lockouts	10	2,340	2,252	967	...	...	...	...
To close shops.....	47	104	0	0	...	...	...	...
To maintain union shop.....	31	10,007	4,900	0	...	...	...	...
Against firm having work done in non-union shop	1	190	185	0	...	...	...	...
To reinstate members.....	3	46	45	0	1	17	17	0
Forced out by non-unionists.....	1	150	75	350	...	...	...	...
For organized shop.....	5	184	166	98	...	...	...	...
To force firm to observe laws....	1	14	14	0	...	...	...	...
To maintain bill.....	3	99	95	10	...	...	...	...
To organize packers.....	1	90	40	40	...	...	...	...
Total	938	131,733	112,037	57,363	22	9,329	9,011	578
Disapproved	22	9,329	9,011	578				
Grand total	960	141,062	121,048	57,941				

FINAL RESULT OF APPROVED APPLICATIONS.

	Successful.	Compromised.	Ended by members obtaining employment elsewhere.	Lost.	Not inaugurated on account of trade conditions.	Forced firm out of business.	No result reported.	Total.
For increase of wages.....	520	60	2	21	28	2	9	633
Against reduction of wages.....	43	6	5	27	2	2	...	85
To reduce bill.....	30	0	0	0	...	...	...	30
For better stock and sanitary conditions, etc.	11	4	1	5	2	1	...	24
Jobs added, eliminated or changed	15	...	...	...	...	...	...	15
To change apprentice laws.....	18	1	...	...	...	...	...	19
Victimization benefits	4	...	4	1	2	...	...	11
Sympathy strikes	5	...	...	...	4	...	...	9
Lockouts	3	...	1	4	...	...	2	10
To close shops.....	*6	...	...	...	...	1	40	47
To maintain union shop.....	10	...	4	12	3	2	...	31
Against firm having work done in non-union shop	...	...	...	1	...	...	...	1
To reinstate members.....	...	1	...	...	...	2	...	3
Forced out by non-unionists.....	1	...	...	...	...	...	...	1
For organized shop.....	2	2	...	1	...	...	...	5
To force firm to observe our laws.	...	...	...	...	...	1	...	1
To maintain bill.....	2	...	...	...	1	...	...	3
To organize packers.....	...	...	...	..	1	...	...	1
Total	670	74	17	72	43	11	51	938
Disapproved								22
Grand total								960

*Reopened.

The high cost of living and the determination to obtain wages sufficient to maintain the American standard of living, together with the inflation of our currency and the consequent depreciation of the purchasing power of the dollar, made our demands in most instances just and fair. The success of most of the unions in obtaining in some instances two and three increases and without leaving the factories was made doubly sure by the fact that about 15,000, mostly non-members, were on strike for three or four months in New York City, and from 1,000 to 6,000 or 7,000, for short periods in other places. The fact that the workers in all industries were generally employed at increased wages was helpful.

Where the unions abided by our own self-made laws by waiting until their applications were approved, and then met their employers through committees their demands for increased scales of wages were obtained in most cases without the loss of time or funds. In view of bitter experience gleaned through adversity in the past it is well to shape strike laws to fit any emergency, and unless we do so there will be a possibility of grave danger in store for us. Strike laws are made for the protection of the members in the International Union as a whole. One, two, or more local communities should not be permitted to create confusion, discord and damage, not only to themselves, but to the organization as a whole, by ignoring self-made laws. All institutions may live and prosper for a time because of favorable, abnormal circumstances and conditions, but no institution can successfully ride through a crisis under subnormal conditions and adverse circumstances unless it adheres to its own laws and maintains discipline.

I submit for your consideration the adoption of some fair and equitable method whereby all of the material facts in connection with strike applications can be placed before the members when voting upon strike applications. We demand the right to be heard, and a full exercise of free speech, and we can afford to concede it to others. No just cause need fear publicity and the presentation of material facts. Hasty strikes inaugurated before applications have been approved or passed upon, especially in subnormal times or periods of indus-

(*Continued on page* 36)

Utility of Auto Trucks in Retail Trade

In Greater New York the United Cigar Stores Co. Uses a Fleet Consisting of Six "Electrics" and Two Gasoline Motors—For Delivery Purposes the City Is Divided into Zones—Work Expedited—How the Numerous Stores Are Supplied—Convention and Quick Handling of Incoming Freight

The usefulness of the auto truck is made more evident every day. Especially, in these day of railway freight embargoes and retarded shipments by sea. In the tobacco industry auto trucks are used advantageously by growers, leaf dealers and manufacturers of tobacco, cigars and cigarettes. Also, serviceable auto trucks are being utilized more extensively in expediting deliveries to the retail trade.

From the big supply depot at the Bush terminal in Brooklyn, the transportation of merchandise to the numerous United Cigar stores in Greater New York is no small task. That stock in each United Cigar store in the Metropolitan district may be promptly and properly replenished, the company operates a fleet of six electric trucks and two gasoline trucks. The electrics make all the deliveries between the Brooklyn warehouse and the various stores in the city and in addition they haul the shipments between railroad stations or steamship piers and the warehouse. The two gasoline trucks make the Westchester County deliveries.

Not only do electric trucks bring to their owners the advantages of economy, dependability and long service that other electric truck owners enjoy, but they bring still another advantage, that of housing one's delivery equipment in the business building instead of having to maintain a garage elsewhere.

The United trucks are stored in the warehouse, garaging facilities having been provided at the shipping platform. The shipping department is on the 39th street side of the building, but instead of having a platform extending out over the sidewalk, it is built inside the building and the space between the edge of the platform and the building line is used for storing and loading the vehicles.

Under this arrangement considerable time is saved, for while the men of the shipping department are loading the trucks for the next day's deliveries, the men of the garage force are attending their mechanical supervision and are charging the batteries.

The advantages are obvious. Two necessary jobs are accomplished at the same time, and the trucks can get out on their routes the first thing in the morning. If they come back in the middle of the day for a second load it is possible to boost the batteries so that they can continue work right up to the last minute at night. If the trucks were kept elsewhere than at the shipping department, they would receive their mechanical attention during the night, and then, the next morning, although all ready to go out on the road, would have to stand in idleness while the shipping department loaded them.

The combination of loading and charging is a very great convenience and is one that can be enjoyed by every owner of an electric truck who has enough room within his building to shelter the vehicle. All he has to do is install the charging equipment. He will not have to pay additional insurance on his building, because the electric is not considered a fire hazard; and if he is a dealer in foodstuffs he need not be afraid of imparting an automobile flavor to his products, for the electric is clean.

The use of electric trucks by the United Cigar Stores Co. began in 1906 when a one-ton vehicle was installed. This experiment proved so satisfactory that another and larger truck was added late in the same year and three more were purchased in 1908. These trucks were in service between ten and thirteen years, being replaced during 1915 and 1916 by the six five-ton trucks now in service.

In order that all of the stores may be reached regularly the Greater New York territory is divided into zones. There are six of these zones, each of which is supplied in turn. On Monday the trucks cover the west side of Manhattan; on Tuesday deliveries are made in the Bronx; on Wednesday the central part of the city is covered; Thursday is Brooklyn day; on Friday the lower part of Manhattan is taken care of; and on Saturday the east side deliveries are made. Thus each store receives, once a week, its normal week's supply. In addition to this there is a rush delivery, the purpose of which is to replenish stocks that have had a larger run than usual. Through this delivery practically every store receives a second, and sometimes a third visit during the week.

In addition to making the store-to-store deliveries, the trucks carry out-of-town shipments to steamship piers and railroad stations, for the Brooklyn depot supplies all the territory east of Chicago. The trucks also handle a great deal of incoming freight, which they carry to the warehouse.

Courtesy of the *Edison Monthly*.

Economy and Speed Are Big Features of the "United" Delivery System

Courtesy of the *Edison Monthly*.

Electric Truck of United Cigar Stores Co. at Bush Terminal

In their regular work these six electric trucks, leaving the warehouse at seven o'clock each morning, make more last minute at night. If the trucks were than three hundred deliveries each day. The distance covered by each truck averages thirty miles, with maximum runs of forty miles. This, of course, is without boosting the battery. The forty mile run is usually made in Brooklyn when a truck has a comparatively short route to cover. After finishing a fifteen or twenty mile trip it will return to the warehouse and exchange bodies, leaving an empty one for one that has been loaded. Thus it will get out on the street with only a few minutes delay.

Basing expectations on the long service rendered by the first trucks, which, although no longer delivering cigars, are still on active duty for another owner, the United Company figures that the present electrics will be in operation at least ten years.

Brave Old Veteran Mustered Out

Peter Gabler, of Long Hill, well known throughout Connecticut as a cigar manufacturer, and a prominent member of Elias Howe, Jr., post, G. A. R., died at Bridgeport hospital Saturday night following an operation. Mr. Gabler had been ill about four weeks. He is survived by five sons, William A., of Oxford; Fred P. and Leo C. of Long Hill; Arthur, and Frank M., of New York City, and four daughters, Julia L., of Graffin, N. Y., Maude M. Wolf, of New York, Alice M. Peet and Mabel C. Dillistin of Long Hill, and five grand-children

Mr. Gabler enlisted in the Twenty-ninth regiment, New York volunteers, at the beginning of the Civil War, and participated in several battles, including Shiloh, the first and second battles of Bull Run, and Antietam. He was wounded at the second battle of Bull Run, but in spite of his disability finished his enlistment period with the Twenty-ninth regiment. He then re-enlisted in the Thirty-first New Jersey volunteers, with which organization he was connected until the close of the war.

Mr. Gabler settled at Long Hill in 1868, where he married Mary Ann Weidner. Soon after coming to Connecticut, Mr. Gabler began the manufacture of cigars, and won a state-wide reputation for his output.

He was also interested in politics, although he never sought public office. His broad knowledge of political affairs caused him to be sought out for advice on many local and state matters.

Diminished Dominican Tobacco Crop

A. W. Bickers, American Consul at Puerto Plata reports that continued hot and dry weather, prevailing for the past month or more, has made sad inroads not only upon the production of tobacco and cocoa, the two money crops, but also upon all crops of vegetables.

"On account of the low prices of tobacco in Santo Domingo in many cases, not over two cents per pound, many farmers will harvest and cure only the best of their crop, and this, in conjunction with a severe drought, just at the time when the crop was beginning to ripen, will materially affect the yield, so instead of a yield of 60,000,000 pounds or more this year, it is possible that not over 40,000,000 pounds will be brought to the local markets.

"The estimate for the cocoa crop continued to dwindle and against a yield of nearly 50,000,000 pounds last year, at present a crop of 40,000,000 pounds would be considered fortunate, though if ample rains do not come soon the yield will be much below this; also prices for cocoa are falling rapidly and the value of this year's crop will not be over 65 per cent of that for last year's crop."

Patents Recently Granted

The following patents recently were issued from the United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trademark attorney, Continental Trust Building, Washington, D. C., at the rate of 20 cents each. State number of patent and name of inventor when ordering.

1,339,577—Envelope for burning tobacco. Frank J. Roffeis, Helena, Mont.

1,340,716—Electric cigar-lighter, pipe lighter, and the like. Reginald J. Hamilton Hill, London, England.

1,341,139—Match-box. Frank J. Kristofek, St. Paul, Minn., assignor to Brown & Bigelow, London, England.

1,341,140—Match-box. Frank J. Kristofek, St. Paul, Minn., assignor to Brown & Bigelow, London, England.

1,341,295—Match-holding attachment for commercial tobacco-boxes. Albert C. Burtis, Mount Vernon, N. Y.

1,341,418—Tobacco-pipe. Alfred Dunhill, St. James, London, England.

1,336,228. Tobacco tin or box. Jacob M. Heasley, Pittsburgh.

1,336,233. Tobacco-pipe. James W. Ivory, Philadelphia.

1,336,393. Tobacco-pipe. Louis Suedmeyer, St. Louis.

1,337,724. Cigar-tip cutter. Charles Berberich, Waterbury, Conn.

1,337,999. (Cigar) box-lid support. Mike Cianovich, Maywood, Ill.

1,338,089. Tobacco mixture. Clark C. Nelson, Rocky Ford, Colo.

1,338,529. Cigarette. Johannes Richter, Lindenthal, Germany.

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JUNE 3, 1920.

THE HIGH COST OF STRIKES

Present troubles of importers here are illustrated by the bother and expense incidental to receiving 11 cases of cigars arriving in New York from Cuba, recently.

Because of the jam on the piers and the discouraging attitude of striking longshoremen, the importing company had to pay a truckman $50 to cart a light load a short distance. In addition, at a price, a bodyguard was demanded and obtained. Also there was a charge of $10 for "shunting" the 11 cases out of the freight jumble. If the importer had to pay $75 for service that ordinarily would have been "dear at $4," who can wonder why "the supremacy of the port" of New York is threatened?

What will happen if self-respecting business men are asked, for a considerable time, to submit to such extortion?

—

PRODUCTION AND TAXES

Internal revenue collections from tobacco from 1889 to 1898 averaged about $30,000,000 per annum. The Spanish war taxes were sesponsible for an increase to an average annual revenue of $56,000,000 for the next four years. From 1903 to 1916 there was a gradual increase from $44,000,000 to $85,000,000. In 1917, $103,000,000 was collected, in 1918, $156,000,000, in 1919, $206,000,000, while current monthly receipts indicate that approximately $300,000,000 will be collected during the fiscal year 1920. This amount is greater than the total receipts from all sources of internal revenue for any year prior to 1911 with the single exception of 1911. It exceeds the total receipts from customs for any one year prior to 1906.

It is interesting to recall that so short a time ago as 1890 the total ordinary disbursements of the U. S. Government were only $297,000,000. In short, the revenue from tobacco in 1920 will exceed the total annual expenditures of the Federal Government for any year in our history prior to 1891, except during the Civil War period.

The per capita revenue from tobacco taxes has increased from 33 cents in 1914 to $1.93 in 1919.

In 1910, the per capita production of cigars, counting only males 18 years of age or over, was 228 and in 1918, 207, a decrease per capita of 21. Cigarettes, however, increased from 290 per capita in 1910 to 1371 per capita in 1918, an increase per capita of 1081.

Based on total population, the production of cigars decreased from 74 per capita in 1910 to 67 in 1918. Cigarettes increased from 94 per capita to 443. Plug tobacco decreased from 1.89 pounds per capita in 1910 to 1.66 pounds in 1919, while smoking tobacco increased from 2.32 pounds to 2.45 pounds.

CONTINUOUS ADVERTISING

Says Roy Dickerson in *Printers Ink*: "There are three big essentials at the bottom of national business: 1. Labor. 2. Transportation. 3. Finance. There are heavy calls on labor, transportation and finance during nature's peak seasons, in the spring and fall. The crops must be planted, machinery be bought and labor hired in the planting and again in the harvesting season. Thus climate provides the peaks in nature. But many industries, which outside of those dependent on style alone have no particular climatic reasons for doing all their advertising in the spring and fall, have piled their advertising in at the same time when nature herself demands most of the fundamentals of industry. As spasmodic effort thus helped to build the peaks higher, the sales season was contracted; in clothing, for example, bargains were put on the retailers' shelves by the Fourth of July, as then there was more sales pressure to move goods quickly, wider gaps were left because of too much volume within a short period.

"Moreover, thoughts about advertising were changing at the same time in its development. It became a proved fact that advertising is far more than the mere force to put behind a bunch of merchandise to move it at a certain time. It became evident, and it was proved by consistent long-time advertisers that the force of advertising could put a man at the top of his line in the industry. Good will and institutional advertising came in for more attention.

"It can be demonstrated that in almost every industry the places of leadership have been obtained through some form of consistent advertising. A list of fifty leading advertisers, compiled from thirty-six publications, most of them leaders in their fields, shows that places of leadership are secured by the old standby, all-year-round consistent advertising.

"Continuity was the original principle of advertising, and apparently the leading advertisers have been getting back to it. Instead of concentrating all the force of advertising to move a big bunch of merchandise at peak seasons of the year, thus putting an extra strain upon labor, transportation and finance, firms that obtained a place of leadership through consistent advertising got preferential markets in all three of these fundamentals."

—

THE QUESTION OF THE HOUR

In an article in the *Review of Reviews*, explaining the workings of the Industrial Court in Kansas, Governor Allen says:

"I think the finest definition I have ever read as to the purpose of government is that of John Adams, who declared that the chief aim of government is justice. This is the chief aim of all our human relations. There is no reason why industrial controversies should not be subject to the rule of justice. There is only one source upon which we may depend for its impartial standard, for its dignified utterance, for its impartial administration, and that source is government.

"The question of the hour is as to whether this government shall be regulated by all the people under the safeguard of constitutional law or whether it shall be regulated by the hard-and-fast unionism driven forward by radical and un-American labor leaders. If moral principles do not exist in American institutions for the establishment of government over industrial warfare, then American institutions are doomed to failure."

—

In J. P. Manning's Opinion

Joseph P. Manning, president of the Joseph P. Manning Co., of Boston, is quoted thus in the *Manco Record:*

"I've made so many guesses in the past few years and found myself wrong that I hesitate to make any more. All I can say now, however, is that the manufacturers with whom I have talked all seem to feel that the peak of high prices is just about reached. They seem to believe that the limit of possible advances is here, or practically here. I am inclined to think they are right. I do not see how the cigar industry can expect to keep right on advancing prices indefinitely without seriously reducing cigar consumption. In fact, I would not be surprised if consumption has already been curtailed, or is commencing to be curtailed. I know that our pipe business for the past few months has been growing bigger and bigger. Last month we did the largest volume of pipe business in our history."

—

Country-Wide Tendency Toward Economy

Notwithstanding some recession in business, encouragement is to be derived from the growing resistance to high prices and the manifest tendency toward economy throughout the country, according to the market letter in the June Commerce Monthly published by the National Bank of Commerce in New York.

"Some recession in business is in evidence as a consequence of increasing transportation difficulties and of a reduction in public buying," the letter states. "Inability to make deliveries of materials because of railroad conditions has retarded turnover and prevented the releasing of an enormous volume of credit, thus accentuating the credit stringency. The closing down of plants has caused unemployment and lessened buying power in many sections. The volume of retail trade has been considerably reduced and cancellations of orders have been reported by some textile mills. In the New England textile industry this situation is complicated by recent wage demands of the workers.

"While in the retail markets there is a slackened public demand and a downward trend in prices, in the primary markets there are indications of under-production, tending to sustain prices. The relative strength of these two forces is not yet clear. The output of iron and steel during April shows to a marked degree the effect of the railroad strike. During April but 2,740,000 gross tons of pig iron were produced, a decrease of 636,000 from the March total. On May 1, capacity per day of furnaces in blast was 89,140 gross tons as compared with 109,585 gros tons on April 1. Steel ingot production during April totaled 2,638,305 gross tons, a falling off since March of 661,000 tons.

"The building movement continues to be retarded by rail embargoes, scarcity of money, excessive costs of material and by labor conditions.

"An extreme shortage of farm labor still continues, and this, in combination with a very late season, has served to delay all farm work and to lessen acreage planted. In most sections recent weather conditions have been more favorable for wheat growing than those which prevailed during April. Spring wheat seeding is not yet completed, but it is estimated that acreage planted will be from 10 to 15 per cent. less than that of last year. While it is yet too early to estimate acreage planted in corn, it is thought that this year's acreage will be relatively large. Droughts which were delaying cotton planting in the southwest have been broken, and some replanting will be necessary in that region. The eastern part of the cotton belt has been adversely affected by too much rain, but better weather of late has remedied that condition."

A Pennsylvania minister advises the members of his congregation who are afflicted with the tobacco habit to practice chewing gum, which will, in time, cure them of the loathsome use of tobacco. We infer from this that the prohibitionists are not going to proscribe chewing gum.

Indicated by the Adeta at the Frankfort Fair

German Cigarette Manufacturers Propose to Go After Foreign Business—They Claim That They Can Manufacture Cigarettes "50 Per Cent Cheaper Than Foreign Competitors"—Less Smoking Will Be Done in Germany—Protests Cause the Government to Be More Liberal in Allotting Permits to Import Tobacco—The Prosperous Factories in the Saar Basin—German Plans.

FRANKFORT ON THE MAIN, May 10.

The authorities of the International Fair at Frankfort, May 2 to 11, added a tobacco department to the various lines of manufactures exhibited to attract foreign buyers and to aid in establishing markets in foreign countries. The German tobacco industry as an exporter may seem a novelty, but the economic situation in which Germany finds herself fairly forces the seeking of foreign markets. The tobacco department will be a permanent institution of the Frankfort Fair. The space allotted to tobacco was oversubscribed and will have to be enlarged for the Fall Fair in October. In addition, an exhibit of subsidiary and auxiliary trades will be arranged in October.

Leading men in the German tobacco industry foresee a rather material reduction in the consumption of tobacco in Germany. The German people will be impoverished for the next fifty years. And, while working to pay off war indemnities amounting to untold billions, they will not have the money with which to buy cigars and cigarettes as in prewar times. Consequently domestic consumption is expected to drop. This declining tendency will be accelerated by higher taxes placed on tobacco products, effective since April 1. In order to keep up their establishments and hold their employees, German manufacturers will have to try foreign markets. Besides, the manufacturers must have foreign business in order to pay for the raw materials they buy in foreign markets, for otherwise they could not afford to use money earned in German business for that purpose.

Space at the Fair was reserved for German producers exclusively. German wholesale merchants, dealing in foreign products, were not admitted to the tobacco department, although they could have space as general exhibitors. As customary, the tobacco department of the Fair, too, has its own name. It was christened "Adeta," a contraction of Ausfuhrmesse Deutscher Tabakerzeugnisse (export fair of German tobacco products).

German cigarette manufacturers, in a statement given out, claimed that they can manufacture 50 per cent cheaper than foreign competitors. All they need is enough tobacco. Importation of tobacco had been restricted by the government, for the purpose of stabilizing the rate of exchange. The manufacturers, however, declared that while the government is restricting the import of raw tobacco and thereby cutting German manufacturers out of business, incidentally throwing thousands of German workmen out of work, Germans are paying higher prices for foreign cigarettes smuggled into the country. The manufacturers claim that one hundred times as much money is finding its way into foreign countries as payment for smuggled cigarettes as would leave Germany in payment for imported raw tobacco. Besides, they contend, the government would get duty on raw tobacco, while cigarettes are smuggled.

Germans point to the cigarette factories established in the Saar Basin by American and English money. This Saar industry was formed to dump cigarettes into Germany, without paying duty on them, say German manufacturers, for the invaders of the Saar Basin could not expect to sell their wares in France, a country having a state monopoly.

As a result of this "kick" German manufacturers have been receiving a more liberal supply of tobacco of late, at least they got permission to import a more liberal supply, which is not synonymous. For one needs money to buy imported goods. The "Adeta" is a scheme to show foreign buyers that German manufacturers can produce tobacco goods 50 per cent cheaper than any foreign competitor. Whether German cigarette manufacturers will be able to make good and to satisfy the taste of foreign consumers remains to be seen.

To Handle Foreign Mails

WASHINGTON, May 28.—It is proposed to erect a building in New York, near the Pennsylvania Station, for handling foreign mails at a cost of $6,000,000. An amendment making this plan effective was offered to the Sundry Civil Appropriation Bill today by Senator Calder. A letter was submitted from Postmaster General Burleson, in which he says in part:

"The general post office quarters on Eighth avenue, between 33d and 34th streets, New York, are very much overcrowded. It is the desire of the department to secure if possible a building that will provide for the Foreign Branch Station and at the same time relieve the general post office by transfer of certain work now being done there.

Fields Wants to Know Why

WASHINGTON, May 29.—Prices of loose leaf tobacco in the last eight months have been forced lower than the cost of production by the "tobacco trusts," Representative Fields, Democrat, of Kentucky, charged today before the House Interstate Commerce Committee, urging favorable action on his resolution directing the Federal Trade Commission to investigate tobacco manufacturers.

The American Tobacco Co., Liggett and Myers Tobacco Co., the R. J. Reynolds Tobacco Co., and P. Lorillard Co., were named by Mr. Fields as the "trust," but he said he was unable to explain the detail of their organization.

Mr. Fields said that although there was no overproduction in 1919, natural leaf tobacco is selling at the lowest price of the last ten years, declaring there had been no decline in the manufactured product.

Since last October, he said, the average price had declined from 46 cents to 6 cents a pound, which he asserted was the result of a well-planned effort of the big four buyers of tobacco in this country.

"Members of the Federal Trade Commission," Mr. Fields said agreed with him that "something is radically wrong" in the tobacco market and had indicated a willingness to proceed with the investigation on order from the House.

New Cigar Label Regulation

A new ruling, made by the Commissioner of Internal Revenue under section 3,397, decrees that all packages must have the name of the manufacturer, the number of the revenue district, the name of the state and the number of cigars contained in the package imprinted on the bottom of each box or package in connection with the present "caution" label.

It has been a practise among many of the smaller manufacturers to procure boxes bearing the factory district imprint of factories other than their own, and to procure printed labels bearing their own name and number, these labels being pasted over the original imprint.

Under the new regulation this practise will no longer be permitted.

KING EDWARD THE SEVENTH

Monarch of
Mild Havana Cigars

Made in 5 sizes, 10c and better.

This is the 10c foiled cigar.

Write for Full Particulars

Territory now being assigned.

Jno. H. Swisher & Son Newark, Ohio

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES

CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

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The Largest Tobacco Seed Growers in the World

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WILSON TOBACCO COMPANY

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Strips, Scraps and Stems — Samples submitted on request

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R. B. SEMPLE

LEAF TOBACCO

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T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

North Carolinians Win Freight Rate Victory

New Rates to Be Effective September 1

WASHINGTON, May 29.—Freight rate revision, sought by the Corporation Commission of North Carolina, was held by the Interstate Commerce Commission today to be justified because the present traffic charges were found to be prejudicial to North Carolina and preferential to Norfolk and Richmond. The commission prescribed new rate relationships.

The changes asked apply to rates between certain points in North Carolina and Norfolk, and Richmond on one hand, and points in South Carolina and the southeast on the other, and between the North Carolina points and Norfolk and Richmond, in another schedule and eastern ports and interior eastern points.

The commission ordered the new rates to be made effective on or before September 10.

Commissioner Eastman, who wrote the opinion for the commission, said the commission expected the defendant railroads to revise their commodity rate adjustment promptly in accordance with its findings in the questions involved in the original complaint. The record submitted by the North Carolina Corporation Commission was not sufficiently complete, he said, to enable the commission to prescribe a new commodity rate arrangement.

The reduction or revision of the rates as forecast in the decision puts the cities of Raleigh, Greensboro, Fayetteville, Wilson, Henderson, Goldsboro, Durham, Rocky Mount, Greenville, Oxford, Zebulon, New Bern, Washington and Tarboro on a parity with the cities of Wilmington and Charlotte and permits manufacturers, jobbers and tobacco dealers in these towns to do business on a competitive basis with the cities of Richmond and Norfolk. Wilmington and Charlotte did not participate in the fight because at the time the suit against the carriers was initiated they were enjoying rates distinctly advantageous to other North Carolina cities. This discrimination is wiped out by the order of the commission.

"It is an immense victory for every man, woman and child in the State," Col. Albert L. Cox, attorney for the State Traffic Association, said tonight. "By its decision the Interstate Commerce Commission has terminated the unjust practices for which North Carolina has suffered 42 years."

An example of the beneficial adjustment that is wrought by the order of the commission is cited by J. Howard Fishback, who represented the commercial organizations, as follows:

"The present rate from New York, first class to Virginia cities is 59½ cents to Richmond and 54½ cents to Norfolk; to Raleigh, Greensboro, Goldsboro, Rocky Mount, Henderson and Greenville and a large section of the State it is $1.20. There is, therefore, a difference at present in favor of the Virginia cities of 60 cents to Richmond and 65½ cents to Norfolk. The commission orders that new rates be established reducing the difference as between these North Carolina cities and Norfolk from 65½ cents to 30 cents and reducing the difference in favor of Richmond from 60½ cents to 30 cents. This illustrates the radical readjustment of the rates that the commission has made in correcting the unjust and discriminatory rates on freight which have been the bone of contention in this case."

Better Warehouse Facilities at Mt. Airy

MOUNT AIRY, N. C., May 28.—The ever-growing importance of Mount Airy as a tobacco market, the largely increased acreage of bright leaf tobacco in this section, and the need for additional warehouse facilities have influenced all the larger tobacco buyers here to make special preparations for the anticipated increase in volume of business next fall. The Export Tobacco Co. has leased for a term of years the lower floors of the Hennis block for the storing, sorting and packing of leaf tobacco in addition to their present quarters. Banner & Lovill have today taken over the Piedmont warehouse for the season, and will run this warehouse in addition to their own. The Imperial Tobacco Co. has rented the old Rucker Witten tobacco factory building on Willow street, for the storing and packing of their purchases in this market. Ed. Dixon, local representative of the Imperial Tobacco Co., is also negotiating for a large tract in the heart of the city whereon to erect needed additions.

There are now four tobacco warehouses in Mount Airy to take care of the leaf situation. Last year's crop approximated eight million dollars in Surry County.

Advice to Growers of Bright Tobacco

"Much interest is being manifested at this time in the production of bright tobacco. The price paid the farmers for the 1919 crop seemed very high to the man not familiar with the processes of production. The price for the 1920 crop will no doubt be influenced a great deal by the amount of tobacco produced. It seems likely that flue cured, or bright tobacco, will be produced in many sections this year where it has not been grown before. On the other hand the scarcity of labor will no doubt have some effect in curtailing the acreage. It is impossible to tell to what extent these forces may tend to counteract each other," declares J. C. Hart, assistant agronomist at the agricultural experiment station at Blacksburg, Va., in a recent communication to the *Southern Planter*.

"Tobacco is a crop requiring a large amount of hand labor; the amount of labor required for a poor, light crop being almost as much as for a good crop. This makes it necessary to use every available means to get the largest possible returns per acre.

USE RAFFIA

SAVE TIME

AND

MONEY

Prices on Request

THOMAS B. MEEHAN CO.

Direct Importers of Raffia

Dresher, Pa.

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

"It may be stated with reasonable certainty that much heavier applications of fertilizer than are commonly used would return handsome profits. Just where the point would be reached when too much fertilizer would be used, cannot be stated, but from results at the Chatham Sub-Station reported in Bulletin 221 of the Virginia Agricultural Experiment Station, it seems that a considerable increase over the amounts usually applied may be used to advantage.

"In this bulletin, the results from five years' test show an increase in proceeds per acre of nearly 40 per cent in favor of 1,400 pounds of 3-8-3 compared with 800 pounds of 3-8-3 fertilizer per acre, and 1,400 pounds of 3-8-3 per acre gave an increase of 976 per cent over the check or no fertilizer plat.

"In the succeeding crops the heavy application of fertilizer under the tobacco often gives an increase in yield of wheat or oats that will more than pay for the increased cost of the fertilizer. To make the best possible use of heavy applications of fertilizer, the land should be well supplied with organic matter, such as herd's grass sod, a rye fallow, or some other non-leguminous vegetable matter.

"Most farmers growing bright tobacco can probably use their stable manure to better advantage on the tobacco crop than elsewhere, as it improves both the physical condition and water holding capacity of the soil, and the plant food contained in the manure seems to be in the proper form to insure a smooth leaf which is easy to cure bright. Manure should be used in connection with a complete fertilizer and gives best results if applied several months before planting the tobacco.

"The greater part of the tobacco crop is planted on natural seasons, that is, after rains, but it is often necessary in order to keep the plants from getting over-grown in the bed, to plant on an artificial season. There are two-row, horse-drawn planters that give satisfactory results, but for the average farmer there is a small hand plant setter on the market that would probably be more economical. If water is convenient to the field fairly good progress may be made with these hand setters.

"When the plants have taken root, cultivators should be run between the rows, and the tobacco should be worked with a hoe to remove the crust and any young grass from around the plant. In subsequent cultivation, the dirt should be gradually worked up to the plant so that the plants will be on a ridge when the crop is laid by.

"Tobacco suffers from diseases very quickly under adverse weather conditions, especially when there is too much moisture and for this reason the rows should be laid off and the cultivation done so as to permit the surplus water to escape.

"On fields that are not too steep, the tobacco should be planted in check rows so that it may be cultivated both ways while the plants are small, and then reduce the amount of hand labor necessary to keep it free from grass and weeds.

"No fixed rule can be followed in topping tobacco, because of the great variation in the conditions which influence the height at which it should be topped. On land of medium fertility, from nine to ten leaves are usually left on each plant. Tobacco on land that is very fertile should be topped several leaves higher.

"It is usually the case in seasons that have been favorable to a vigorous growth of the tobacco plants up to topping time that the tobacco is topped too high, because when these favorable seasons are followed by dry weather, the plant is unable to carry to proper maturity as many leaves as the grower seems justified in leaving at topping time.

"On the other hand, tobacco that has grown to the topping stage under unfavorable seasonal conditions and has not made a vigorous growth, is apt to be topped too low, and when topping is followed by favorable weather, the plants have a tendency to grow coarse and rough. If harvesting is done by pulling the leaves instead of cutting, the plants should be topped several leaves higher.

"Tobacco should be topped as soon as the plant has the required number of leaves and there is space enough to break out the bud without injuring the top leaf. Topping should never be delayed until the blossoms appear.

"Suckers begin to appear in the axis of the leaves soon after the topping is done. These should be pulled by the time they are three inches long and should never be allowed to remain on the plant and become hard, as they sap the vitality of the leaf.

"Horn worms are a serious pest of the tobacco crop and while they may appear at any time after tobacco is set out it is not often that they cause much trouble until the tobacco has attained some size. Horn worms may be successfully combated by the use of powdered arsenate of lead applied with a dust gun at the rate of three to five pounds per acre. This may be applied either when the plants are dry or while the dew is on.

"No one should attempt to grow bright tobacco unless he has the necessary barns and storing house, or is pretty certain that he can have these built in time to take care of the crop, since bright tobacco cannot be cured and handled to advantage unless the proper curing barns are available and a good dry house for storing after curing."

A Moderate Acreage of Dark Tobacco

NEW CANTON, Va., May 28.—Tobacco growers in this section are conservative this year in their acreage, and only a moderate amount of dark tobacco will be raised. All fear the effect of the great slump in prices which came last February near the end of the selling season.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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C. N. Kan, President — Y. K. Kan, Vice-President
Cable: "Nanyang" — Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO

680 FIFTH AVENUE
NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

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Dealers in All Kinds of

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We Operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

MACLIN-ZIMMER-McGILL TOBACCO CO.

Established 1818 Incorporated 1914

Manufacturers of

PLUG, TWIST,
CUT PLUG,
BIRD'S EYE

FOR

EXPORT

ALSO

CIGARETTES FOR EXPORT

A large variety of brands
also
Trumps Cigarettes

Correspondence solicited from export houses.

Petersburg, Virginia, U. S. A.

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.

TOBACCO COMMISSION MERCHANTS

Tobacco Inspection and Warehouse Men

WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

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We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Tobacco Exports from New York

During the Month of April, 1920

	Leaf Tobacco	
	Dollars.	Pounds.
Azores	$ 410	806
Belgium	201,940	304,917
Denmark	3,583	10,236
Finland	8,410	18,689
France	119,066	349,981
Gibraltar	29,720	203,523
Italy	376,745	1,229,115
Malta	4,637	30,920
Netherlands	77,286	244,657
Norway	72,631	184,749
Spain	33,641	165,090
Sweden	341,768	914,735
Switzerland	71,000	141,300
England	3,385,464	4,279,429
Scotland	24,070	70,950
Panama	2,007	5,471
Mexico	70	200
Newfoundland	18,905	33,782
Barbadoes	1,170	3,269
Trinidad	23,631	44,346
Other B. W. I.	8,906	30,215
Da. W. I.	2,158	7,583
Du. W. I.	2,783	9,980
Fr. W. I.	4,637	17,517
Haiti	63,370	206,070
Brazil	4,009	6,882
Colombia	8,927	16,450
Br. Guiana	16,466	50,897
Du. Guiana	4,836	20,569
Fr. Guiana	1,574	4,779
Uruaguay	143	220
Venezuela	187	220
China	1,673,130	2,136,984
Kwan	129,913	179,875
Br. India	105	150
Japan	472,179	883,106
Australia	1,542,630	2,058,493
New Zealand	59,865	50,826
Philippines	7,755	4,965
Br. W. A. F.	316,087	923,982
Br. S. A. F.	4,894	4,022
Canary Islands	9,086	29,272
Fr. A. F.	60,668	189,357
Cameroon	37,218	94,879
Portuguese A. F.	10,703	30,404
Totals	$9,237,433	15,193,862

	Stems and Trimmings	
Gibraltar	869	5,794
Spain	615	7,698
Totals	$ 1,484	13,492

	Cigarettes	
	Dollars.	Thousands.
Belgium	$ 34,200	8,600
Denmark	23,135	6,975
France	9,360	1,250
Germany	20	2
Gibraltar	525	150
Iceland	150	25
Italy	787,440	315,175
Netherlands	56,960	28,005
Norway	9,900	1,975
Portugal	2,656	725
Spain	110	5
Sweden	1,385	200
Switzerland	1,994	925
England	893	276
Bermudas	2,328	442
Costa Rica	44	5
Guatemala	182	50
Honduras	58	10
Nicaragua	2,835	590
Panama	36,941	9,977
Mexico	99	25
Newfoundland	325	23
Barbadoes	195	66
Jamaica	8,000	3,395
Other B. W. I.	1,862	846
Cuba	3,217	665
Da. W. I.	3,111	771
Du. W. I.	964	336
Fr. W. I.	280	64
Haiti	12,317	2,555
Santa Domingo	8,667	2,164
Argentine	2,937	1,125
Bolivia	642	110
Chile	2,021	602
Colombia	551	141
Br. Guiana	364	101
Du Guiana	404	96
Peru	2,490	500
Uruguay	548	150
Aden	30,488	8,609
China	414,757	233,170
Br. Indies	429,025	197,200
Straits Settlements	139,124	89,135
Du. E. Indies	4,507	956
Japan	16,670	9,000
Persia	120,975	51,350
Siam	12,915	10,250
Turkish Asia	6,937	1,600
Australia	302	60
New Zealand	200	16
Philippines	2,625	550
Fr. W. Africa	15,000	3,000
Br. E. Africa	18,290	7,545
Canary Islands	25	7
Fr. Africa	547	107
Cameroon	75	25
Poland	33,725	20,798
Totals	$2,266,347	1,022,475

	Cigars	
Italy	$ 111,000	5,000
Netherlands	200	3
Portugal	95	5
Switzerland	162	2
England	140	1
Br. W. I.	60	5
Santa Domingo	110	3
Argentine	810	30
Chile	180	2
China	4,695	55
Hong Kong	990	16
Br. W. Africa	257	7
Br. S. Africa	384	5
Br. E. Africa	57	3
Egypt	400	20
Totals	$ 119,540	5,157

	Plug Tobacco	
	Dollars.	Pounds.
Gibraltar	300	1,000
Netherlands	13,200	44,000
Sweden	28,464	35,280
England	1,664	3,480
Bermudas	229	511
Canada	100	75
Panama	4,379	10,825
Mexico	277	482
Newfoundland	5,323	8,724
Barbadoes	2,132	4,210
Jamaica	94	145
Other B. W. I.	65	171
Cuba	7,062	17,138
Da. W. I.	201	480
Du. W. I.	1,733	3,810
Haiti	97	180
Santa Domingo	538	712
Argentine	2,022	3,567
Chile	447	785
Colombia	150	210
Aden	2,261	4,576
China	1,267	1,920
Br. Ind.	1,252	2,212
Straits Settlements	544	1,232
Japan	515	840
Australia	21,231	40,455
New Zealand	54,969	82,288
Canary Islands	1,832	4,300
Totals	$ 152,398	273,608

	Smoking Tobacco	
Belgium	11,055	24,125
Denmark	8,169	12,358
France	16	43
Germany	9	10
Gibraltar	6,623	54,362
Portugal	127	189
Sweden	8,262	9,008
England	8,918	9,937

(*Continued on page* 38)

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

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British Bankers Busy

"The determination of Great Britain to extend her control in all world markets leading to the East" is evidenced by the plans of her bankers to rehabilitate the industries of south-eastern Europe, according to a statement of the Guaranty Trust Company of New York in the latest issue of its fortnightly trade review, "American Goods and Foreign Markets." It adds that "with the world suffering from under-production, and at the same time from the enforced idleness of factories throughout Europe, the British method of setting the machinery in motion is not only constructive and far-sighted but of world-wide significance."

The group of British bankers who are to undertake this task is to be known as the Anglo-Danubian Association, its purpose being "to furnish the raw materials which these countries need under an arrangement which will insure their transformation into finished goods in the least possible time, thus shortening the term of necessary credit extensions."

"It is in grappling boldly with problems such as those raised by the dismemberment of Austria," says the Guaranty Trust Company of New York, "that British ability to organize foreign trade stands pre-eminent. The initial capital to be employed is not great, but the method is sound. Moreover, it is applicable not only to territories formerly Austrian, but to all parts of the world temporarily prostrate. It amounts in essence to shipping raw material to any point where manufacturing facilities are lying idle, retaining full control of this raw material through each stage of transformation, and deducting from the final sale price of the article a sum which might aptly be called a manufacturing commission payable to the factories that have assisted in the work."

Prosperous Fertilizer Companies

Only the freight situation prevents the fertilizer companies from engaging in the greatest activity. As it is, most of them are booked up to capacity for the balance of the year and far into 1921. The price-cutting wave has not hit the fertilizer business and the farmers in most sections of the country are in a position to buy more fertilizer than ever before and to pay more promptly than in seasons prior to the war. This is particularly the case with the prosperous cotton states, where planters are willing to improve their ground and spend money on fertilizers.

The fertilizer companies are making plenty of money and there is every evidence of prosperous years before them.

In point of 1919 earnings, International Agricultural Corporation is likely to show the largest balance for its $13,055,000 preferred stock in history. Its rock phosphate business has been proving very profitable. This company forms part of the Export Association formed under the Webb law, by which fertilizers are being exported to Europe.

Virginia Carolina Chemical Co. is expected to show nearly 24% earned on its common stock, after preferred dividends and taxes, which would mean the second best year in its history. The directors meet next month, and many interested in the company expect either an extra dividend beside the usual 1% quarterly on the common stock, or that the rate will be raised to 6%, or even 7%.

American Agricultural Chemical is expected to show earnings on the common, for its fiscal year soon ending, amounting to approximately 16%, after preferred dividends and taxes, which is double the showing of 1918-1919.

New Banks in North Carolina

CHARLOTTE, N. C., May 29.—New banks are being chartered and embarking in business in North Carolina in larger numbers than ever before. The small towns and even villages are being afforded local banking facilities, and in the cities new banks are springing up. The Bank of North Charlotte, authorized capital stock $100,000, has just been chartered to do business in this city.

At Laurel Hill, in Scotland County, the Bank of Laurel Hill, capital stock $50,000, has just commenced business. At McFarlan, in Anson County, the Bank of McFarlan, authorized capital stock $100,000, has been chartered and will commence business June 1. At Pilot Mountain, in Surry County, the Farmers' Bank, authorized capital stock $50,000, has been incorporated and is getting ready for business. By September 1 the old town of Washington, in the eastern part of the State, will have a new bank in operation, the Trust Co. of Washington, capital stock $100,000 having been incorporated for that purpose. The Cleveland Bank and Trust 000, has commenced business at Shelby. Co., with paid in capital stock of $125,

Smoked Out

Jim Jones—he was a candidate for office, so he was;
He'd been workin' long from daylight in the office-gettin' cause;
He'd heard about the salary an office-holder draws,
So he went out fer an office in the mornin'.

He brushed his old black beaver an' polished up his boots;
He got him twenty packages of Tampa-made cheroots;
An' they missed him from the village an' the neighborhood disputes,
Fer he went in fer an office in the mornin'.

But the office was a-comin' an' they told him for to wait,
The road was kinder crooked, when he thought it kinder straight;
But Jones—he kept a-swingin' on the office outside gate,
"Fer," said he, "I'll git the office in the mornin'."

Soon the votin' folks had smoked up all of Jones' fine cheroots,
An' the mud had worn the polish from his brogans an' his boots;
An' he lost his reputation in political disputes,
An' he never got the office in the mornin'.

—FRANK STANTON in the *Atlanta Constitution.*

Cameron Tobacco Company
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Manufacturers of
High Class Smoking Mixtures
"OUR LEADERS"
Eutopia--Jefferson--Kiltie Mixtures
PRIVATE BRANDS

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If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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BURLEY BRIGHTS G STRIPS SCRAP
LEAF TOBACCO
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1605-1607 Sansom Street PHILADELPHIA, PA.

Kentucky Tobacco Markets

Light Sales and Slow Trading

LOUISVILLE, May 28.—Only 217 hogsheads of tobacco were sold on the market here this week. This compares with 180, 482 and 81 for the corresponding week in 1919, 1918 and 1917, respectively. Rejections during the week were 34 per cent of auction sales.

Board of Trade Report

LOUISVILLE, May 28.—The Tobacco Board of Trade here reports as follows:

Tobacco Sales for the Week and Year to May 28

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year Jan. 1st, to Date
Turner	..	..	..	2,737
Kentucky ...	53	46	99	7,418
Main Street.	..	..	..	5,018
Planters-Farmers ..	64	..	64	6,005
Tenth Street.	14	8	22	4,575
Louisville ...	32	..	32	5,530
	163	54	217	31,283
Year 1919			180	34,288
Year 1918			482	43,105
Year 1917			81	34,138

Classifications of this Week's Sales.

	Old Crops.	1919 Crop.	Total.
Burley	95	87	182
Dark	3	32	35
	98	119	217

Classifications of Sales Jan. 1 to Date.

	Old Crops.	1919 Crop.	Total.
Burley	5,925	24,099	30,024
Dark	262	997	1,259
	6,187	25,096	31,283

Classification of Sales to Same Date in

	1919.	1918.	1917.
Burley	31,193	40,175	31,323
Dark	3,095	2,930	2,815
	34,288	43,105	34,138

Comparisons with Previous Years.

	1920.	1919.	1918.
SALES.			
Total sales of new crop to date	28,337	36,241	46,372
Sales of new crop to date. Original inspection...	23,331	31,237	42,306
REJECTIONS.			
Rejections this week ..... Burley 39 / Dark 16 / Total	55	37	63
Percentage of rejections to auction sales. Burley 29 / Dark 59 / Total	34	24	18
Rejections, Jan. 1 to date.... Burley 7,663 / Dark 278 / Total	7,941	6,125	4,789
RECEIPTS.			
Receipts this week.....	138	325	512
Receipts, Jan. 1 to date.	23,251	29,530	38,259

LOUISVILLE OFFICIAL QUOTATIONS—1919 CROPS

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Manufacturing
Trash, (green or mix.)	5 to 7	.. to 8	10 to 12	6 to 7
Trash, (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf, (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections.....	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

HELM GLOVER, *Secretary.*

A Rather Unsatisfactory Season Comes to a Close at Owensboro

OWENSBORO, Ky., May 29.—In a concluding market report for the season here, the Kentucky & Virginia Leaf Tobacco Co. says: "Tobacco sales over the loose floors closed here this week with total sales for the season and averages as noted.

"During the season of last year the sales totaled 44,423,505 lbs. Of this amount 42,512,495 lbs. were pryor at an average of $15.02, and 1,911,910 lbs. burley at an average of $19.19.

"Part of the reduced offerings over floors this season, to amount of about 5,000,000 lbs. are due to larger private purchases at country points throughout the Green River District.

"Unusual and unexpected factors made the market this season unsatisfactory alike to buyers and growers because of a steady decline in prices after first two or three weeks sales until close of market. Three important factors contributed to continued lower weekly averages, viz: Commoner offerings from week to week throughout the season; depreciated foreign exchange rates, and withdrawal from market early in the season of buyers of two large manufacturers. This latter feature we think unfortunate, and a possible hurt to loose leaf markets, when large manufacturers knowing their requirements fail to lend their help by distributing their purchases throughout the season."

	Pounds	Average
Sales of pryor tobacco this week.....	121,830	$8.92
Previously reported	30,420,605	15.16
Total sales of pryor tobacco to date.....	30,542,435	15.16
Sales of burley tobacco this week.....	12,745	11.81
Previously reported	2,176,000	24.20
Total sales of burley tobacco to date.....	2,188,745	24.06

Paducah Market Report

PADUCAH, Ky., May 28.—The movement of loose tobacco continued large for some weeks, but during the past day or two it has dropped off considerably, weather conditions encouraged farmers to resume work in the fields.

Prices continue about the same as they have been for several weeks. Sales have been large on the loose floors and chutes over the district, buying at the barn door has become more general and no doubt more tobacco was bought at the barn this week than any previous week during the season; practically all buying interests have their buyers in the field buying freely.

We estimate that 50 to 55 per cent of the crop has been sold and the greater part of it delivered. Tobacco has been in better condition of late than it was early this Spring. At the same time there is a good deal of mouldy and damaged stock showing up which is discriminated against. Most farmers have their tobacco hanging in the barns or in bulk in safe condition and it can be handled at any time. Indications are that the crop will not all move until very much later than usual.

The weather during the past week has been hot and dry, which has enabled farmers to do farm work and prepare and plant this year's corn and tobacco crops and they have made good progress during the week. We estimate that possibly 20 per cent of the intended crop has been planted, and during the next week we expect most of the crop to be set. Farmers are badly handicapped on account of the scarcity of labor and so far as this year's acreage is concerned it is difficult at this time to say what it may be, but we know it will be greatly curtailed.

W. B. KENNEDY.

Herbert Tareyton London Cigarettes

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"There's Something About It You'll Like"

Falk Tobacco Co., Inc.

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DEALERS IN LEAF TOBACCO

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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

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Samples Submitted to Jobbers.

The Tobacco Planters' Association

HOPKINSVILLE, Ky., May 28.—Having received its charter, granted under the laws of Kentucky, the Tobacco Planters' Association held its first meeting at Guthrie on Tuesday. There were present 28 delegates, representing all the counties in the dark tobacco districts of Kentucky and Tennessee. Officers were elected as follows: President, J. W. Usher, Mayfield, Ky.; general manager, Felix Grundy Ewing, Glenraven, Tenn; vice-president, W. W. Scott, Pleasant View, Tenn; secretary, J. W. Stovall, Adairville, Ky.; treasurer, B. M. Trabue, Pembroke, Ky.

For the Association the following directors were elected: Squire M. B. Tapp of Paducah, Ky.; Dr. D. E. Burrow, Kevil, Ky.; A. C. Jones, Cunningham, Ky.; J. W. Usher, Mayfield, Ky.; J. B. Swann, Murray, Ky.; A. L. Dorsey, Springfield, Tenn.; Polk Ewing, Clarksville, Tenn.; E. F. Miles, Cheap Hill, Tenn.; Dr. W. W. Scott, Pleasant View, Tenn.; I. C. Grubbs, Oakville, Ky.; Dr. J. R. Claypool, Franklin, Ky.; J. F. Justice, Pleasant View, Tenn.; G. Wash Bailey, Olmstead, Ky.; J. A. Pryor, Mayfield, Ky.; B. M. Trabue, Pembroke, Ky. Other directors will be added later. Several county representatives did not attend the meeting, but these counties have already expressed themselves as ready for organization.

Headquarters for the Association will be maintained at Guthrie.

An active campaign will be made to secure many more members for the Association and each member will be asked to pledge his tobacco for three years. Tobacco thus pooled will first be offered for sale in loose leaf condition. If no satisfactory price is offered, the tobacco thus pooled will be prized and stored until it can be marketed advantageously.

Owing to the lateness of the present season the twenty thousand contract forms for the growers were prepared to cover the tobacco to be grown during the years 1920, 1921 and 1922. The west Kentucky counties demanded that the unsold portion of the 1919 crop be included, and this was done.

The plan of sale is over the loose floor. If when offered there it does not bring a fair price it will be carried to prize houses and held in hogsheads for an advanced market. The loose floor is a new feature. The old association sold exclusively in hogsheads, but many farmers required a quicker sale.

The organization was delayed at first on account of the careful canvass that was made over the entire black patch. The last delay was occasioned by another organization having the same name as that contained in the first articles of incorporation, which necessitated a change from the Tobacco Growers' Association to the Tobacco Planters' Association.

The tobacco growers will participate in the affairs of the association by the election of precinct chairman in Kentucky and district chairman in Tennessee. These precinct and district chairmen will elect a county chairman and secretary and the county chairmen become directors of the association.

The association is incorporated under the laws of Kentucky, but a certified copy of its charter has gone forward to the secretary of state in Tennessee in order that it may legally do business in Tennessee.

Reports at the meeting showed that not more than from ten to twenty per cent of the 1919 tobacco had been marketed in west Kentucky, while in south central Kentucky counties and middle Tennessee counties not more than from fifteen to twenty per cent remains unsold, the amount varying. This refers to fired tobacco. The air-cured tobacco obtains a more general sale.

Greater Activity in Clarksville

CLARKSVILLE, Tenn., May 28.—The Clarksville tobacco market has shown more activity of late. The farmers were driven from their regular work by the heavy rains and they used their time and efforts to get their old crop out of the way.

Every day last week loose floors and rehandling houses were kept in a rush and then could scarcely obviate the congestion before Saturday night.

The loose floors held sales five days, disposing of about 250,000 pounds, while the rehandling houses received about 1,500,000 pounds. There is still a considerable quantity of the crop in the barn, some of it unstripped.

The prices during the week on the loose floors are reported to have been from $2 to $4 higher than the past few weeks. Lugs ranged from $5 to $8 and leaf from $12 to $30. A great deal of the low prices has been caused by the bad condition of the tobacco when delivered.

During the week a small acreage of the new crop was planted, but many farmers have not prepared any land nor have plants large enough to transplant, as their growth has been retarded by cold weather.

V. H. Dowlen & Co.

Leaf Tobacco Brokers
Dealers and Exporters

Home Office
SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

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ESTABLISHED 1907

LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS

THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

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Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

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Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

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GRAHAM-COURTNEY

MILD HAVANA BLEND

26 SIZES

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NEW YORK

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars.

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

A Civil War Scheme for Tobacco Taxation

The Idea of the Commissioner of Internal Revenue in 1863

Because members of Congress are so quick to think of taxing tobacco, whenever additional revenue seems to be required, interest may attach to suggestions made by a Commissioner of Internal Revenue at the time when this country was in desperate financial straits, in the middle of the Civil War.

In his report to the Secretary of the Treasury, in 1863, Commissioner of Internal Revenue Joseph J. Lewis, said:

"Among the luxuries not necessary to subsistence, and, therefore, usually selected by other nations as a peculiarly proper subject of tax, is tobacco. Our present excise bears very lightly on this commodity, and a larger tax would be, I think, very cheerfully borne without materially diminishing the production. In England the tax on every hundred pounds of unmanufactured tobacco, exclusive of warehouse duties, is seventy-seven dollars and seventy-two cents; on snuff one hundred and fifty-four dollars and sixty-four cents; and on manufactured tobacco two hundred and thirty-three dollars and thirteen cents; being on the last upwards of two dollars and thirty-three cents per pound. The objects sought to be attained by this mode of taxation were, doubtless, to raise as much revenue as possible from the importation of raw material, and to secure the profits of preparing it for consumption to the British manufacturer. It has been successful in both respects. The yield in revenue from this source for several years prior to 1861 averaged more than twenty-seven millions of dollars, while the manufactured article was, in great measure, excluded. For three years there were no importations of snuff, except eighteen pounds only, to Ireland, and the importations of manufactured tobacco, in all other shapes, ranged from two hundred and sixty-nine thousand to four hundred and twenty-eight thousand dollars only in value. In France the tobacco trade is a government monopoly; and while our exportations of the commodity in the leaf to that country are only inferior in amount to our exportations to Great Britain and Ireland, it took from us no more than twenty-nine pounds in three years, and the largest amount of manufactured tobacco exported thither in any one year was, in value, but seven thousand three hundred and seventy-one dollars. For many years our exports to France have varied from three-fifths to four-fifths of all the tobacco consumed in that kingdom. In 1862 they amounted to thirty-two millions three hundred and five thousand two hundred and forty pounds, at the average cost of eight cents and three-tenths of a cent per pound; and the net profits to the government, on the manufacture and sale of that product of American soil, was not less than thirteen million seven hundred and twenty-nine thousand five hundred and forty-eight dollars. Those profits have been estimated for several successive years, and been found to vary from four hundred and forty-seven to five hundred and fourteen per cent on the price paid to the producers. The restrictions and limitations with which this trade is clogged by foreign nations have been long unsatisfactory to our people, and, in the year eighteen hundred and fifty-nine, they became the subject of certain resolutions of Congress, protesting that they were wholly inconsistent with that fair and reciprocal condition of commerce which ought to exist between the United States and those nations; but the protest, so far as I have learned, has been unheeded. Under such circumstances it is well to consider how, in laying our excise duties, we may at once serve the purposes of revenue and protect our own manufactures. There seems to be no good reason why we should furnish the raw product cheaply to foreign nations on such terms as to enable them to tax it for their own benefit and to make it a means of stimulating their domestic industry.

"The diminished production, owing to the war, was far short last year of what it was in previous years.

"In 1860 it was, in round numbers, four hundred and twenty-eight millions of pounds. Last year it was only two hundred and eighty millions of pounds. This year, notwithstanding the extensive planting of the northern and middle States, the crop is estimated in the last report of the Agricultural Bureau, at only two hundred and fifty-eight millions; being still one hundred and seventy millions of pounds less than in 1860. While the domestic production is thus diminished, the foreign demand has been constantly increasing, and it will not be likely to be seriously affected by the difference in price which its exportation, subject to our excise on the raw material, will occasion. I therefore beg leave to submit the proposition that tobacco be taxed in the leaf in the hands of the producer, and that no drawback be allowed on its exportation in that shape, so that the cost to the foreign manufacturer may be increased to the extent of our excise. If any drawback is to be allowed, the proper policy of encouraging and sustaining our own manufacturer, against adverse legislation of a foreign government, seems to require that it shall be allowed, if at all, only on the manufactured article. The extent to which the allowance should go is a question of some nicety. The tax on

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We can suit the most exacting customers.

Write for catalogue and price list.

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HUMIDORS AND SMOKERS' STANDS

tobacco in the leaf, with all the stems on, might, I think, be fixed with advantage to the revenue, and without injury to the producer, at twenty cents per pound. A light tax, varying from five to ten or twelve cents per pound additional, might be imposed on the manufactured commodity. A drawback on this from ten to fifteen cents would give to the domestic manufacturer all the advantages he would desire in the foreign market, and would, in some measure, countervail the legislation of foreign nations to his prejudice.

"The imposition of the tax on tobacco in the leaf is further recommended by the consideration that, united with proper regulations for inspection, it will tend to defeat the fraudulent practices by which the government is now deprived of much revenue due from this source.

* * * * * * * *

"If in making your estimates of the needs of the government, it should be found that no considerable increase in the amount derived from internal duties is desired, I should think it a question worthy of consideration, whether some increase of tax on all luxuries, including even tobacco, would not be eligible, so that relief might be afforded to those interests that produce the common necessaries of life. If an increase of the tax on certain products of which the use is purely voluntary, and at the same time at least useless, would be attended by a diminution of tax on such commodities as contribute to the support, comfort, or enjoyment of the community, the propriety of the change would seem to be obvious. But if a large revenue is wanted to aid in sustaining the national credit and supplying means for the large expenditures incident to the war, the reason for the change would become invincible."

Commissioner Lewis, in his report for the fiscal year 1864 said, relative to the tax on tobacco:

"Apprehensions of difficulty in assessing tax on the leaf have been entertained, but, I think, without cause. Tobacco fields, even if the growers were disposed to concealment, could not readily escape the vigilance of assistant assessors, and assessments could be made of the product as it passed from their hands with much more facility and thoroughness than at any time afterwards. In England, according to the report of the commissioners of inland revenue, the duty on hops, which was made payable by the hop-grower, was, of all others, "the most easily collected, and in which frauds and evasions were the most rare." Our experience here as to tobacco would, I am persuaded, be similar to that of England in the article of hops, if the tax was laid on the grower; and much of the demoralization created by fraudulent contrivances to escape the tax, and of the expenditure necessarily incurred in efforts to detect and punish the perpetrators, would be avoided. A light duty on the leaf, accompanied by an ad valorem duty reduced below the present rates, would answer a good purpose, and by lessening the temptation to evasion would facilitate collections. Either measure would be an improvement upon the present law. I may add that there is a general concurrence of opinion among collectors and assessors in these views. In country districts, where tobacco is grown and manufactured into cigars by men of small capital, and the manufactured article sold in parcels of a few hundred, or less, the provision for stamping cigars is not productive of sufficient advantage to compensate for the trouble it gives to assistant assessors and the additional expense it occasions to the government. A retail dealer must, of course, destroy the stamp when he breaks the packages, and, in his hands, the want of a stamp is no evidence of fraudulent acquisition."

Outing of American Tobacco Co. Office Force

The fifth annual outing and field day of the office employees of the American Tobacco Co. in New York will be held Saturday afternoon and evening, June 5, at Duer's Pavilion, Whitestone, L. I.

Various sports are planned. Athletic events are scheduled as follows:

For Girls—Fifty-Yard Dash; Egg Race; Needle and Thread Race.

For Men—Fifty-Yard Dash (for boys under 18 years of age); Seventy-Yard Dash; 220-Yard Dash, and Two-Mile Combination Race.

Baseball—The American Tobacco Co. versus the American Cigar Co.

There will be plenty of refreshments; see appended

MENU

SOUP

Cream of Tomatoes with Rice

RELISHES

Sliced Tomatoes Sliced Cucumbers

FISH

Baked Blue

ENTREE

Prime Ribs of Beef, Mushroom Sauce

Vegetables

ROAST

Philadelphia Spring Chicken

SALAD

Lettuce

DESSERT

Ice Cream Coffee

Lucky Strike Cigarettes

Cigars

In the evening the Order of Dancing will be as follows: 1 Waltz; 2 Fox Trot; 3 One-Step; 4 Lucky Number dance; 5 Waltz; 6 Fox Trot; 7 One-Step; 8 Fox Trot; 9 Waltz; 10 Fox Trot; 11 One-Step; 12 Fox Trot; 13 Waltz; 14 Fox Trot.

Tobacco Stocks

	Bid	Asked
Am. Cigar, com.....	129	133
Am. Cigar, pf	80	86
Am. Mach. & Fdy.	130	150
Amer. Snuff	101	112
Amer. Snuff, pf	78½	87
Am. Sumatra Tobacco Co.	86	87
Am. Sumatra, pf	86	91
Amer. Tobacco	220	235
Am. Tob. pf new	87	89
A. T. Secur.	56	56½
Conley Foil (new)	25	27
Con Cigar	67	69
Con Cigar	79	81
Geo. W. Helme, com	160	168
Geo. W. Helme, pf	94	98
Imperial Tobacco	9	9¾
Johnson Foil	100	115
J. S. Young	125	135
J. S. Young, pf.	90	95
Liggett & M.....	130	160
Liggett & M B.....	135	160
Liggett & M pf	102	103
Lorillard, P.	135	137
Lorillard, P., pf	95	103
McAndrews & Forbes....	165	175
McAndrews & Forbes, pf.	80	90
Porto Rico Am. T.	115	130
R. J. Reynolds "A"	615	640
R. J. Reynolds "B"	500	510
R. J. Reynolds pf	100	103
Tobacco Products	67	67⅞
Tobacco Products, pf. ...	87½	88
United Cigar Stores.....	130	175
United Cigar Stores pf ...	100	108
United Drug	129	129¾
United Drug 1 pf.....	49¼	49½
United Drug 2 pf.....	100	...
United Retail Stores.....	76⅞	77¼

Notes and Quotes

Tobacco farmers are complaining tremendously about the quality, quantity and cost of such labor as they can procure—but not many are curtailing their acreage on this account. Very many of them are blindly "trusting to luck" to pull the crop through, but the probability is that the crop's quality and quantity will be an accurate reflex of the intelligent care or lack of it—that is given the weed during the growing season, and in the harvesting and curing. Tobaco is a fine plant, but a most sensitive and exacting one, and no half-way doings in its cultivation can produce a satisfactory leaf.—*Southern Tobacco Journal.*

Christian Stock of Heidelberg, a cigarmaker, has been appointed an Undersecretary of State in the German cabinet. Stock was born in Darmstadt; is the son of a cigarmaker, learned the trade and became chairman of the cigarmakers' union. He was elected to the National Assembly. Before he was appointed a member of the cabinet he had declined the office of Mayor of the city of Weinheim.

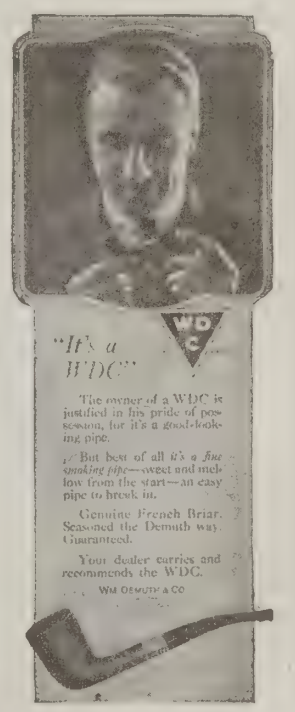
WDC Pipes keep one busy refilling cases.

Selling W D C Pipes becomes a game of "In Again, Out Again"—for a W D C display case is the latest perpetual motion machine. The door never stops swinging.

See that at least one of these cases is prominently placed in your shop. And be sure to have handy a liberal assortment of refills—you'll need them.

Then oil up your money box. It's going to be mighty busy.

Big ads, a miniature of which is reproduced here, are creating new sales for the pipe shop.



From the May 1st issue of the Saturday Evening Post.

WM. DEMUTH & CO.
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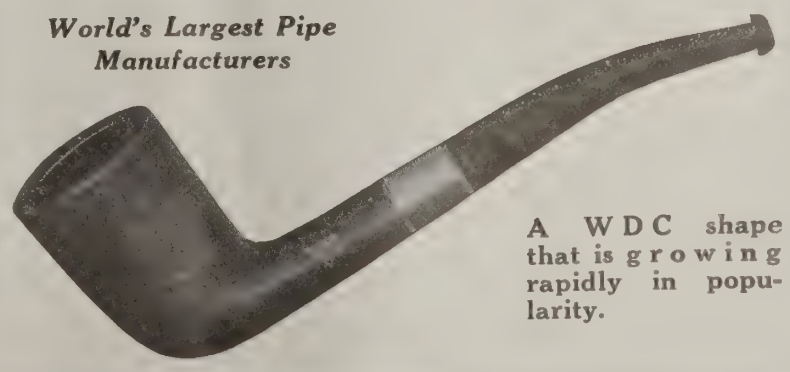
World's Largest Pipe Manufacturers



A W D C shape that is growing rapidly in popularity.

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

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AUTOMATIC MACHINE
For
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CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

Tobacco Companies Are Conservatively Capitalized

Investors Now May Obtain Returns Exceeding 12 Per Cent.

At current levels common shares of tobacco companies yield as high as 12.08%. Preferred shares are available to yield as high as 8.77%.

Revival of interest in tobacco stocks indicates a growing appreciation of the levels at which these shares have been selling in comparison with the stability of their earning power and dividends.

Apart from investment market conditions which brought about a downward revision in prices for tabacco shares, this class of securities has been influenced by the threatened increase in taxes proposed in the soldier bonus bill. It is estimated that the Government collects in taxes from the tobacco industry approximately $300,000,000, or more than 30% of the annual interest charges on Government loans floated since the war. These taxes are about 75% of the total investment in the leading manufacturing and retail tobacco companies which amounts to upwards of $400,000,000.

The American public, according to estimates of government officials, is spending at the rate of $800,000,000 a year for its tobacco. It would seem that at $400,000,000 the tobacco business of the United States was conservatively capitalized.

At the current level of 219¾, American Tobacco common, which pays 20%, yields 9.1%. The company has declared a dividend of 75%, payable in Class B common, August 1. The B stock is the same in all respects with the old common, except that it has no voting rights. Earnings in 1919 were equivalent to more than $16 a share on the common that will be outstanding after the stock dividend is paid. No announcement has yet been forthcoming concerning the dividend policy after the B is distributed, but if the dividend is at the rate of 12%, it would be equivalent to 21% on the old stock. Current earnings and outlook for business would seem to justify at least a 12% basis.

Seven leading tobacco common shares on New York Stock Exchange are available at an average yield of 9.4% and preferred shares at an average yield of 7.36%. Common and preferred shares may be combined to yield 8.44%, says the *Wall Street Journal.*

The following table gives high and low of current year and last year, current prices, dividend rate and yield:

	1920		1919		Current		
	High.	Low.	High.	Low.	Price.	Rate.	Y'ld.
American Tobacco	283	209	314½	191⅞	219¾	20	9.1
American Tobacco preferred	97¾	85¼	106	93⅜	89	6	6.74
American Sumatra	106¾	77	120½	73	87½	10	11.42
American Sumatra preferred	105	84	100	90⅝	*91	7	7.69
American Snuff	115¾	86	140	101½	99¼	12	12.08
American Snuff preferred	85	80	99	80	80	6	7.5
General Cigar	75⅜	58⅛	95⅞	47	62¾	6	9.56
General Cigar preferred	100	98	106	97	*100	7	7
Beneral Cigar deb	94¾	81	101	90	79¾	7	8.77
Lorillard	183¾	131¾	245	147¾	133½	12	8.98
Lorillard pf	110½	104	115	107	*104	7	6.73
Lig & Myer	206¾	160	250¼	195	*160	12	7.5
Lig & Myer preferred	110½	100	115	107	101⅛	7	6.92
Tobacco Products	95½	60¾	115	72⅝	67	6	8.95
Tobacco Products preferred	106	85	120	97½	*88	7	7.95

*Asking price.

PRODUCING GIGANTISM.

In a study of "Effect of the relative length of day and night and other factors of the environment on growth and reproduction of plants," W. W. Wightman and H. A. Allard, in the *Journal of Agricultural Research,* refer as follows to some interesting "preliminary observations" relative to tobacco:

"In 1906 there were observed in a strain of Maryland Narrowleaf tobacco (*Nicotiana tabacum,* L.), which is a very old variety, several plants which grew to an extraordinary height and produced an abnormally large number of leaves. As these plants showed no signs of blossoming with the advent of cold weather, some of them were transplanted from the field to the greenhouse and the stalks of others were cut off and the stumps replanted in the greenhouse. These roots soon developed new shoots which blossomed and produced seed, as did also the plants which had been transferred in their entirety. This very interesting giant tobacco, commonly known as Maryland Mammoth, which normally continues to grow till cold weather in the latitude of Washington, D. C., without blossoming, proved to be a very valuable new type for commercial purposes, but the above-mentioned procedure has been the only method by which seed could be obtained. The type bred true from the outset, and no matter how small the seed plant the progeny have always shown the giant type of growth when propagated under favorable summer conditions. It may be remarked at this point that inheritance of gigantism[1] in this tobacco has been studied by one of the present writers (2) and it has been shown that this character acts as a simple Mendelian recessive.

"On one occasion it was observed that seedlings of the Mammoth transplanted to 8-inch plots in late winter blossomed in early spring after reaching a height of some 3 feet and developed an excellent crop of seed. From this it was at first concluded that growing the plant under conditions of partial starvation would induce blossoming, but this idea proved to be erroneous. Repeated attempts during the summer months to force blossoming by subjecting the plant to conditions which would permit only limited growth were futile. On the other hand, it was found that seedlings grown in the greenhouse during the winter months invariably blossomed without regard to the size of the pot containing the seedling or the extent to which the plant was stunted by unfavorable nutrition conditions. The seedlings behaved, therefore, like the summer-grown giant plants which were transferred to the greenhouse late in the fall. Finally, it was observed that the shoots which were constantly developing from the transplanted roots of giant plants transferred to the greenhouse blossomed freely during the winter months, but as early spring advanced blossoming soon ceased and the younger shoots once more developed giant stalks. Obviously, then, the time of year in which the Mammoth tobacco develops determines whether the growth is of the giant character. During the summer months the plants may attain a height of 10 to 15 feet or more and produce many times the normal number of leaves without blossoming, while during the winter months blossoming invariably occurs before the plants attain a height of 5 feet. Naturally it became of interest from both a practical and a scientific standpoint to determine the factor of the environment responsible for the remarkable winter effect in forcing blossoming. It may be added just here that gigantism also has been observed in several distinct varieties of tobacco other than the Maryland—namely, in Sumatra, Cuban, and Connecticut Havana."

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Commission Merchant

LEAF TOBACCO and CIGARS

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MENDELSOHN & LEVISON

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LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Instructions Relative to Handling Inventories

Issued by the Bureau of Internal Revenue

WASHINGTON, June 1.—William W. Williams, Commissioner of Internal Revenue, issued today instructions as follows for the guidance of cigar, cigarette and tobacco manufacturers and dealers in leaf tobacco:

"1. Stamping Date of Receipt.—Each inventory and monthly report submitted by a cigar or tobacco manufacturer, or dealer in leaf tobacco should, immediately upon receipt by a collector, be stamped, showing date received, in the space provided therefor, at the upper right-hand corner of each form. If a monthly report is filed at a division headquarters, the date of receipt at that office should be stamped on each report so submitted. Monthly reports filed at the division headquarters must be forwarded to the collector immediately. The reason for stamping the date of receipt on these reports by the collector or his deputy is that the statutes require these reports to be filed on or before the tenth day of the month next succeeding that for which the report is rendered. Manufacturers and dealers should be urged to submit their monthly reports as early as possible after the close of each month and not to delay until the last day. Each person rendering a report at a later date shall be warned once that repeated acts of delinquency will be considered willful neglect and will result in report of the violation of law to the United States Attorney. A copy of the letter written in each such case should be transmitted to this office.

"2. Record of Receipt of Reports to be Kept by Collector.—Form 825 has been adopted as a record to be kept by collectors of the dates of receipt of reports and dates of forwarding of such reports to the Commissioner. This form is printed in three colors, white, light blue and salmon; white for reports of cigar manufacturers; light blue for reports of tobacco manufacturers; salmon for reports of dealers in leaf tobacco, and the record should be so kept filed in Kalamazet binder, Style A, which is the same binder as provided for Form 820. The names of the manufacturers and dealers should be entered in numerical, and not alphabetical, order, unassigned numbers being also recorded to such an extent as will care for all new registrants likely to be entered during the calendar year for which the record is kept. From that point on, the numbers in use only should be recorded, and the unassigned numbers omitted. New registrants after the beginning of the year, should be shown by entries in red ink in columns headed "Bond," "Statement" and "Inv.," and a horizontal line should be ruled across each month column to that column in which the first report is to be recorded; likewise when a registrant discontinues business, the record of the receipt of the closing inventory should be indicated by entry in red ink of the abbreviation "Inv." in the month column to the right of that for which the last report was rendered, and the balance of the columns similarly ruled. It will be noted that entries of two dates are required to be made, one of receipt of reports by the collector or his deputy, and the other, date of forwarding such reports to the Commissioner. The entry of the first named date should be made in the left-hand half, and the last named, in the right-hand half of each space. It is suggested that the keeping of this record will be facilitated, if a date stamp such as used in libraries, showing the month and day only and not the year, is used. Two such stamps might be used, with different colored ink, in order to show up readily omissions requiring attention. Factory numbers vacated by manufacturers discontinuing business permanently should not be reassigned during the remainder of the calendar year, except to successors in business at the same location. In such cases the successor's name should be entered above that of the retiring manufacturer. Dealers reentering business during the same calendar year should take their old numbers. The lowest numbers vacant from the beginning of the calendar year should be assigned to new registrants.

"3. Handling of Inventories.—The annual inventories of cigar and tobacco manufacturers, properly verified as required by law, and of dealers in leaf tobacco, shall, as to each class, be assembled in numerical order, and each class held together by use of "Acco" fasteners through the punched holes provided in the forms for that purpose. If desired, light manila card-board fronts and backs of the same size as these forms may be used. Separate files should be made where the number of inventories exceeds the capacity of a single "Acco" fastener. The proper transcripts from inventories of cigar and tobacco manufacturers should be made in Records 11 and 13 for the year past, and also in new Records 11 and 13 for the current year. No transcript from dealers' inventories will be required. When the required transcripts have been made, and they should be made at the earliest practicable date, the separate files of these inventories should be forwarded to the Commissioner. A missing inventory should be shown by insertion of an "Out" sheet bearing proper notation, and each missing inventory should be forwarded as soon as received. Opening inventories on Forms 70a, 70b, and 776 should be attached by pasting along the punched side in front of the first monthly return filed by the manufacturer or dealer; likewise closing inventories on the same forms should be similarly attached *back* of the final monthly report filed by the manufacturer or dealer. Care must be taken to see that final return is rendered for the period of the month to the date of closing inventory. If a closing inventory is received after the final monthly report has been forwarded to the Commissioner, the closing inventory after proper transcript thereof has been made in the case of manufacturers, in Records 11 or 13 should be forwarded with letter of transmital to the Commissioner, to be similarly attached to the report then on file at this office. Each inventory should be examined to see that it has been properly executed, before it is filed as herein required.

"4. Handling Monthly Returns and Reports.—After record of the receipt of monthly reports is made as hereinabove provided, each such report should be examined in order to determine whether the proper white Form 774 for each debit and yellow Form 774 for each credit entry has been submitted, and each such form has been executed in accordance with T. D. 2947 or 2957, as the case may be. Model Form 774 showing how these forms should be executed is enclosed. This form should be reproduced in collectors' offices and furnished to each dealer or manufacturer who is found not preparing his Forms 774 properly with the necessary

Cable "Quinto" P. O. Box 502

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

additional instructions to enable him to execute them in the proper manner in the future. Each dealer and manufacturer should be encouraged to fill in his registered name, the proper letter indicating his business, his number, the number of the district and abbreviation of the name of the State, by rubber stamp on Form 774. Common faults will be found in the omission of the letter "C" for cigar, "T" for tobacco, or "D" for dealer in leaf tobacco, indicating the business of the person receiving or shipping tobacco, the omission of the registry number; also failure to supply complete abbreviations for the district under the head of "Dist." It is not sufficient to supply the number of the district only, but the abbreviation for the State must be shown. Each white Form 774 covering receipt of tobacco must show the date of receipt *of the tobacco,* filled in in the space provided at the right of the form. No abstracts of Forms 434 and 435 shall be made from the new forms of reports of dealers submitted for the month of January, 1920, or thereafter. Forms 434 and 435 as well as Forms 681 and 682 become obsolete when the abstracts from reports for 1919 are completed. No checking of transactions between dealers and manufacturers in the same district commencing with reports for January, 1920, shall be made in collectors' offices. The transfers of tobacco material by dealers and manufacturers will be checked in this office by means of a card punched for each debit and credit item. Collectors must see that dealers and manufacturers are instructed thoroughly in regard to the execution of their reports and accompanying Forms 774 and comply faithfully with the instructions in the future. Manufacturers' and dealers' attention should be called also to the requirements in regard to attaching to the *back* of the report forms, the white Forms 774, in order of the date of receipt of tobacco, followed by the yellow Forms 774 in the order of shipment or delivery of tobacco material by them, corresponding with the entries in their revenue books. The attachment of Form 774 should be in accordance with the instructions, by means of "Acco" fastener, brass fasteners, with wire or cord (which should be securely tied), through the punched holes provided for that purpose, to insure no such voucher becoming detached or lost. Pins and paper clips should not be used. In order to prepare monthly reports for transmission to this office, these forms may be folded to the size of the Forms 774 which are attached thereto, reports of each class being then wrapped separately with cord and tied and placed in a card or fibre-board package which, if sent by mail, must not weigh in excess of four pounds. These monthly reports should be forwarded each day, as received, examined and found to be properly prepared. Each such package forwarded to this office should be addressed "Commissioner of Internal Revenue, Washington, D. C.," and marked "Tobacco Reports." No letter of transmittal listing the reports will be necessary, but when all the reports have been finally forwarded, with the exception of those held for correction, this office should be advised to that effect and furnished a list of the particular reports held and the month or period for which rendered. No abstracting from monthly returns of manufacturers should be made in Record 11 or 13 before they are forwarded to this office, if to do so will delay their transmission. Where abstract is made without delay of transmission of monthly returns, the word "Abstracted" should be stamped or written in the upper left-hand corner of each such return. The reports of manufacturers will be returned to collectors. Abstracts will then be made in Records 11 and 13 in cases where such entries have not been made previously.

"5. Application for Permit for Transfer of Material.—Forms 712, applications for permits received from manufacturers, should be withdrawn from the collectors' files at the close of each month, and forwarded to this office, wrapped, etc., as instructed in regard to the monthly reports. They should be withdrawn and wrapped in the order in which they should be filed by the collectors, that is, by factory numbers and in respect to applications of the same manufacturer, in chronological order, the latest being added to the back of the file. The applications covering reports for the month of January, 1920, and thereafter should be forwarded.

"6. Stamp Order Forms, 168, 172, 173, 485, and Customs Catalogue 3493.—The stamp order forms mentioned, received from manufacturers, should be withdrawn from collectors' files at the close of each month and forwarded to this office. The forms should be filed in the same manner as indicated in preceding paragraphs. Instructions in regard to withdrawing and wrapping, contained in preceding paragraph should also be observed in respect to these forms.

"The instructions herein contained supersede those embraced in Mims. 919, 949, 979, 980, 993, 1058, 1190, 1204, 1216, 1278, 1295, 1319, and 1517."

Getting the Idea

1. Obey the law—of the land, of health, and of justice.

—

2. It may be true that the American youth of today will say things that his father didn't dare say. But maybe the young chap of today is more honest and more bravely outspoken than his dad.

—

3. We are bidden to be of good cheer—not in streaks, but all the time.

—

4. Fill your life so full of happy, helpful, useful interests that there will be no time for grouch, gloom, or complaint.

—

5. When you get *to pity yourself* you are in a bad way. Go to see the doctor. Ask him to give you a tonic. Self-pity is mighty weakening.

—

6. The stingy man is a *poor receiver* for the simple reason that a clenched fist isn't ready to benefit by what is waiting to drop into it.

—

7. Don't make the mistake of extending credit *to anyone* unless you know the customer's ability and willingness to pay. There is no sense in doing business at all if it is done at a loss.

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

Banco Español de la Isla de Cuba

HABANA

Establecido el año 1856. Capital: $8,000,000 en oro.

Depositario del Banco Territorial de Cuba

Realiza toda clase de operaciones bancarias y se hace cargo del cobro de giros, cupones, rentas, etc.

Sucursales y Corresponsales en todos los pueblos de la República.

THE OLDEST BANK IN HAVANA

Banco Español de la Isla de Cuba

because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

EMBLEMS OPORTUNOS

PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

Chicago Will "Cash in" When the Elephant Comes

G. O. P. Convention Expected to Boost Cigar Sales—"Antis" Would Prevent Women from Smoking Cigarettes in Public—Lucy Page Gaston Gives Support to Alderman Adamoroski's Proposed Ordinance—Canton Tea Gardens Will Be Chicago's Most Luxurious Chop Suey Resort—Henry Allen Becomes Manager of the Cigar Department of the Hamilton Club—On the Trail of the Salesmen.

CHICAGO, May 28.—Greater business in sight. Cigar dealers are counting on largely increased trade when the elephant comes to town. The G. O. P. convention will bring visitors by the thousand to Chicago and it is hard to estimate the number of fine cigars that will be smoked by those who assist in nominating the Republican candidate.

The "Antis" are busy again. Support of Alderman Max Adamoroski's proposed ordinance to smoking by women in public places was pledged this week by the League of Cook County Women's Clubs at a meeting in the Fine Arts Building. A resolution presented by Lucy Page Gaston read in part: "The cigarette habit has assumed alarming proportions, among women and girls, as well as among men and boys, thereby menacing not only the well being of the individual, but threatening serious race deterioration." Miss Gaston declared that "if 95 per cent of the women as well as the men become smokers there will be no element left in society to maintain the single standard of virtue." She believes that, "if necessary, the men themselves would dispense with the cigarette in public in order to safeguard women." The resolution, which was unanimously adopted, will be presented to the various women's clubs of the city and state for adoption.

The Best & Russell retail stores have large window displays of White Owl cigars now retailing at 10 cents.

Beeman's gum has advanced to 6 cents the package.

Florence Couthone has given up the cigar department in the Morrison Hotel Drug Store. The National Drug Co. now operate the entire store.

The 8-cent Hershey chocolate bar has advanced to 10 cents and the 16-cent size to 20 cents.

Al Spellman of the San Telmo Cigar Co., Detroit, has returned to Chicago after spending several weeks working the Ohio trade. "Everybody was glad to see him back."

Ed. Wodiska, head of the Havana Production Co., Tampa, New York and Key West, has left for Cleveland, Memphis and Tampa.

Ruhstrat Crowley Co. will distribute El Gallo brand.

Fred L. Wells at his main store, Jackson and Wells street, has a large window display of six sizes of Romeo Garcia cigars. The 15-cent King size in cans is moving fast.

Monroe Cigar Store in the Tribune Building has a fine window display of Perfecto Garcia & Bro. brand.

The Hamilton Club features Rosa de Mayo from Garcia & Vega, Hamilton Club made by Marcelino Perez & Co., Armas Del Casa from M. Saks & Co., Lucius, La Venga, Tom Palmer and a full line of imported cigars.

The new retail price of Beech-Nut gum is 7 cents.

Joan of Arc cigars have jumped to 10 cents and the list price is $73.00 to the dealers.

Headline cigars made by P. Lorillard Co. are now 6 cents; 5 in foil for 30 cents.

Jacob M. Rosenberg is back after spending two weeks in Kansas City, his old home.

B. M. Torrence, head of the Melachrino sales force in the Middle West, has returned to his Chicago headquarters from Minneapolis.

A. Kohlenbrener has been transferred from St. Louis to the Minneapolis office of M. Melachrino & Co. He was in Chicago on Monday.

In the Chicago newspapers are seen the ads. of Murad, Herbert Tareyton and Camel cigarettes; also ads. of Flor de Melba and Salome cigars.

E. W. Sholty, Jr., is a new man on the retail sales force of store number twelve of Albert Breitung. While new in the game he is catching on well and is a big assistance to manager Paul Foerster.

Wm. White, the boy who designs all the window displays for the twelve stores of Albert Breitung, has just returned from his vacation.

"Teeth are like verbs—regular, irregular and defective."

Says Charlie Daly, the popular manager of the busy Wengler & Mandell retail store, "It's no wonder cigars have gone up in price. I used to pay 5 cents a pound for old rags for cleaning purposes. Now I have to dig up 20 cents a pound. In keeping with advances in other lines the increase in cigar prices is not so bad."

J. Meyer, wholesale cigar and tobacco jobber of Waukegan, Ill., will distribute Romeo Garcia cigars in his territory. The opening order is now on the way.

Art Larson, cigar department manager at the Hotel Sherman, reports business good. At present Cuesta-Rey cigars are displayed in the lobby display case.

Nathan Fox & Co. are out of all sizes of the well-known Lozano cigars which they job to the city trade.

The jobbing house of E. Hoffman Co. reports business very good. This firm is a large handler of the cigars made by the Consolidated Cigar Co. and have been very lucky in getting in some large shipments lately.

Frank Cohn says: "Don't boast of what you can do unless you are willing to take off your coat and make good." Well, Jerry Clancy has his coat off all the time and this son of Erin is setting a hot pace for other store managers.

Alderman Adamowski has asked the City Council to pass an ordinance prohibiting smoking in public by women. In the large cafes and hotels smoking by women is not uncommon.

The Bignold Drug Co. has opened a store at 47th and Cottage Grove avenue. This location had been rented by the A. Schulte chain, but for reasons it was decided not to open it as a cigar store there.

A large ad. of Lewis' single binder

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

cigars now appears in the Chicago papers. Iwan Ries & Co. are the Chicago distributers. Single Binders retail at 8 cents, 2 for 15, and come packed in foil "pocket humidors" of 5.

The Canton Tea Gardens Co. is erecting a three-story building at the southwest corner of Van Buren and Wabash avenue, that will cost $200,000. Oriental fixtures and furnishings will cost $150,000. The lease, which runs for thirty years, will aggregate $1,500,000 including taxes and insurance. When completed the Canton Tea Garden's will be the most attractive thing in Chicago chop suey cafes.

Along comes Pat Gnoski, who has his cigar store at 186 No. Wells street, with this: "For spring fever the favorite time tried and fire tested remedy is a fishing pole and a can of bait." Patrick is one of Chicago's crack fishermen.

Al Spellman has left again for Cleveland to cover the jobbing trade for the San Telmo Cigar Co. of Detroit.

Another salesman to depart was Robert Ellis, who represents Sanchez & Haya. He has gone to his home in Cleveland, where he will remain until the Tampa strike is settled.

Congratulations are being handed L. Hollingsworth, the popular manager of of the Borland Building store of Albert Breitung. "It's a fine young lady that arrived at Holly's home."

Harry Allen, a well-known cigar man, who until recently was with H. M. Schmerhorn Co. as manager of their store at Dearborn and Monroe streets, is the new cigar manager of the Hamilton Club.

K. B. Cuesta, of El Rey Del Mundo factory, Havana, Cuba, is due to arrive here before the week is out.

L. Tabak & Co. conduct a growing jobbing business on the northwest side. Their headquarters are at 4829 North Kedzie avenue. They feature the King Philip clear Havana brand.

E. P. Oakes, the Ashland block cigarist, has just received a large shipment of high price humidors from Wm. Black & Co. of New York.

White Owls have advanced to $73 less 2 per cent and now retail at 10 cents straight.

Robert Stein is no longer connected with the firm of Stein & Simon, 13 So. Clark street. Louis Simon has taken over his interest.

O. D. West, president of C. C. Taft Co., jobbers and retailers of Des Moines, Iowa, visited Chicago a few days ago.

Tom Gray of the Havana Production Co., Tampa and Key West, was a welcome caller.

The Harom Cigar Co., 115 So. Dearborn street, is now featuring the Watt cigar that retails at 3 for 25 cents. A full window display helped to introduce the brand to their customers.

The Eby-Loser Co., wholesale grocers of Aurora, Ill., has just closed a deal to feature the Romeo-Garcia brand of mild Havanas in 8 counties. They have a large force of salesmen.

Phil Bluestein is doing well with the King Phillip brand. He has it placed in a great many stores and "it sure is repeating." H. L. H.

Canada and the English Tobacco Market

Within the last few weeks there has been unusual activity in the English tobacco market. Perhaps the most important bid for trade was made by the Canadian Department of Agriculture, whose chief tobacco expert, F. Charlan, has called on many important London firms with the view of pushing the claims of Canadian tobacco. Mr. Charlan's mission is chiefly one of inquiry. It is stated that on his report will depend any future action in Canada with respect to competition in the British and French markets. During the last four years Canada's tobacco product has increased six-fold. This, it must be borne in mind, was not due to home consumption, but rather to a temporary inflated trade based on war demands. The figures speak with unwonted eloquence. The Canadian yield of 5,943,000 lb. in 1916 rose to 27,379,000 in 1919, and the exports, amounting in value to 730,897 dollars in 1916-1917, rose to 5,394,000 dollars' worth in 1918-19. Of these amounts Great Britain took 633,144 dollars' worth in 1916-17 and 3,163,921 dollars' worth in 1918-19.

One does not require to make a very close investigation to be convinced that the abnormal demands for tobacco and cigarettes during the war accounted for the trade done with the Dominion by Great Britain, then her best customer. But the average man may consider this increase ephemeral, and be convinced on the extraordinary circumstances that even Mr. Charlan's "follow up" may not avail a great deal unless he can offer a quality of tobacco that will compete with the popular growths already in the market. Whatever may be the opinion, however, on this side of the Atlantic, the Canadian view appears to be optimistic with respect to the Dominion tobacco future. The *Canadian Gazette* states that "leaf tobacco of a very superior grade and admirably adapted for British markets has long been grown in Canada, but its merits have not heretofore been placed before Old World buyers." If the quality is of so high class a character such diffidence on the part of Canadian exporters is nothing less than surprising. Further, if the Canadian product is "admirably adapted," it seems inconceivable that it should have been overlooked by British importers. However, shy as the Canadian Department of Agriculture apparently has been during all these years of the production of a superior article, it will find that this is not a disqualification in the British market—in which the best is tobacco, as in all other commodities, is bound to make its way.—*Tobacco* (London).

American Sumatra's Growth

The strength in the tobacco stocks, based on recent development in the industry, has been shared by American Sumatra Tobacco, which has made up practically all of the decline that it sustained on the announcement of a new issue not to exceed $6,564,000 of five year 7½ per cent sinking fund convertible gold notes. Julius Lichenstein, president of the corporation, is in Europe on business, and some developments in connection with the Sumatra's expansion are anticipated on his return. The corporation's fiscal year does not end until July 31, but a tentative audit of its books for the first eight and one-half months of the year shows net profits of $3,126,661 before taxes, which officials of the company say, is a very conservative estimate and that the year's total, after a liberal deduction for taxes, will be in the neighborhood of $22 a share for its common. The fact that American Sumatra has been unable to fill all of the orders it has received and has been obliged to make an apportionment of its merchandise among its customers leads officials to the belief that the facilities to be provided by the new financing just announced will be very useful during the next year.

A Centenarian Who Smokes

Benjamin Keyser of Ridgefield, N. J., invited his friends in Friday, passed the cigars, danced some jig steps just to show how spry he is and then called the roll of three generations of his descendants. On reaching the age of 100 years, Mr. Keyser hasn't a bald spot on his head, doesn't wear glasses and clings religiously to an old pipe. His memory is still good. He can recall the days when he used to enjoy a snifter or two, he told the boys and girls of 40 and 50 who gathered about his knees. One of the children at the birthday celebration was his seventy-year-old son George of Rutherford.

There were twenty-four great grandchildren to felicitate him. Among the grandchildren are Frederick K. Hopkins, the town attorney of West Hoboken, and Percy Hopkins, a former councilman, warden of the County Hospital. Mr. Keyser told the children to watch out for their health, but for them not to worry about his for another decade or so, when, he says, it is quite possible his eyes may begin to dim a little and his hair become thin.

Drawback for U. S. Tobacco Co.

WASHINGTON, D. C., June 2.—The Treasury Department announces the allowance of drawback on cigarettes manufactured by the United States Tobacco Co. of Richmond, Va., with the use of imported cigarette paper.

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

The Real Independent Factory in Havana
"PARTAGAS"
The World's Standard Cigar
Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba
ROBERT E. LANE
General Representative for United States and Canada
70 Trinity Place New York

A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA.

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

HIJA De JOSE GENER
HABANA, CUBA
Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
VALERIANO GUTIERREZ, Sole Representative in United States and Canada
Bowling Green Building, 11 Broadway, New York, U. S. A.

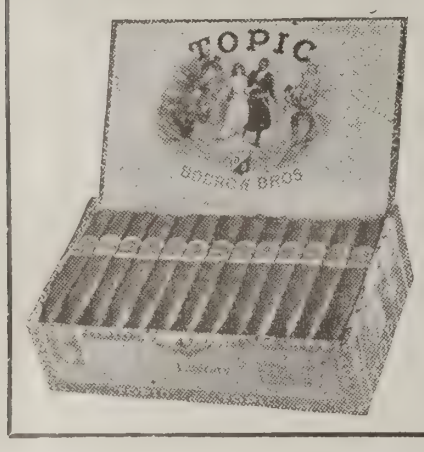
HAVANA CIGARS
ROMEO
Y
JULIETA
The Leader in All the World's Markets
U.S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

THE MASTER MILD SMOKE

CRESSMAN'S COUNSELLOR CIGAR

ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

The Topic of the Day



TOPIC
MILD HAVANA CIGAR
MADE IN 4 SIZES
Classic Size, 13c., 2 for 25c.
Senator, 15c. Straight
Corona, 15c. Straight
Delmonico, 3 for 50c.
Foiled Wrapped
A Mild and Pleasing Smoke
BOBROW BROTHERS, Inc.
Mfrs.
PHILADELPHIA, PA.
Makers of Famous "Bold" Cigars

Most Value *Most Quality*

LA AZORA
MOZART
LOVERA
HARVESTER
CASTELLANOS
EL SIDELO
DUTCH MASTERS
NEW BACHELOR

CONSOLIDATED CIGAR CORPORATION
NEW YORK CITY

Improvement of Trade Reported in Philadelphia

Manufacturers Find It Easier to Obtain Help—Railroad Shipments Can Be Made More Promptly—Still Trying to Solve Problems Incidental to the Cigar Box Shortage—"Joe" Carlisle Is Enthusiastic Over the Showing Made at the T. M. A. Convention—The New Financing of the Bayuk Bros. Co.—The Post Co. Now Has One of the Finest Cigar Stores in the Quaker City—Firms Numbered Among the Real Old Timers—Thieves Get Away with $1,000 Worth of Cigars from Murphy Bros.—Bandits Take $300 from I. J. Abrahamson's Cash Register—Robbers Visit J. H. Liefield—A Busy Week.

PHILADELPHIA, June, 1920.—Manufacturing and distribution obstacles arising from contentious employees, congested railroad traffic and shortage of supplies and of boxes are steadily being surmounted, and just as those who have applied themselves to the proposition of costs see close at hand if there is not already here the very peak of prices, so too, in the clearer vision and greater confidence which resulted from that most remarkable of all gatherings in trade annals, the T. M. A. they see opportunity to approach the great problem of the day, increased output and its resultant decreased overhead charges.

Not everyone is prepared for concentration on these objectives. Remain petty annoyances aplenty. Ordinary workers are still inclined to insist that they know better than do foremen and superintendents how plants should be run. But the strikes and near strikes among the cigar makers, which at various times affected nearly all the factories, have virtually been settled. During the past week there were more hands seeking employment than there were for months past. The applicants do not aggregate an army by any means, but there has been a decided curtailment of activity in the textile industry in which this city stands preeminent and many hands tempted from suction tables by the greater attractiveness of the looms are deciding to come back to the cigar factories rather than face perhaps prolonged idleness. There is still opportunity for employment for all really qualified, who apply; but the manufacturer is now coming to the position where he has some opportunity to make selection.

While there still exist embargoes over certain territory and while receipts and deliveries are still most haphazard, the week brought with it a decided improvement in this respect. It was possible to send to distributors stocks for which they have been clamoring for weeks, and though the direct gain to the manufacturer was disposal of made up goods which were piling up overhead charges while awaiting shipment, the most appreciated result was the relief from the importunities of the jobbers and distributors. Not many jobbers in the past seemed to realize that the manufacturer had others to look after—every mail brought to the manufacturer complaints and pleas. Now the mail is bringing remittances.

With improvement in labor and in freights the big problem is of production and distribution. Shortage of boxes yet exists and is most acute. But there is relief in sight. By the use of substitutes for wood in tops and bottoms, cigar box manufacturers have been able to make larger deliveries. But the gain has, after all, been a most modest one. The trade believes that permanent relief will not come, until either there is made available for manufacturers the supply of cedar known to exist in Cuba and Mexico but which thus far has not been brought into the avenues of commerce or until there is perfected a tin container which will prove to be an acceptable substitute for the cedar cigar box. Experiments with all paper board boxes is continuing but the trade believes that the solution of the short supply is tin, rather than pasteboard.

One of the largest manufacturers, who has resorted to tin for the local market but has withheld announcement until a supply for his nationwide business is at hand, is hopeful that in the very near future he will be able to fill all orders with cigars in the new container. His problem is rather as to boxes than as to cigars. Another large firm which for many months past has been making experiments of its own along the line of a really satisfactory tin container and has kept that matter to itself until it not only perfected the box but has assured itself of a sufficient supply of raw materials, is almost at the point where it can take the trade into its confidence. An important announcement with regard to this matter is expected shortly.

It is realized, however, that the urgent demand is for greater production. It does not seem possible in the near future to get from hands a greater per capita output. The trade believes that not until there is price recession carrying down piece rates can the hands be induced to produce more cigars. Experience has been universal, that the higher the rate and the greater the earning power, the less has been per capita output.

No one believes that the day of the cigar maker is passing altogether. But there is widespread opinion that for certain shapes and qualities, there must be resort to all machine production. It is admitted that machines are, within certain limitations, entirely satisfactory. But to install them a vast outlay is necessary and until present stringency in the money market subsides, general introduction of machines is likely to be deferred even though such installation would be an eventual economy.

On just one matter deeply affecting the trade, does there exist complete unanimity of opinion—and that is that the T. M. A. convention will have a lasting effect for good to all in the industry, be they manufacturers, jobbers or retailers. Returned to the city after a few days of lingering at the Capitol after the convention, sales manager Carlisle of Bayuk Brothers said during the week, "The T. M. A., in my opinion, was the best trade gathering ever held in these United States. It did a vast amount of good. It gave confidence to all who participated. It demonstrated that there existed an organization quite capable of overcoming the menace to the whole trade from anti-tobacco legislation and propaganda full of lies. It demonstrated to our national legislators that this was not the time for laws which can only result in killing the goose which lays the golden egg; that the tobacco industry is now taxed to the very limit and even beyond. I am delighted that Philadelphia did itself proud at the convention and that in recognition of the national body and in appreciation of the efforts of our own Charles Eisenlohr, the City of Brotherly Love sent her most representative men and in turn received that recognition which the importance of the city in the industry fully merits."

There is recognition in the trade that president Brogan of the Dusel-Goodloe Company, jobbers, and John R. Young, leaf brokers, both advocates of direct shipments to this port, the one from Manila the other from Cuba, voiced their sentiments and began their activities at the psychological moment. During May, business in and out of this port broke all records. Reports show the diversion to this port of a tremendous amount of business which hitherto was transacted through the port of New

York but which, because of congestion in terminals both for shipping and for freight, had to find other outlets, these being Philadelphia and Baltimore and Boston. Both the Chamber of Commerce and the Board of Trade are now actively engaged in inducing new lines to come here and vessels direct from Havana and from Manila are a reasonable certainty of the near future. Particular interest is being taken in the Philippine development because of the very decided growth of a market here for products of the islands.

Under the recent incorporation of the Bayuk Brothers Company and with the increase of its capital stock as indicated by the offer to retailers and others to subscribe to shares, there will result a large expansion of the business. It is expected that about $1,000,000 additional will be put into the incorporated business. Under the new plans, all the Bayuk business is consolidated. In the past the Mapacuba business had been kept separate but that is now incorporated in the Bayuk financial organization. Expansion of physical equipment, too, is required. The company is just completing repairs and renovations along the north side of the first floor of the big Third and Spruce streets factory which will give additional office space.

There is shortly to be thrown open to the public what its owners believe to be, and what its appearance indicates it is, the handsomest retail store in Philadelphia, perhaps in the United States. The new establishment is that of the Post Cigar Company at the northwest corner of Third and Market streets, adjoining the present Post store at 303 Market street. Furthermore the beautiful store just nearing completion will be duplicated. Announcement is made by the Post Company that it has leased the building at the southeast corner of Second and Market streets and within sixty days will begin operations there.

The Third and Market streets establishment has two large fronts taken up by immense show windows, the central columns supporting a beautiful arch. Exterior decorations and interior appointments are of walnut, all the fixtures being new and specially made for the Post Company by Greisler & Abramson. The Post Company owns the property and on the alteration and equipment of the store alone upwards of $20,000 was expended. A similar outlay will be made at Second and Market streets. Meanwhile the need for additional factory space has been met by lease of space at 430 Market street, where upwards of 100 hands will be employed in the production of the firm's own brand, The Post and the Lord Pickford. For the present the old home at 303 Market street will be used for the wholesale business. But the firm proposes to open additional retail stores in the territory between 9th and Broad streets in the vicinity of Market street just as soon as sites become available. Quite recently, it will be recalled, a branch was opened at 605 Market street.

The Post firm consists of L. Affrime, who began business a decade ago at Broad and Bainbridge streets as the pioneer price cutter of the city, and of Myer Balistockey, who entered into partnership about five years ago when the Post Company was formed. The manager of the new Third and Market streets store will be Morris Shenberg, who has been with the firm since it opened on Market street. He has been signally successful in building up business.

The Klein Cigar Co., long tenant in the Binder Building, at 13th and Chestnut streets, which recently has undergone complete reconstruction, has renovated entirely its stand and this week threw open the doors of a very bright up-to-date, splendidly appointed store.

Pinkelman Brothers, 222 Market street, have installed a new front.

At the newly opened Thomas Martindale stand, at 10th and Filbert streets, the La Majesta, Cuesta-Rey goods are being featured.

Charles Bobrow, of Bobrow Brothers, is heading south on a trip which will extend as far as the Pacific Coast and which will require from eight to ten weeks. Mr. Bobrow's purpose is not so much selling as it is to pay a visit to neglected friends, distributors whom the firm has absolutely been unable to supply though it taxed its capacity to do so. He feels that he has been unable to explain the obstacles under which the firm suffered otherwise than personally, and so he will make the rounds. The firm expressed its gratification over orders which have continued to pile up for the Bold since it ascended into the 10 cent class.

Stockholders of the MacAndrews & Forbes Co. of Gloucester, large producers of licorice extract for tobacco manufacturers, will vote June 9 on a proposition to increase the common stock from $6,000,000 to $9,000,000. The company has now a preferred stock issue of $4,000,000 making the aggregate, if the proposition is approved, $13,000,000.

In a record of century and more old firms just given publicity, place of honor is awarded to the H. C. Demuth Company, Lancaster, Pa., founded in 1770. Next in line is Frismuth Brothers & Co., this city, established in 1810.

A quantity of lumber was destroyed in a $2,500 fire which last week broke out in the yard of Harry H. Shipe, Philip and Columbia avenue cigar box manufacturers. The retail store of Alexander Travitz, 28th and Silver streets, was damaged to the extent of $2,000 by fire which followed an explosion of fireworks stored on the second floor.

For the third time in two months, thieves during the week broke into the wholesale cigar store of Murphy Brothers, 2nd and Market street, Camden, during last week. More than $1,000 worth of goods were taken. The cigars were in boxes which had been piled up for shipment and the firm believes the thieves carried them off in a motor truck.

Within the hour, two downtown cigar stores were robbed by thieves who made their escape in an auto amid a shower of bullets. The first place to suffer was that of I. J. Abrahamson, 7th and Reed streets. Two men entered, asked for cigarettes and when Abrahamson turned to get the cigarettes the robbers drew revolvers and ordered him to remain quiet. They took $300 from the cash drawer. Abrahamson fired at them as they left and his sons broke the wind shield of the car with bricks, but the bandits escaped. A little after men of like description entered the cigar store of J. H. Leifield, 4160 Westminster avenue; there they secured but $15.

Howard Loughlin, for the past six months with the Stratford Cigar Co. covering Trenton, Morristown and the central section of this city and for twelve years before with the United States Tobacco Co., is constantly adding to the list of accounts. The Stratford line is now being featured in a large way by the Shippen & Payne Company, 2854 N. 5th street, Brucker and Boghien, 2213 North Front street and Benjamin Hollard, 2036 South street.

The prominent retail store at the northeast corner 15th street and Columbia avenue has passed into the ownership of L. Segaloff.

Frank C. Niles of Niles & Moser, Kansas City, distributors of the Cinco was a visitor during the week to the Otto Eisenlohr and Bros. headquarters.

Fred Charles representing S. Erbe & Co. Boyertown; C. O. Kelly of Ohio; Jules Jacobs with the Heinemann Bros., Baltimore, Salome and Lord Baltimore leaders; Representative O'Conner of the Cordero factory; Philip Fainer, New York manufacturer of Juan Julia, and Henry Ottenberg, New York, importer of Manilas, were visitors during the week.

Greeneville Gains a Greater Reputation

GREENEVILLE, Tenn., May 28.—Greeneville is gaining a greater reputation as a tobacco market. During the past season there was sold here more than eight million pounds. Another big crop is expected this year, and there are being erected two big warehouses to be used for sales tobacco. These Greeneville establishments will be numbered among the larger warehouses in the State.

Receptacles

That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

Your product is protected when handled in these receptacles, because the interest construction is smooth and flawless. Furthermore, these receptacles are sanitary and easily cleaned. The close texture and glossy surface of the fibre prevent the clinging of dust and dirt. The fine appearance lasts under the hardest usage, because the *in-built* color does not run, fade, chip, or wear off.

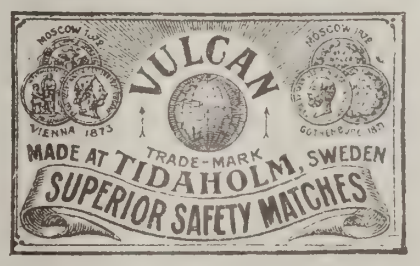
There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, doffing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate.

Send for special catalogue.

Diamond State Fibre Company
Dept. P.
Bridgeport, Pa. (Near Philadelphia)
In Canada—Diamond State Fibre Company of Canada, Ltd., Toronto

NEVER SAY MATCHES
SAY
VULCAN

No Heads Falling Off



No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH
FOR OVER HALF A CENTURY

Vulcan Match Co., Inc.
26-28 West 44th St.
New York

Telephone Vanderbilt 8176

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

Tobacco Report for Great Britain

Exports, Imports, etc., for the Month of April

Prepared by Frank Watson & Co., Ltd.

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Imported in April, 1920	Liverpool	3053	2369	123	743	6	6294
	London	1958	693	—	169	—	2818
	Glasgow	525	12	—	209	—	746
		5534	3074	123	1121	6	9858
Imported in April, 1919	Liverpool	5032	1849	2217	2760	433	12291
	London	3614	2041	2	613	50	6320
	Glasgow	692	1126	66	591	—	2475
		9338	5016	2285	3964	483	21086
Imported in April, 1918	Liverpool	518	369	94	106	17	1104
	London	462	223	7	46	—	738
	Glasgow	602	226	243	81	—	1152
		1582	818	344	233	17	2994
Imported January 1 to April 30, 1920	Liverpool	12052	5485	961	2094	86	20678
	London	6644	2906	28	2139	128	11845
	Glasgow	4424	1837	204	1569	—	8034
		23120	10228	1193	5802	214	40557
Imported January 1 to April 30, 1919	Liverpool	17095	5302	6571	10653	754	40375
	London	11439	6195	577	2510	81	20802
	Glasgow	1764	2293	729	1537	—	6323
		30298	13790	7877	14700	835	67500
Imported January 1 to April 30, 1918	Liverpool	3755	1466	530	1011	92	6854
	London	2899	2493	47	561	—	6000
	Glasgow	1060	958	357	239	—	2614
		7714	4917	934	1811	92	15468
Delivered in April, 1920	Liverpool	1850	1049	504	944	17	4364
	London	641	222	12	183	6	1064
	Glasgow	345	146	159	135	—	785
		2836	1417	675	1262	23	6213
Delivered in April, 1919	Liverpool	3958	1956	608	1033	12	7567
	London	1241	763	60	168	27	2259
	Glasgow	990	1005	333	261	—	2589
		6189	3724	1001	1462	39	12415
Delivered in April, 1918	Liverpool	4559	885	646	689	78	6857
	London	1325	530	158	237	7	2257
	Glasgow	270	161	145	138	—	714
		6154	1576	949	1064	85	9828
Delivered January 1 to April 30, 1920	Liverpool	10299	5037	2559	4427	87	22409
	London	3419	1936	75	672	15	6117
	Glasgow	1364	753	752	809	—	3678
		15082	7726	3386	5908	102	32204
Delivered January 1 to April 30, 1919	Liverpool	18060	7941	2814	4164	58	33037
	London	7110	3791	217	971	55	12144
	Glasgow	3453	3221	1120	837	—	8631
		28623	14953	4151	5972	113	53812
Delivered January 1 to April 30, 1918	Liverpool	19125	3668	3398	1931	380	28502
	London	4602	2212	739	574	36	8163
	Glasgow	1397	426	583	362	—	2768
		25124	6306	4720	2867	416	39433
Stock on hand, April 30, 1920	Liverpool	58390	34799	13902	16831	2000	125922
	London	17826	7111	1218	3926	517	30598
	Glasgow	9488	6160	1060	6454	—	23162
		85704	48070	16180	27211	2517	179682

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Stock on hand, April 30, 1919	Liverpool	24470	28146	6610	9501	2061	70788
	London	14449	7963	1071	3199	342	27024
	Glasgow	3854	3825	523	2445	—	10647
		42773	39934	8204	15145	2403	108459
Stock on hand, April 30, 1918	Liverpool	26863	18395	2222	815	1344	49639
	London	6443	3193	1574	1034	323	12567
	Glasgow	3064	943	830	803	—	5640
Stock on hand, April 30 at Liverpool, London & Glasgow,		1918... 36370	22531	4626	2652	1667	67846
" " " " "		1917... 101609	29328	17171	8187	2256	158551
Imports January 1 to December 31, into Liverpool, London, & Glasgow.		1919... 107596	47304	26096	37441	1326	219763
		1918... 65532	43983	9791	14084	392	133782
		1917... 17776	10004	1955	2133	925	32793
Deliveries, January 1 to December 31, Liverpool, London, & Glasgow.		1919... 71028	40726	12201	18646	602	143203
		1918... 79566	26808	13952	11148	709	132183
		1917... 85332	15821	17502	9019	1126	128800
Number of years Stock on hand = =		$1\frac{2}{12}$	$1\frac{2}{12}$	$1\frac{4}{12}$	$1\frac{6}{12}$	$\frac{1}{4}$	$1\frac{3}{12}$

Number of years Stock on hand—Leaf and Stripts = $1\frac{2}{12}$ $1\frac{5}{12}$

Based on Deliveries for 12 months January 1st to December 31st, 1919.

Imports, Deliveries, and Stocks, in Pounds weight, as per Board of Trade Returns.

Month of March

	Imported from U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.
1920	11,716,365	5,630,651	337,342	*10,542,851
1919	34,137,076	2,451,005	164,800	*10,904,392
1918	7,044,146	1,372,688	24,699	* 8,640,423
1917	2,686,643	251,359	195,890	* 9,107,937
1916	6,088,177	883,977	1,021,931	*11,252,487
1915	10,030,719	1,123,056	399,841	*10,781,123

January 1st to March 31st

	Imported from U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.	Remaining in W'house Mar. 31 lbs.
1920	52,748,051	14,853,768	2,806,445	*34,707,321	...314,746,000
1919	69,785,255	5,361,852	272,307	*31,120,718	...169,060,000
1918	14,562,521	2,773,160	182,388	*25,929,563	...114,942,000
1917	13,233,752	1,803,429	810,128	*27,849,513	.. 238,291,000
1916	17,184,272	3,480,040	3,652,824	*29,919,710	...256,533,000
1915	35,199,009	4,326,937	1,729,132	*27,806,617	...251,101,000

January 1st to December 31st.

	Imported from U.S.A. lbs.	Imported from Other Countries. lbs.	Exported. lbs.	Cleared for Home Consumption. lbs.	Remaining in W'house Dec. 31st lbs.
1919	321,354,628	37,374,081	9,407,011	*142,841,873	303,891,000
1918	162,927,853	8,711,460	210,976	*106,590,960	141,871,000
1917	40,789,432	5,753,569	2,184,131	*104,525,370	141,440,000
1916	152,581,352	11,684,509	13,069,823	*101,744,959	269,407,000
1915	184,237,047	18,413,816	12,045,254	*106,575,276	286,051,000

*After deducting drawback returns

QUOTATIONS.

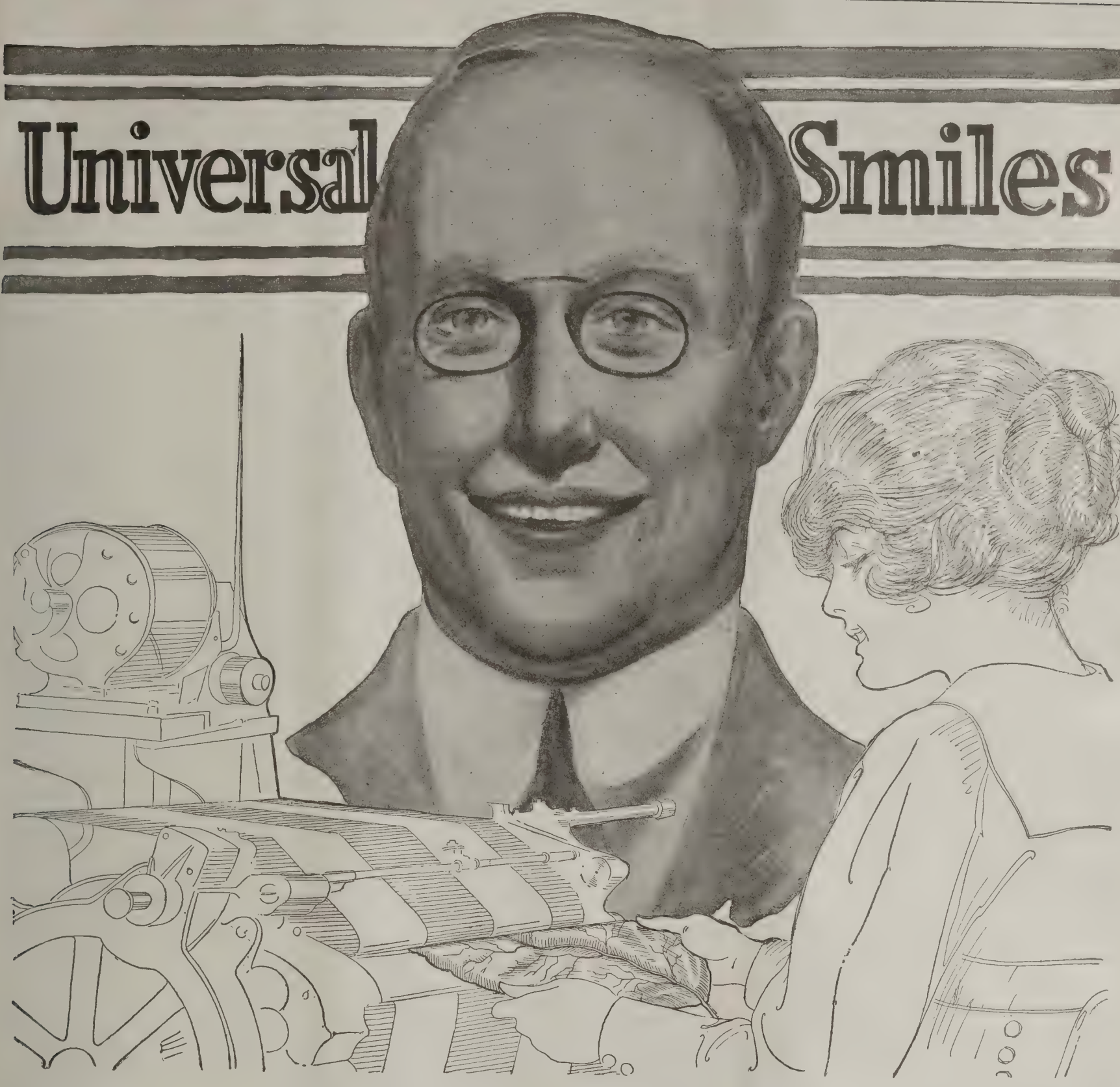
LEAF.—Western—Dry Filler ... 14d. to 17d.
Medium to Good ... 18d. to 22d.
Good to Fine ... 23d. to 26d.
Burley ... ... — to —

Do. Virginia—Dark.—
Dry Filler ... ... — to —
Wrapper ... ... — to —
Bright.—
Semi ... ... 18d. to 24d.
Medium ... ... 25d. to 39d
Good ... ... 40d. to 48d.
Fine ... ... 49d. to 66d.
Fancy ... ... 67d. to 72d.

STRIPTS.—Western—Common to Good Filler ... 20d. to 23d.
Short Medium ... .. 24d. to 26d.
Medium ... ... 26d. to 28d.
Good to fine ... ... 29d. to 32d.
Burley ... ... — to —

Do Virginia—Dark.—
Common to Good Filler ... — to —
Medium to Good and Fine ... — to —
Bright.—
Semi to Good Semi ... ... 23d. to 35d.
Medium ... ... 36d. to 45d.
Good to Fine ... ... 46d. to 72d.

Universal Smiles



THIS is the Superintendent of a cigar factory equipped with Model M Universal Tobacco Stripping and Booking Machines. He wears a broad smile because the Universal helps keep production up and overhead down. He has no disgruntled employees to pacify, for the Universal cuts out the wasted effort and drudgery incidental to hand stripping.

The Model M Universal also saves tobacco and the clean, smoothly-pressed stock stripped by the Universal enables the cigar makers to turn out more cigars and make more money.

More than 1,000 large and small Cigar Manufacturers are using the Model M Universal. They say this machine is essential to the successful management of a modern cigar factory. Send now for descriptive catalog and price list.

UNIVERSAL TOBACCO MACHINE CO.

116 *West 32nd St., New York* *Factory:* 98-104 *Murray St., Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, LTD.

108 *St. Nicholas Bldg., Montreal, Canada*

FOREIGN SALES OFFICES

Paris, France—18 *Rue de l'Echiquier.*
Geneva, Switzerland—2 *Route de Chene.*
London, E. C. 2, England—19 *Bishopsgate.*
Manila, P. I.—*Kneedler Bldg.*
Durban, Natal, So. Africa
Soerabaya, Java, Dutch East Indies.
Buenos Aires, Argentine—*Transoceania* 158, *Acconquista.*
Sydney, Australia—10 *Pitt St.*
Madrid, Spain, Zorilla, 9.
Slagelse, Denmark—*Slotalleen,* 3.

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American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

THE STANDARDS OF AMERICA

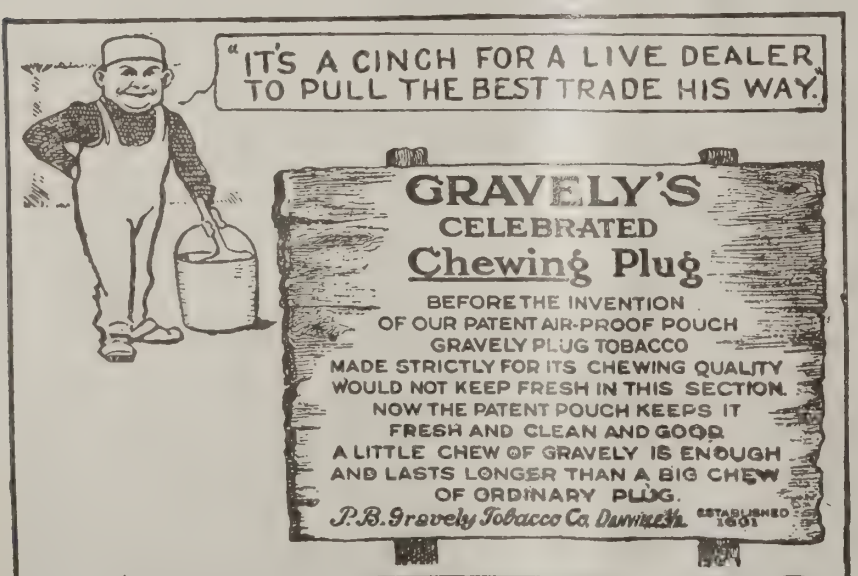
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK



Buyers Are Somewhat Shy in San Francisco

Country Dealers Are Pretty Well Stocked Up—City Merchants Are Purchasing Only to Meet Immediate Needs—Some Sigh for Lower Prices—Big Manila Shipments Received—Alvaro M. Garcia of Garcia & Vega Is Developing Important Trade—Hoffman & Son Acquire a Fine Store at the Corner of Polk and California Streets—House of Manilas in a New Location.

SAN FRANCISCO, May 25.—The cigar and tobacco business is quiet in this city. This is not an unusual condition at this time of the year when vacations are coming on and people are preparing to seek the country for their annual outing. The country trade has stocked up well in expectation of an unusual season, and the local retailers are holding down their stocks, anticipating that many of their best customers will be away more or less for the next two or three months. Another reason that the local retailers are hesitating about buying as freely as they did a month or two ago is the evidence of the readjustment of prices in other commodities that has been displayed in most of the big stores of the city. Throughout May there have been sales in the department stores of such magnitude that it was plain to everyone that an effort was being made to reduce stocks before the goods they carried went to lower prices. The big stores have had no intimation from manufacturers of clothing and other commodities that prices were to be reduced, but the public simply ceased to buy, and the banks began to call loans. Under the circumstances sales were inevitable, and the public having had a taste of lower prices will not again buy at the old peak prices. There has been no evidence of such reductions in the tobacco trade. Buyers have certainly fallen away from many of the retailers and sought the cut rate men, and while this movement is apparently increasing it has not assumed alarming proportions as yet. It is difficult to see how the retailers can reduce their prices, or the jobbers either, and still remain in business, but lower prices are in the air and the manufacturers will soon have to recognize this trend of events. One advantage the trade has in this matter is that most of their customers are men, and they do not respond as quickly as women to any psychological impressions, but with the women again becoming bargain hunters the men will have to show that they are also spending less money or the harmony of a good many homes will vanish in thin air.

The California Candy Co. is putting out a new form of candy under the name of the "Kick-In" bar. It sells for 5 cents and according to Sam Israel it is proving popular on its price as well as its merits.

Mr. Mendelson of Mendelson Bros., Cleveland, the Paramont brand, was a visitor to San Francisco this week.

Bouquet Cohen, who has had a store at the southeast corner of California and Front streets for a long time, has been compelled to give up the location and will open a stand in the lobby of the same building, thus maintaining the same number of links in his chain.

Ed Wolf, broker, who had an office in the Front street side of the building will also be compelled to move, but he has not yet found a new location. Reconstruction of the building compels these two changes.

H. H. Manley, the American Cigar Co. representative, has been spending some time in San Jose and other cities in that neighborhood with Harry Sklute, of H. L. Judell & Co., working up the sale of the Chancellor cigar.

The steamer *Columbia*, which arrived from Manila last week, brought 50 bales of tobacco to Harry Green & Co., Inc., all of which has already been sold. The vessel also brought to Green's orders 30 cases of cigars; for H. L. Judell & Co., 20 cases; for Blaskower & Co., 7 cases, and for Wise & Shapiro 16 cases.

The House of Manila, located at the corner of Bush and Montgomery streets, will soon have to move, as a new building is going up on that site. Ike Falkenstein, who has a stand in the same building on Montgomery street, will also be looking for a new location.

Harry Green & Co., Inc., has rearranged its offices in the Exposition building, giving up two offices and taking two others on the Pine street side of the building. The entrance is now Room 214 instead of 216.

Alvaro M. Garcia, son of Col. Alvaro Garcia of Garcia y Vega, is on a trip visiting the distributors of the firm throughout the United States. He was in San Francisco last week and left later for Portland and Seattle on his way East. Garcia and Vega clear Havanas are deservedly popular on the Pacific Coast and the visit of Mr. Garcia is associated with the development of important business.

Word has been received from N. H. Green, vice-president of Harry Green & Co., Inc., that he expects to return to San Francisco about June 7. He was in New York when last heard from and his entire trip has been very successful.

J. Goldy, formerly in the cigar business at St. Helena, has bought out the business of his brother at Calistoga.

Hoffman & Son have taken over the store at the corner of Polk and California streets and have remodeled it into a fine cigar store. They are manufacturers as well as retailers and have a good following in the neighborhood, where they have been located for a good many years.

Aero Mail Service Promises Speed

WASHINGTON, May 29.—From New York to San Francisco within thirty-six hours is the schedule hoped to be ultimately established for the transcontinental air mail service which will be inaugurated this summer.

This accomplishment, however, contemplates night flying, and the Post Office Department officials do not believe it will be practicable to undertake that feature of the service before the summer of 1921.

At the beginning of the service the schedule will call for delivery of mail between the two cities within sixty hours, and as the "kinks" are smoothed out the time for making the trip is expected to be gradually cut down to a little more than fifty hours.

Duplicate Express Receipts Required

On and after July 1, the American Railway Express Co. will keep a duplicate copy of every receipt it issues when receiving business from shippers. The duplicates will be retained by the express company for the purposes of record and reference, and will be held at the shipping office.

Shippers who have been accustomed to prepare their own receipts or who have their own forms have been requested to make provision for supplying duplicates of such receipts to the express driver or receiving clerk who signs them.

As a matter of convenience to shippers, the regular receipt forms of the express carrier will be revised to permit their use in duplicate form.

In cases where prepaid receipts are now being issued in duplicate, the extra copy being used as a record of charges paid, a third copy will be required under the new system, and in such instances prepaid receipts will be issued in triplicate.

One of the objects of the new system is to bring about better protection for and methods of recording the movement of express packages in transit.

HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

10c TOBACCO

Guaranteed by
The American Tobacco Co.
INCORPORATED

You pipe smokers, mix a little "BULL" DURHAM with your favorite tobacco. It's like sugar in your coffee.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

PACKERS OF
PORTO RICO TOBACCO
A SPECIALTY
Importers of Havana and Dealers in Seed Leaf Tobacco
MAX GANS & SON, 197 Water St., N. Y.

Co-operation Is Promised in Connecticut

Dr. E. H. Jenkins, Director of the State Agricultural Station, Aids the Hartford County Farm Bureau in Supporting the Sub-Station Plan to Assist and Encourage Tobacco Growers—A Law Suit Settled Out of Court—The Work of Transplanting Will Be Rushed—Work of Packing Tobacco Is About Finished—Warehouses Soon Will Be Closed for the Season.

HARTFORD, May 29.—The Hartford County Farm bureau is going to make good its promise given to local tobacco growers this spring, by assisting them in any way possible during the coming season. An effort will be made to establish an experiment station in this section. When the series of tobacco institute meetings were held in March, one day was devoted to East Hartford tobacco growers and a long session was held in the Plaza theatre on the afternoon of March 24.

At that meeting County Agent Benjamin G. Southwick and Dr. George H. Chapman, in charge of the Massachusetts Experiment station and tobacco specialist, both said they believed local tobacco growers needed an experiment station and that they would put forth every effort to place one here. Following these statements, according to the Hartford County *Farm News* a letter will be sent to every tobacco grower in the state, as far as possible telling them that if any trouble occurs they should notify the county agent so that he may visit their friends. The letter follows:

The Connecticut Agricultural Station,
New Haven, Conn., May 17, 1920.

Dear Sir:

The extension department of the Connecticut Agricultural college and this station are co-operating with the Hartford County Farm bureau in a survey of the tobacco crop in this state during the coming summer.

Simpler work is being done by the Massachusetts station in that state, the two states working on a uniform plan.

The object is to find the extent of the growers' troubles in both states, to study these troubles both in the field and in the laboratory so as to find, if possible, their causes and remedy.

The desirability of establishing a substation in this state devoted to the study of tobacco and its troubles is being considered and the views of growers on the matter will also be ascertained.

B. G. Southwick, the Hartford county agent, whose address is 308 Church street, Hartford, will be in charge of the field work. The necessary chemical and botanical work in this state will be done at the agricultural station at New Haven and in part at a temporary laboratory in the tobacco district.

Mr. Southwick will try to visit all towns where the crop is grown to examine fields where there are any signs of trouble and take samples of plants and of soil where necessary. You can help by writing or telephoning Mr. Southwick of any trouble in your tobacco beds or fields as soon as you see it. He will give it just as prompt attention as he can.

The station will also appreciate your co-operation by supplying Mr. Southwick with the information desired for this survey should he visit your place in the course of his work.

Very truly yours,
E. H. JENKINS, *Director.*

Nearly all of the warehouses are closed now for the season and most of the help is out on the farms; necessarily, however, a part of the working force is retained at the warehouses to handle cases and sample the tobacco as it comes from the sweat rooms.

At the Haas warehouse work will continue for weeks to come.

J. Stuart Halpine spent a few days this week at his warehouse in East Hartford, looking after his tobacco and making plans for work at his farm, where he grows 60 acres of tobacco.

He spent considerable time at his warehouse in New Milford, where he has a large packing of tobacco.

Meyer & Mendelsohn are busy at their warehouse sampling and shipping Havana seed. They are making shipments every day. Also they have begun to transplant shade at their Ellington plantation.

James O'Neil is scouting around picking up stray crops. He is having a good trade and making shipments.

Moe Gans is still busy at his warehouse handling tobacco and it will be some time before he winds up.

Liemdorfer & Dale at their warehouse in East Hartford have begun stripping tobacco. They have a lot of work on hand and are employing quite a force.

A suit over a case of tobacco which was sold by Christopher McNary of South Windsor, Conn., to H. B. Fromer of New Haven has been settled out of court. Last December, McNary sold to Fromer a case of tobacco weighing 414 pounds at $1.00 per pound.

When the tobacco arrived Fromer refused to accept it, claiming that he bought light colored tobacco and that he received dark leaf that he could not use in his business. He returned the case to McNary, who let it lay at the freight station. In the settlement McNary is to forward Fromer a case of light colored tobacco and accept the one returned. Fromer will pay all the expenses of the suit.

Mr. Gutierrez, representing the Gene-Vall Cigar Co. of New York, was in this section looking for tobacco. He bought a large block of Nussbaum, Newfield & Co.

Report has it that already some growers have been approached regarding the sale of their 1920 crop, but it is kept very quiet and no prices have been made known.

Possibly there will be a new trial of the suit brought by Edward Eggert against the Windsor Tobacco Growers Corporation and Alfred W. Olds of Windsor. The case was tried recently in the Superior Court here. It involved rights in a tobacco plantation in Windsor, claimed by Eggert. The Judge did not decide the case, but said that he would allow the plaintiff a reasonable time to make application for the substitution of a new plaintiff, if he cares to do so, and further said, "I do not now discuss the form which relief must take shall it ultimately be granted."

Last Friday a bunch of husky negroes arrived in town on their way to a plantation at Hazardville, Conn., where they will be employed this summer. They were from Virginia. The "boss" met them at the train and escorted them to a restaurant, where they did justice to the "spread" ordered for them. The "boss" says that these colored men were only a "small fraction" of a crowd hired to come and work on the Connecticut plantations and farms. The influx into this state will increase to a considerable extent before the summer season begins.

The American Sumatra Tobacco Co. is bringing a number of white farm hands from New Jersey and New York to work on their plantations, and a large number of strikers from Waterbury and several places in Massachusetts are drifting into this city, many of them taking jobs in the tobacco fields.

The annual meeting of the Hartford County Tobacco Growers' Mutual Insurance Co. was held in Windsor, Conn., on the 27th, to elect a board of Directors. Those chosen were H. H. Ellsworth, J. E. Ranson, L. A. Clapp, T. D. Harvey, J. Samuels and F. H. Thrall, all of Windsor; also W. H. Gowdy of

(*Continued on page 37*)

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

FROM THE FIRING LINE

Personal and Trade Jottings

Two new Schulte cigar stores were opened in New Orleans, last month.

—

In Baltimore, cigars previously retailed for 8 cents each, have been advanced to 10.

—

A Cincinnati manufacturer recently shipped "a trial order," $10,000 worth, of cigars to Japan.

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The Eaton Cigar Co., of Syracuse, N. Y., has increased its capital from $5,000 to $25,000.

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P. J. Thomas, an ex-soldier, has aquired the cigar and stationery store at 162½ Moody Street, Waltham, Mass.

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C. W. McCarthy has sold his interest in Tobacco Warehouse No. One, at Stoughton, Wis., to S. M. Malverson.

—

Joseph Dollinger, manager of Mi Principe cigar factory at Lakeland, Fla., is visiting his old home at Suffield, Conn.

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Harry M. Lenahan has opened a cigar store on East Market Street, near the Liberty market, Wilkes-Barre, Pa.

—

From the United States to Shanghai, via Vancouver, B. C., a recent shipment comprised ten car loads of cigarettes.

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M. B. Cohen, president of the Dominion Tobacco Co., is on a business trip West, and is expected to return to Brooklyn this week.

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Cigar manufacturers at Pawtucket, R. I., granted to employes recently an increase in pay, ranging from ten to fourteen per cent.

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The cigar factory owned by C. S. Garman, at Reinholds, Pa., was entered by burglars and cigars valued at $150 were carried away.

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Antonio P. Garcia, of 105 W. 16th Street, New York, says that it is easier to sell cigars, than it is to produce and deliver them.

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Fire in Bethesda, O., recently destroyed the home of the Capital Scrap Tobacco Co. The damage is estimated at $20,000.

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Marcelino Perez & Co. say, that although the salesmen are resting on their oars, orders for future deliveries are coming in a fairly steady stream.

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To protest the recent decision to abolish the internal Revenue office at Danville, Ky., a delegation from that city is planning a trip to Washington.

—

George W. Thompson, New Jersey, salesman for the E. H. Gato Cigar Co., came in from Atlantic City to spend Memorial Day in New York.

—

S. Henry & Sons, of 219 Pearl St., New York, who for years have made a specialty of saloon trade, say they are now seeking business from other sources.

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Ten cases of Connecticut shade-grown tobacco, shipped from Hartford, on January 21, to S. Monday & Sons, of Brooklyn, were received by the firm on May 28.

—

Al Cabler has resigned as manager of the Burly Smoke Shop at Sheboygan, Wis., and Arthur Byrum is now manager of the business. Mr. Byrum has been connected with the store for some time.

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A. L. Sterner, sales manager for El Rees-So Cigar Co. of Greensboro, N. C., says that the John T. Rees cigar, Invincible size, foil wrapped, is proving to be a great trade-getter.

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The Chamber of Commerce at Boyne City, Mich., has made arrangements to have a branch of a big cigar manufacturing company located in that city. The factory will give employment to 100 people.

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S. Monday & Sons, of Brooklyn, recently brought an auto truck load of cigar leaf tobacco from Lancaster, Pa., at a cost of $7 per case. The truck was utilized because of poor railroad service.

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An extensive street car advertising campaign, state-wide in its application, will shortly be undertaken by the Cigarmakers' International Union in New Hampshire to set forth the merits of hand-made cigars.

—

Judge Knox dismissed the petition in bankruptcy filed March 23, 1920, against the Willis Pipe Company, Inc., manufacturer of pipes at 203 and 205 East Twenty-first Street, New York, upon a settlement with creditors.

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The Davenport Manufacturing Co. has been incorporated at Wilmington, Del., with an authorized capital stock of $1,000,000. Its purpose is to manufacture cigar lighters, baking machinery, and other products.

—

Some "figurehead" has figured it out that cigarettes consumed in England every year would make a line 1,140,000 miles in length if placed end to end. But he has thus far failed to state the number of matches required to light the line.

—

E. P. Oakes, Western representative of the E. H. Gato Cigar Co., is still nursing a bad cold at his Chicago home, and "fretting" because he cannot be out among his trade—especially in Detroit and neighboring places.

—

L. J. Phillips & Co. leased for Peter Zucker, president of the Sixth Avenue Realty Co., to the United Cigar Stores Co. the entire store and basement at the southwest corner of Sixth Ave. and 32d St., New York, at an aggregate rental of $800,000.

—

The Carlinville Tobacco Co. has moved its manufacturing department to a building recently purchased on Alton Street, near the C. & A. depot, Carlinville, Ill. The old quarters on the east side of the square will be maintained as a sales department and smoke shop.

—

Quantities of Turkish tobacco arrived at Boston last week from Smyrna and Alexandria on the British steamship Barotse, whose cargo is valued at approximately $2,000,000. The ship called at Liverpool en route to unload a consignment of cotton for English mills.

—

The strike is off at the Tolosa Cigar Co.'s factory, 11 Lispenard Street, New York. The differences were compromised last week. The cigarmakers went back to work at a substantial increase in compensation, but did not get as much as they demanded. Both sides made concessions.

—

Cigar makers in New Haven received a raise recently. The increase accepted by the men amounts to $1.50 per thousand for all former 5 cent cigars; $2.00 per thousand for former 10 cent brands and $3.00 per thousand for all former 15 cent sizes. Packers and strippers as well as all other employees in cigar factories have also been given increased pay.

—

W. T. Priest, at Dallas, Tex., one day last week, lit a cigar which soon exploded. By the explosion three of Priest's fingers were mangled and his left knee was badly burned. What sort of explosive the cigar contained, has not been ascertained as yet. But representatives of the Department of Justice, working on the case, say that the cigar came from Chicago.

—

Miles C. Tremblay, proprietor of the Club Cigar Store, Inc., Lewiston, will start a chain of stores in several Maine cities, he announced recently. They are to be in Portland, Biddeford, Bath and Old Orchard and he will arrange for locations. He has already secured an option on a store in Bath, and after these stores are organized, he purposes to expand his organization into other cities.

—

Max Duschkin, a tobacconist at 123 Second street, Passaic, N. J., has bought the building at 124 Passaic street, that city. The building is now occupied by a butcher, and Rudolph Shupik, a wholesale dealer in cigars and cigarettes. The price paid was $7,400. Mr. Duschkin will take over and occupy one of the stores, his present place of business having recently been sold to another party.

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Governor Ritchie, of Maryland, has appointed Julian C. Blacklock, of Bel Alton, Charles county, to be State tobacco inspector. Mr. Blacklock, who succeeds former Senator Charles E. Frere, also of Charles county, is a prominent farmer and tobacco-grower of Southern Maryland. He has been a heavy tobacco shipper to Baltimore warehouses for over 15 years.

—

A petition in bankruptcy has been filed against the Eastern Grocery Co., Inc., a wholesale grocery concern, at 195 Canal Street, New York, by Max Rockmore, attorney for these creditors: Joseph Epifani, $7,027; Onofiro E. Epifani, $130, and G. Giannone, $368. Judge Knox appointed creased its capital from $1,000,000 to $1,600,- Liabilities are stated to be $28,000 and assets $20,000.

—

The Madison, N. J., *News* gives warning as follows: Freld Neis, formerly of Madison and now of Brooklyn, will leave for Cleveland about June 1 on a missionary trip in the interest of national prohibition and to urge the destruction of the Tobacco Trust. Mr. Neis will hold street meetings in Cleveland and address his audiences from the rear end of an automobile. He is an ardent anti-tobacconist."

—

The Hjalmar Boedtker Tobacco Co. of Syracuse, N. Y., is defendant in a suit for $5,000 brought by Carl Holstrom to recover from injuries suffered in an automobile accident. Holstrom was a passenger in an automobile which collided with an automobile truck belonging to the tobacco company on September 13, 1919, near Tully. The plaintiff claims the lamps and headlights of the truck were not lighted.

—

C. B. Sullivan, cigar manufacturer and leaf tobacco dealer, at 161 Pierrepont Street, Brooklyn, has been somewhat indisposed, hav-

ing rheumatism, during the past few days. But Sullivan says that his physical ills produce pleasant sensations, compared to annoyances caused by shipping embargoes, and the still worse grievances against the long-drawn-out delays in securing a regular supply of much-needed cigar boxes.

—

France is likely to become a heavier buyer of American dark tobacco within the near future, provided that English exchange rectifies itself, because any improvement in English exchange is quite likely to be reflected in an improvement in French exchange rates. This statement does not apply as strongly, however, to Italian exchange rates and hence the situation as to an Italian market is not quite so encouraging."

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In its notice of dissolution, the Union American Cigar Co. of Pittsburgh says: "The Board of Directors has declared a distribution on preferred stock of 15 per cent covering principal and interest in liquidation, payable June 1, 1920, to stockholders of record May 15, 1920. Transfer books will be closed May 15 to June 1, inclusive. Stockholders will be notified to send their certificates to the company, on which will be recorded the amount of disbursement made, and returned with check."

—

Ivan Maltby of the Imperial Tobacco Co., Ltd., who sailed from New York for England on the Mauretania last week, when asked regarding the outlook for the tobacco industry, said: "Present indications point to little change in the bright crop outlook. Tobacco crop used for the manufacture of cigarettes and pipe tobacco will be about the same as last year. I believe prices will keep up, particularly since there is a heavy European demand for cigarettes. Our company regards the outlook as very promising."

—

"Hitch up with the national advertiser," is a slogan fast being accepted as logical by Atlanta retail druggists. From the standpoint of dollars and cents nothing could be wiser. As one Atlanta druggist said regarding the benefits of such co-operation: "At first glance we do not give it the consideration it deserves, as there appears the element of getting the goods over to the public in the 'old way,' which is over the counter. It is foolish to argue against this 'hitch up' and equally as foolish not to do it when the occasion presents itself."—*The Burning Question.*

—

"Mose" Gunst of M. A. Gunst & Co., is a man who isn't afraid to stand up for his friends. Nor does he hesitate to say what he thinks. Concerning Senator Johnson, Mr. Gunst is quoted thus: "Hiram W. Johnson was the best governor the State of California ever had. I know he is not radical and I know he is safe and sane for the business interests of the country. One of my best friends was Theodore Roosevelt, and I consider Hiram W. Johnson a second edition of Roosevelt. I have always liked and respected Johnson for his fairness. He finds out what is right and after satisfying himself what the right course is, he goes ahead to that end and nothing can swerve him."

—

E. T. Meredith, Secretary of Agriculture, has written to seven of the leading tobacco companies in this country asking their co-operation in enlisting smokers in a campaign against careless use of fire in all forests, both National and private. Smokers are said to be responsible for a large number of conflagrations in timbered areas. The Secretary's letter suggests that the tobacco companies can render an invaluable service by including in tobacco packages brief printed legends urging smokers to take every precaution to prevent the spread of fire from matches or burning tobacco. Action of this character reported to have been taken by a Canadian tobacco company is cited by Secretary Meredith.

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The Federal Board for Vocational Education has urged cigar manufacturers in New Haven to take into their employ some of the ex-service men who have lost limbs in the service. The employers have decided they can take a limited number, but by the agreement with the cigarmakers they can employ only three apprentices in each factory. The government has presented a proposition to the union and which is likely to be acted on favorably, by which apprentices may be admitted as journeymen before the expiration of a three years' service and which will doubtless help the ex-service men in getting employment, if adopted. Members of the union are inclined to do everything possible to aid the service men.

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Important developments are predicted concerning the United Retail Stores Co. One story heard in the street is that this concern will work with the United Drug Co. in the opening of stores abroad. Interests in the United Drug Co. deny there is any basis for such reports. Both George J. Whelan, head of U. R. S. Corp., and Louis K. Liggett, president of United Drug, returned recently from Europe. Mr. Liggett acknowledged that he plans to extend the scope of United Drug activities to the British Isles. Mr. Whelan said that while important developments were pending he could say nothing further at this time. It is understood that Mr. Whelan will return to Europe shortly to complete an important deal.

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The lowest price paid per thousand for making cigars under the new scale at Dubuque, Iowa, is $14, for either hand work or mould work, and the highest, including only hand work, $22 per thousand. The packers will receive at the lowest $1.25 per thousand and the highest $1.40 per thousand. This, it is expected, will necessitate a 25 per cent increase in the retail cost of cigars which will probably go into effect shortly. "The demands of the men are fully justified," said Joe Michel, a manufacturer, "and we offered no resistance when presented. They are not exorbitant when compared to present living prices, representing only a proportionate increase. Of course, the retail price of cigars naturally advance as the new scale increases production costs 30 per cent."

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In connection with the sale of $6,564,000 5-year 7½ per cent notes the American Sumatra Tobacco Co. has mailed shareholders a descriptive circular in which President Lichtenstein states that a tentative audit of the company's books for the first eight and a half months of the current year, which ends July 31 next, shows net profits of $3,126,661 before taxes. He further states that business already in hand justifies the estimate that net profits before taxes for the full year will be about $4,300,000, leaving approximately $20 a share earned on the common stock after a liberal deduction for taxes.

—

A prospective change will be the discontinuance of the Park & Tilford store at the corner of Broadway and Forty-first Street, New York on May 1, 1921, when the firm's lease expires. That store was recently reported as leased by the St. Regis interests at practically $2,000 a front foot, a big advance over the present price. Park & Tilford have had their branch store there for many years, and their retirement, together with the Acker, Merrall & Condit Forty-second Street store in October, will take from the Times Square section two old-time commercial houses. The United Cigar Stores Co. recently acquired the Acker, Merrall & Condit building in Forty-second Street, and have refused, it is said, offers of $1,500 a front foot for the store space.

—

In the Burley tobacco district of Kentucky, for instance, Ship by Truck Bureau says: "Blue Grass land which previously had not been planted to tobacco because the planter lived too far from a desirable market, has risen from $300 an acre on the average to more than $500 in value. Many small farms sell for $1,000 to $1,500 an acre. With the advent of ship by truck methods, tobacco is daily brought into Lexington, the world's largest loose-leaf tobacco market, by motor truck. It comes from points fifty and sixty miles distant in many instances. In this manner the grower is able to realize the highest prices paid for tobacco, whereas formerly he was compelled many times to accept less for his crop than it actually was worth. Many smaller markets have been put out of business, it is true, but the farmer has profited immensely by this introduction of modern efficiency."

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

Trade Notes from Near and Far

Al Locker is pushing the sale of Calderon cigars, for Ellson & Jelling.

—

J. P. Steffe is to open a cigar store and pool room at Clements, Minn.

—

F. E. Fonseca, of F. E. Fonseca & Co., left New York for Cuba, last week.

—

The Winner Cigar Co. has purchased the old German Hall building at Manistee, Mich.

—

John Droske & McHanson will open a cigar and pool hall in Amherst, Wis.

—

G. Scheers has sold his cigar and pool business at St. Peter, Minn., to H. Langhoff.

—

John T. Hammen is about opening a cigar and pool room business in Little Chute, Wis.

—

M. Hanson has bought the cigar and pool room business of R. Baker at Granite Falls, Minn.

—

Geo. Wergand has opened a cigar store in connection with a billiard and pool room in Geylon, Wis.

—

G. Swedberg is preparing to establish a cigar store and pool room business in Buffalo Lake, Minn.

—

The Alsatian Tobacco Manufacturing Co. of Strasbourg, France, announces a dividend of 20 per cent. Last year it amounted to 25 per cent.

Irish & Frederickson, of Pelican Rapids, Minn., have sold their cigar store and pool business to G. Hay.

—

I. P. Nissen has bought the cigar and billiard hall, heretofore conducted by J. H. Anderson, in Harlowton, Mont.

—

Andrew Cleaver and Harry Mandell, are preparing to open a cigar store and billiard business in Janesville, Wis.

—

G. Falk has purchased the cigar and pool establishment heretofore operated by A. Lyon, at Two Harbors, Minn.

—

The R. B. L. Cigar Company has leased for a long term of years the store at 141 West Thirty-third street, New York.

—

Chas. A. Rubey, of the tobacco jobbing house of P. J. Rubey Co., Chicago, was a business visitor in New York, last week.

—

E. H. Marshall, of the Lewistown Tobacco Co., Lewistown, Pa., was in New York last week, calling on the big tobacco houses.

—

Leo and Alvin Schils have bought out the cigar store and kickless beverage business, heretofore conducted by M. & M. Sturm in Port Washington, Wis.

—

The Superior Tobacco Co., of Brooklyn, reports that Happy Smoke cigarettes are having a happy reception wherever introduced, and introductions are being made rapidly.

Frank Rich, of Rich & Co., operating cigar factories in Havana and New York, says that he is puzzled over the action of the T. M. A. convention in voting against the re-use of cigar boxes.

—

An important meeting of the Tobacco Salesmen's Association of America will be held at the Hawthorne building, 151 West 125th street, New York, Friday evening. Refreshments will be served.

—

R. A. Bachia, of R. A. Bachia & Co., reports that business is "going along in good shape." He believes that the cigar business will become much better after the clearing of the political atmosphere.

—

The Copando Co., cigar manufacturers, of Cincinnati, has been incorporated. Capital stock, $10,000. Incorporators, T. H. Cone, F. C. Moorman, C. C. McCary, M. A. Donohue and B. Black.

—

A. V. Miller, manager of the Marshall-Miller Cigar & Tobacco Co., of Memphis, Tenn., was making business calls in New York, last week. It is understood that some important contracts were made.

—

According to figures compiled by the Bureau of Labor Statistics, union wage scales in the United States in the general trades averaged 17 per cent higher in 1919 than in 1918, and 55 per cent higher than in 1913.

—

The proposal of the Sears, Roebuck directors to increase the common stock of the company from $75,000,000 to $105,000,000 was voted on favorably by stockholders Tuesday. The additional $30,000,000 will be given to present stockholders in the form of a 40 per cent stock dividend.

GARCIA GRANDE

Mild Havana Cigar

Standard maintained always

Jobbers feature the

Garcia Grande

for

Reason No. 1. They can always rely upon its uniform quality.

Reason No. 2. The smoker, the final judge, always comes back for more.

J. KLORFEIN, Manufacturer

476-478 Broome St. NEW YORK 62 Wooster St.

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RELIABLE CREDIT INFORMATION FOREIGN EXCHANGE

Your correspondence cordially invited

HEAD OFFICE: Mercaderes & Teniente-Rey, HAVANA, CUBA

Don Julian

Distinctive Havana Cigars

Manufactured By

GRADIAZ ANNIS & CO.

75th Street and East River, New York

The French government, in a decree, announces a new list of prices for tobacco, cigars and cigarettes. Every article is from 15 to 50 centimes higher under the new scale. Before the war one American cent was equal to 5 French centimes.

—

Smoke from a small fire in the building at 253 Church street, New York, Tuesday morning, drove out the cigarmakers employed by the Juan Ovarez Cigar Co., on one of the upper floors. No serious damage was done. The workers returned to their tables later in the day.

—

A shipment of cigars, started from Tampa on March 2, was received in New York by the Preferred Havana Tobacco Co. on May 27. Other shipments from Tampa, aggregating 170,000 cigars, forwarded early in March, are still somewhere on the road.

—

In Austria a smoker is "entitled" to 9 cigarettes per week, provided he has the money to pay for them. In May the Austrian factories could not produce cigarettes enough to insure the quota of 9 to each smoker. Austria had no cigarette paper! She used to import cigarette paper from Czecho-Slovakia, now an independent republic. The rulers at Prague put an export embargo on cigarette paper and Austria was forced to forego cigarettes.

—

The Schulte Cigar Stores have rented a fivestory apartment house and three-story and basement dwelling covering a plot about 70 feet square at the southeast corner of 104th street and Broadway, New York. The lease is at a net rent over a twenty-one-year term with renewal privileges, and it is understood that it was made to protect the lease of a Broadway store which the Schulte Company now operates in this property.

In Connecticut and Massachusetts this year, "a reasonably full acreage is devoted to tobacco, despite the strained labor situation and the high cost of everything a tobacco farmer must buy," says the *New England Homestead*. "This will mean a big item in the ultimate cost of production when the crop is ready to cut next summer, even granted weather conditions run satisfactorily for rapid growth and development.

—

In the Palatinate, now occupied by the French, the price of tobacco dropped from 1600 to 800 marks per cwt., while it had been as high as 2000 or even 2100 marks early this year. The present price is about the same as in unoccupied Germany where government control is still enforced. As the price under control and free from control is about the same, control should be abolished, the tobacco growers demand. In Baden tobacco was sold at 672 marks per cwt. (50 kilograms).

—

The Marcoglou Tobacco Corporation, having a capital of $100,000, was incorporated Friday and established itself at 149 Broadway, New York. N. E. Marcoglou, the president of the company, sailed for Italy, Saturday. Mr. Marcoglou, who also is president of the Ionian Trading Co., will be abroad for some time, looking after the interests of both companies. The Marcoglou Tobacco Corporation will operate in Italy, Greece, Asia Minor, and adjacent districts. Among other things the Ionian Trading Co. imports tobacco and cigarette paper. The Marcoglou interests are extensive and important. S. D. Ioakum is New York manager for the Marcoglou Tobacco Corporation.

—

Sales of F. W. Woolworth Co. are estimated at $140,000,000 for the full year 1920, an increase of nearly $21,000,000 over 1919 This is based on sales for the first four months, which were 17.41 per cent greater than the same period of last year. Business of this volume would bring aggregate sales since the formation of the company in 1912, to about $825,000,000, or an annual average of $91,400,000 for the nine year period. To the end of 1919 the annual average was $85,553,616.

—

C. B. Harper, representing the Acme Manifolding Co., of 514-520 West 36th street, New York, is calling on the trade, showing an excellent line of salesmen's order books, combination bill and day books, office order books, duplicate and triplicate pads, shipping receipts, etc. "Actually," says he, "I find it a pleasure to do business with men in the tobacco industry. They know what they want. And, quality and service take precedence of cheapness when they purchase supplies. My house is in a position to give satisfaction to the most exacting customers. That's why business is good with us."

—

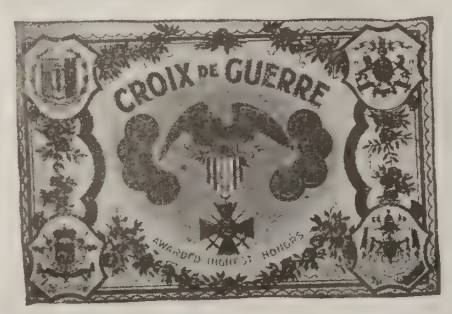
Further price advances are contemplated by Sweets Co. of America, as result of the rise in prices for sugar and other materials. These have caused increases recently by many leading candy manufacturers. The old penny product of the Sweets Co. is now selling for two cents. Those which formerly sold for 5 cents are now 7 and will go to 8 cents, with the likelihood of advancing to 10 unless relief is afforded by declining prices for raw materials. Samuel F. Williams, president of the company, is of the opinion that many of these price advances are permanent. Labor, freight rates, paper printing of labels and other costs, though they may recede somewhat, will, in his opinion, remain higher, and sugar, though its price may react, will also be considerably above a year ago.

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED
DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

PORTOCUBA CORPORATION
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York


The Newest Creation
Croix de Guerre
(The French War Cross)
SIX SIZES
French Cabinets
English Coronas
American Perfectos
Italian Panetelas
Belgium Blunts
American Puritanos
JUAN OVAREZ CIGAR CO., 253-255 Church Street, New York
Makers of LORD MILFORD Mild Havana and JUAN OVAREZ Clear Havana

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

"TOBACCO" is published 52 Times a Year.
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trial stagnation, should receive your serious consideration, and the law should be amended so as to reduce such practice to a minimum. No local union either in good or dull times should be accorded the privilege of going on strike even when their application is approved without first meeting the employers and endeavoring to settle the difficulty without a strike. The successful application of this principle and policy proves that it should be made the rule in all instances, and if it is and such a law adhered to, it will save us many shops, many dollars and much misery, want and privation. Gainful results will follow an application of this principle.

The right to strike should be maintained at all hazards. In the final analysis it is labor's sure guarantee to obtain and maintain living wages, but any portion of the membership, no matter how small, should be made to understand that this sacred right so fundamental and necessary must always be respected and never abused.

I strongly recommend that you consider the creation of a special fund to be used exclusively to defend members in lockouts and in resisting reductions of wages, which may follow the first real depression that may occur.

In addition to the recorded applications showing the increases in wages there have been about 100 increases in wages granted in the last two years, without a strike or even an application being made, which were later reported to this office.

Hundreds of instances have been reported to headquarters, where non-unionists were given an increase in wages in the last two years, this for the sole purpose of holding the employes and preventing organization. The arrival of an organizer in a non-union community was the signal for a slight increase in wages. While I have no official information, I estimate that nearly every non-unionist in the industry has received an increase in wages as a direct result of the union and its activities.

	No. of difficulties.	Members involved.	Benefit members.	Non-members involved.
Successful	670	92,290	77,349	20,292
Compromised	74	21,524	19,582	15,369
Members obtained employment elsewhere	17	408	365	114
Lost	72	3,960	2,834	1,214
Not inaugurated on account of trade conditions	43	13,035	11,601	20,258
Forced firm out of business	11	388	274	110
No result reported	51	128	32	6
Total	938	131,733	112,037	57,363
Disapproved	22	9,329	9,011	578
Grand total	960	141,062	121,048	57,941

Of the 960 strike applications submitted, there were:

159 from New York	7 from West Virginia
83 from Illinois	6 from New Hampshire
66 from Pennsylvania	6 from Kentucky
59 from Michigan	6 from Rhode Island
50 from Canada	5 from Utah
50 from Wisconsin	5 from Kansas
49 from Florida	5 from Texas
39 from Indiana	5 from Nebraska
37 from Ohio	4 from Arizona
37 from Massachusetts	4 from Oregon
33 from Connecticut	4 from Maryland
31 from Missouri	3 from Alabama
30 from Iowa	3 from Delaware
26 from New Jersey	3 from Montana
24 from Minnesota	2 from Arkansas
23 from California	2 from Georgia
17 from Washington	2 from Louisiana
	1 from North Dakota
17 from Porto Rico	1 from Vermont
13 from Maine	1 from New Mexico
12 from South Dakota	1 from Washington, D. C.
11 from Colorado	1 from Cuba
9 from Tennessee	1 from Oklahoma
7 from Virginia	

Total 960

CLOSED SHOPS.

Number of applications to close shops, submitted from August 1, 1912, to January 1, 1920	47
Number of applications disapproved	0
Number of applications approved and shops closed	47
Number of shops reopened	6
Number of shops forced out of business	1
Number still closed January 1, 1920	40

APPRENTICE LAWS.

Total number of applications since August 1, 1912	21
Number of applications approved	19
Number of applications disapproved	2

Union Disbursements to Strikers

Recapitulation by Years.

1912—July-December	$4,521.50
1913	8,877.02
1914	50,898.50
1915	9,947.56
1916	49,967.19
1917	54,745.42
1918	121,310.12
1919	285,387.92
Grand total	$585,655.23

The remarkable increase in the wage scales since 1912 is shown in figures taken from the reports of local unions, with a comparison of the various kinds of work, namely, hand work, prices, low and high received; mold work, prices, low and high received; with the style of work subdivided into three classes. These statistics are grounded upon the approximate length of the cigar from 4½ to 5 inches, as these lengths are specified in the great majority of the reports. The figures are also based on straight work except in the Clear Havana, and in the majority of unions' reports it is shown that an additional one dollar per thousand is charged for the shape cigar, with fancy shapes carrying an increase of from one to three dollars.

In the report of 1912—	103	unions reported....	"Low on hand work".... $9.00
At present.....	3	unions report.....	"Low on hand work".... 9.00
In the report of 1912—	21	unions reported....	"Low on hand work".... 12.00
At present.....	30	unions report.....	"Low on hand work".... 12.00
In the report of 1912—	52	unions reported....	"High on hand work".... 18.00
At present.....	14	unions report.....	"High on hand work".... 18.00
In the report of 1912—	5	unions reported....	"High on hand work".... 25.00
At present.....	18	unions report.....	"High on hand work".... 25.00
In the report of 1912—	65	unions reported....	"Low on mould work".... 7.00
At present.....	1	union reports.....	"Low on mould work".... 7.00
In the report of 1912—	2	unions reported....	"Low on mould work".... 11.00
At present.....	25	unions report.....	"Low on mould work".... 11.00
In the report of 1912—	26	unions reported....	"High on mould work".... 9.00
At present.....	1	union reports.....	"High on mould work".... 9.00
In the report of 1912—	7	unions reported....	"High on mould work".... 18.00
At present.....	27	unions report.....	"High on mould work".... 18.00

The above is based on the seed and Havana classification.

Quantity and Value of Tobacco Imported Into Switzerland

L. H. Lawrence Groves, American trade commissioner at Zurich, tabulates tobacco imports into Switzerland as follows:

Articles.	Quality. 1913	1918	1919	Value. 1913	1918	1919
Imports.	Metric tons.	Metric tons.	Metric tons.	Francs.	Francs.	Francs
Tobacco, leaf, not manufactured	8,378	6,290	12,584	11,826,344	32,042,537	73,164,415

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.
Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE
The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.
H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

Sullivan Factory May Break Records This Year

Output of 7-20-4 Brand in 1920 Will Approximate 80,000,000 Cigars—Standard Quality an Important Feature in the Upbuilding of a Big and Enduring Business—An Enterprise Inaugurated in 1874, with One Cigarmaker—Shrewdness, Diligence, Courage and a Most Likable Personality Enabled Roger G. Sullivan to Become the Leading Business Man of New Hampshire—Present Management Carries on the Work According to the Founder's Ideas and Plans.

Indicated by production to date, the 1920 output of the big 7-20-4 factory in Manchester, N. H., will be nearly 80,000,000 cigars. If no unforeseen difficulty occurs, the old reliable Roger G. Sullivan brand will exceed previous achievements this year. Londres size, having a Sumatra wrapper, Connecticut binder and Havana filler, standardized so carefully as a brand can be, the 7-20-4 cigar is called for, today, by more smokers than ever before. If production could be increased to 200,000,000 cigars annually, that number would be sold readily, because of the enduring popularity of 7-20-4.

Joseph S. Flynn, Joseph W. Epply and James G. Driscoll, managers of the business since the death of Roger G. Sullivan, are informed daily that dealers would be glad to get 7-20-4 cigars in greater quantities. But all opportunities to obtain larger distribution are subordinated to a desire to maintain the high standard so long established. The first consideration is to preserve the splendid reputation made by Roger G. Sullivan.

He began in Manchester in 1874, employing one cigar maker in the rear of a little store. Sullivan was "a wonderfully likable man." Customers went out of their way to come to his place of business. But expanding trade soon caused him to seek larger quarters. He located at 724 Elm street, and the number on the door of his store became the 7-20-4 label on his cigar boxes. Eventually the brand became famous; everywhere it was recognized as an insignia of standard quality.

Necessity for obtaining increased production induced Sullivan, several years later, to move his business to the building which is now known as the Wee Tappie tavern, on West Central street. From there, years afterward, he transferred to the big factory at the corner of West Central and Canal streets, which today gives employment to approximately 1,300 people, and has an annual payroll of $1,872,000.

The present factory is a brick structure six stories in height, having a floor space of 60,000 square feet. In addition, three floors in the Kimball building adjoining, connecting by a bridge, are devoted to the production of 7-20-4. And there is, besides, a branch factory on Willow street, 100,000 square feet of floor space in all.

The present magnitude of the business that had so modest a beginning is attested by a weekly payroll in excess of $36,000.

To the United States Government is paid $1,380,000 annually, in duties on imported tobaccos and for internal revenue on the cigars manufactured.

The "home of 7-20-4" is one of the cleanest, most sanitary cigar factories in the country.

Relating to the cigar, and connected with the factory, practically everything goes to show why Roger G. Sullivan could be such a successful manufacturer. He was scrupulously honest, diligent, unusually capable, far-seeing, shrewd, kind and generous. He was devoted to Manchester; he took pride in building up business in the most substantial way. In his case, great success came as the reward of good judgment, careful planning and constant work. At the time of his death, Roger G. Sullivan was the most prominent business man in New Hampshire. For while he obtained riches, he gained also the respect and good will of all with whom he came in contact. Though he died, July 13, 1918, his reputation endures. And the enterprise that he established is growing and expanding; being carried on in the way he preferred.

Connecticut Jottings

(*Continued from page* 30)

Hazardville, H. E. Thatcher of Somerville, and I. B. Barnard of Bloomfield.

The Directors elected the following officers for the ensuing year: President, H. H. Ellsworth; Secretary and Treasurer, F. G. Bengston; General Agent, P. F. Ellsworth; Auditors, G. H. Maude and George Mastaglio; Adjusters, L. A. Clapp and W. H. Gowdy.

Two new agents were chosen, so the company is now represented in all parts of Hartford County.

The financial report showed a substantial surplus.

Cigars are again on the upward trend. Prices in this city have advanced since the recent ciggar-makers' strike. Hartford made cigars costing between $90 and $100 per thousand before the strike now cost from $100 to $110. One brand that formerly sold for 15 cents, now sells for 20 cents, 3 for 50 cents; another that sold for 7 cents, 3 for 20 cents, now sells for 8 cents.

Slight increases are made on all brands. Cigars that sold at 2 for 25 cents now sell for 13 cents straight.

Cigars made in New Haven have made a greater advance than those made in this city, because the locally made cigars have been on the increase almost constantly for the past two years.

Mr. Gutierrez, of the Gene-Vall Cigar Co., Inc., of New York, was a recent visitor in this section and bought a large block of 1919 tobacco.

Growers say that they must have a better price than they got last year as everything that they must buy has increased in price.

Labor is high and very independent. Some of the larger growers have cut out raising the crop themselves and let the land out to others to work.

A Bargain In Cigar Labels and Bands

On account of the prevailing high cost and scarcity of material, labor, etc., we have decided to close out and discontinue a large number of attractive stock labels with title and design rights.

We are also closing out at exceptionally low prices the entire line of stock labels formerly made by Krueger & Braun, of which firm we are the successors.

We still have a quantity of attractive stock cigar bands which we will also close out at prices far below the present cost of producing such bands

Write for samples and prices.

WM. STEINER, SONS & CO., 257 W. 17th Street NEW YORK CITY

UNION LEADER

SMOKING TOBACCO

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

TOBACCO EXPORTS

(*Continued from page* 10)

Scotland	800	720
Bermuda	429	485
Canada	256	160
Panama	5,654	7,027
Mexico	176	190
Newfoundland	1,057	1,524
Jamaica	88	125
Trinidad	1,891	6,025
Other B. W. I.	36	54
Cuba	4,731	6,438
Da. W. I.	123	146
Du. W. I.	26	56
Fr. W. I.	16	27
Haiti	1,284	1,735
Santa Domingo	1,139	1,473
Argentine	1,712	2,719
Chile	1,494	2,648
Colombia	31	33
Du. Guiana	5,056	11,450
Uruguay	180	188
China	533	638
Br. India	6,046	7,459
Straits Settlements	9,217	14,250
Du. E. Indies	920	2,000
Japan	12,500	21,311
Turkish Asia	573	438
Australia	156	143
New Zealand	9,074	16,200
Br. E. Africa	23	26
Canary Islands	20	24
Fr. Africa	47	54
Poland	2,394	7,219
Totals	$ 110,861	223,117

Other Manufactures of Tobacco

Belgium	13,247
Denmark	34
Germany	3
Gibraltar	2,168
Netherlands	21,250
Spain	257
England	15
Costa Rica	6
Panama	108
Mexico	4
Newfoundland	800
Santa Domingo	158
Chile	152
Colombia	114
Peru	75
Venezuela	130
China	21,126
Br. India	3,585
Poland	3,736
Total	$ 66,968

LEAF TOBACCO FROM HOLLAND.

Per S. S. Nieuw Amsterdam. Arrived May 24.

Consignees:

New York—	Bales
Hugo Miller & Co	66
H. Duys & Co	320
Cullman Bros.	85
Meyer, Jaskulek	11

Per S. S. Nieuw Amsterdam. Arrived May 24.

Consignees:

New York—	Cases
E. Rosenwald & Bro	498
American Foreign Service Corp.	84
S. Rossin & Son	52
Herzog & Salury	5

TOBACCO FROM ANTWERP.

Per S. S. West Wauneka. Arrived May 27.

Consignees:

New York—	Bales
F. E. Cranz	10

LEAF TOBACCO FROM CARTAGENA.

Per S. S. Sante Marta. Arr. May 27.

Consignees:

New York—	Bales
F. E. Cranz	100
Equitable Trust Co	30

TOBACCO FROM SANTO DOMINGO.

Per S. S. Iroquois. Arrived May 26.

Consignees:

New York—	Bales
National City Bank	48

Per S. S. Iroquois. Arrived May 26.

Consignees:

New York—	Scroons
Tropical Tobacco Co	60

Per S. S. Iroquois. Arrived May 26.

Consignees:

New York—	Packs
Tropical Tobacco Co	1,051

CIGARETTES FROM ENGLAND.

Per S. S. West Pool. Arrived May 10.

Consignees:

New York—	Cases
American Tob. Co	8

Per S. S. Vellavia. Arrived May 7.

Consignees:

New York—	Cases
G. S. Nicholas & Son, Ltd	1

Per S. S. Bardic. Arrived May 10.

Consignees:

New York—	Cases
Park & Tilford	3
Order	1

Classified Advertisements

FOR SALE

Half or whole interest in our tobacco manufacturing business. Machinery, equipment and supplies complete. Brands and Good Will. Manufacturers and owners of Globe Tobacco Co. and Scotten Tobacco Co. brands of tobacco. One brand worth more than the whole interest will cost. Quick action.

Globe-Scotten Tobacco Co.
Detroit, Michigan

CAN BUY TOBACCO on commission in Santo Domingo—well acquainted there in this line—merchants and croppers. Best lands, having my own trucks for all the necessities of the business. Could place some money. Address, "Santo Domingo," care Tobacco, 10 East 39th St., New York. J-3

WANTED—Molds 10 or 20 bunch 4½" straight, about 43 ring, slight draw on tuck. State quantity and price. Address Box 1001, c/o Tobacco, 10 East 39th St., New York.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TRAVELING SPECIALTY SALESMEN

TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

Pacific Coast Representative

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

CIGAR LABELS FOR SALE

CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR LEASE AT HARTFORD, CONN.

FOR LEASE—AT HARTFORD, CONNECTICUT, IN TOBACCO WAREHOUSE DISTRICT, 49 COMMERCE STREET; BUILDINGS ON PLOT 100 x 150. WILL REMODEL FOR TOBACCO BUSINESS. EDWIN BURDICK, 271 WEST 90TH STREET, NEW YORK.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE. "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND
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TOBACCO

ESTABLISHED 1886

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Highest T. M. A. Honor Goes to Jesse A. Bloch

For the Presidency of the Tobacco Merchants Association of the United States, Succeeding Charles J. Eisenlohr, the Unanimous Choice of the Directors Was the Capable and Energetic West Virginia State Senator, Who Conspicuously Assisted the Suffragists—He Is a Man of Outstanding Importance in the Trade, Being a Large Manufacturer of Smoking Tobacco and Cigarettes—Also He Is President of the Independent Tobacco Manufacturers' Association—Other Important Business Transacted at a Notable Meeting in New York.

The T. M. A. has a new leader, a man in every way worthy and well qualified; in the tobacco business he is notably successful; outside of the tobacco industry he has attracted national attention. At the meeting of directors of the Tobacco Merchants' Association of the United States in New York Thursday, Hon. Jesse A. Bloch, of Wheeling, W. Va., was chosen unanimously to be the successor of Charles J. Eisenlohr.

Urged to be president of the T. M. A. for another term, Mr. Eisenlohr gracefully yet firmly declined the honor of a re-election. He reiterated the statement he made at the convention at Washington: "Two years is enough for any one man to serve. New men, in rotation, should be promoted to the presidency. The infusion of new blood would make the body more vigorous. The association should have every incentive and opportunity to progress.

"Furthermore, rotation in office should be associated with proper recognition of each division of the tobacco industry. Inasmuch as the cigar manufacturing branch had supplied presidents since the T. M. A. was organized, it was desirable now that a representative of other tobacco interests should be called to the front and invested with authority."

He thereupon nominated Hon. Jesse A. Bloch as his successor. Mr. Bloch was unanimously elected. Immediately he took up his new duties as president. Mr. Eisenlohr as ex-president of the association will continue as a member of its Executive Committee.

Jesse A. Bloch, of the Bloch Bros. Tobacco Co., a corporation engaged largel in manufacturing smoking tobacco and cigarettes at Wheeling, W. Va., needs n introduction to the tobacco trade of the country.

In addition to the prominence he has attained as a successful business man, his popularity and ability as an executive, his capability as head man of an important organization is proven by his re-election to the presidency of the Independent Tobacco Manufacturers' Association.

In the political field as well he is a man of outstanding importance. West Virginia is one of the States where it is not easy to obtain political success. There a man has to make good, he must prove his qualifications, he has to show energy, courage and good judgment; if he isn't a worker and a fighter, he "won't get very far."

In the intensely exciting campaign of 1918, Jesse A. Bloch, Republican, was elected State senator from Ohio County for a term of four years.

When a session of the West Virginia legislature was called, early this year, to consider the ratification of the woman suffrage amendment, Senator

The New President of the T. M. A. and the Other Officers and Directors Who Participated in the Work of the Meeting

Bloch was absent from the State. Without his vote, it seemed sure that "suffrage" would be defeated in West Virginia. Anti-suffragists, taking advantage of the opportunity, attempted "to finish matters" before Bloch could arrive from Los Angeles. But their efforts were "Bloched." The hustling Republican senator hurried homeward from the Pacific Coast. He obtained special trains. At the last stage of his journey aeroplanes were placed at his disposal. The newspapers of the country all made front page stories of his flying trip. He arrived in time. With his assistance, West Virginia was made a State that favored suffrage.

From all parts of the country Senator Bloch received telegrams and letters by thousands; his energetic procedure made possible an earlier realization of the hopes of all who believe in "votes for women."

Additional officers of the association were nominated and unanimously elected as follows:

Edward Wise, chairman of the Executive Committee; Col. F. W. Galbraith, Jr., vice-president; Capt. Geo. W. Hill, vice-president; George H. Hummel, vice-president; Julius Lichtenstein, vice-president; H. H. Shelton, vice-president; Wm. T. Reed, vice-president; Asa Lemlein, treasurer; Charles Dushkind, secretary.

A new vice-presidency was created that the Allied Trades might have a proper representation. Col. F. W. Galbraith, Jr., treasurer of the Western Paper Goods Co. of Cincinnati was a unanimous choice for the vice-presidency thus made.

James M. Dixon, president of the Tobacco Products Corporation, was added to the directorate of the association.

At the meeting of the Executive Committee, which immediately followed the Board Meeting, a fixed schedule of dues was adopted, based upon the volume of business transacted. It was also decided that the association should inaugurate a drive throughout the country for new membership and for increased revenue, in order to extend the association's activities in the interest of the trade.

The directors attending the meeting were Edward Wise, Jesse A. Bloch, William T. Reed, John N. Bagley, Jonathan Peterson, George H. Hummel, Charles Eisenlohr, Arthur M. Eisig, Asa Lemlein, William A. Hollingsworth, W. H. Winstead, Alexander Herbert, Col. F. W. Galbraith, Jr., George M. Lex, Harvey L. Hirst, I. C. Rosenthal, John W. Merriam, I. H. Weaver, George Frings and Arthur Bachman.

Standing committees of the T. M. A. were named by President Bloch as follows:

Committee on State of the Industry

Charles J. Eisenlohr, pres., Otto Eisenlohr & Bros., Inc., Philadelphia.
Edward Wise, pres., United Cigar Stores Co., New York City.
Percival S. Hill, president, the American Tobacco Co., New York City.
Col. F. W. Galbraith, Jr., treas., the Western Paper Goods Co., Cincinnati.
W. N. Reynolds, pres., R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
William T. Reed, treas., Larus & Brother Co., Richmond, Va.

Committee on Finance

Arthur M. Eisig, vice-pres., Metropolitan Tobacco Co., New York City, chairman.
Edward Wise, pres., United Cigar Stores Co., New York City.
George H. Hummel, vice-pres., P. Lorillard Co., New York City.
Col. F. W. Galbraith, Jr., treas., Western Paper Goods Co., Cincinnati.
Jonathan Peterson, pres., Weyman-Bruton Co., New York City.

Committee on Traffic

Philip Croxton, traffic mgr., P. Lorillard Co., New York City, chairman.
T. T. Harkrader, traffic mgr., the American Tobacco Co., New York City.
J. L. Graham, traffic mgr., R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

Committee on Exports and Imports

A. Bijur, of E. Rosenwald & Bro., New York City, N. Y., chairman.
Amos J. Maco, pres., International Planters' Corp., New York City.
Benoit Wasserman, of B. Wasserman Co., New York City.
Ery Kchaya, pres., Standard Commercial Tobacco Co., Inc., New York City.
Isaac J. Bernheim, of J. Bernheim & Son, New York City.
Chas. A. Brassler, of Kremelberg & Co., Louisville.

Committee on Cuban Cigars

S. P. Coe, of Acker, Merrall & Condit Co., New York City, chairman.
T. C. Gales, of Henry Clay & Bock Co., Ltd., New York City.
Robert E. Lane, of Tobacco Salesmen's Assn., New York City.
Samuel Wasserman, of B. Wasserman Co., New York City.
Chas. B. Perkins, pres., Chas. B. Perkins Co., Boston.

Committee on Manufactured Tobacco

William T. Reed, pres., Larus & Brother Co., Richmond, Va., chairman.
Jesse A. Bloch, vice-pres., Bloch Bros. Tobacco Co., Wheeling, W. Va.
John N. Bagley, of John J. Bagley & Co., Detroit.
Henry Weigand, pres., Penn Tobacco Co., Wilkes-Barre, Pa.
E. G. Scott, vice-pres., Smith & Scott Tobacco Co., Paducah, Ky.
Albert Weisert, pres., Weisert Bros. Tobacco Co., St. Louis.
Fred. L. McEwan, of B. Payn's Sons Tobacco Co., Albany, N. Y.
Adolph Dill, pres., Joseph G. Dill, Inc., Richmond, Va.
Rudolph H. Bendixon, of Bendixon Tobacco Co., Syracuse, N. Y.
R. B. Frismuth, secy., Frismuth Bro. & Co., Inc., Philadelphia.
Francis A. Shields, vice-pres., Shields & Son, Albany, N. Y.

Committee on Cigar Leaf

Joseph Mendelsohn, vice-pres., Stern-Mendelsohn Co., Inc., New York, N. Y., chairman.
Joseph F. Cullman, Jr., of Cullman Bros., New York City.
Alfred S. Rossin, of S. Rossin & Sons, New York City.
Frederick D. Grave, of F. D. Grave & Son, New Haven, Conn.
A. Bijur, of E. Rosenwald & Bro., New York City.
Isaac I. Bernheim, of J. Bernheim & Son, New York City
Julius Lichtenstein, pres., American Sumatra Tob. Co., New York City.
Emanuel Boasberg, of Keiser & Boasberg, Buffalo.

Committee on Burley and Kindred Tobaccos

W. H. Winstead, pres., W. H. Winstead, Inc., Baltimore, chairman.
S. B. Smith, of S. B. Smith & Co., Mayfield, Ky.
Laban Phelps, of Louisville Tobacco Board of Trade, Louisville.
G. O. Tuck, of International Planters' Corp., New York City.
Charles T. W. Arguo, of Charles T. W. Arguo Co., Inc., Henderson, Ky.
R. M. Barker, pres., R. M. Barker Tobacco Co., Carrollton, Ky.

Committee on Wholesale Trade

Joseph P. Manning, pres., J. P. Manning Co., Boston, chairman.
A. M. Eisig, vice-pres., Metropolitan Tob. Co., New York City.
C. L. Conradt, of Old Dominion Tob. Co., Inc., Norfolk, Va.
S. B. Goldsmit, of L. Goldsmit Bro. & Co., Pittsburgh.
Frank W. Miller, pres., New Jersey Tobacco Co., New York City.
Nelson F. Eberbach, of A. B. Cunningham & Co., Philadelphia.
Joseph Simon, pres., Bennett, Sloan & Co., New York City.
Chas. Schavrien, of Chas. Schavrien, New York City.
Wm. Deiches, Jr., pres., William Deiches & Co., Inc., Baltimore.
F. W. Plugge, secy., Washington Tobacco Co., Washington, D. C.
M. J. McDonnell, of Yahn & McDonnell, Philadelphia.

Committee on Clear Havana Cigars

A. L. Sylvester, pres., American Cigar Co., New York City, chairman.
Asa Lemlein, mgr., E. H. Gato Cigar Co., New York City.
Marceline Perez, of Marceline Perez & Co., New York City.
A. L. Cuesta, pres., Cuesta, Rey & Co., Tampa.
Alvaro Garcia, of Garcia & Vega, New York City.
Mortimer Regensburg, pres., E. Regensburg & Sons, Tampa and New York.
Y. Pendas, of Y. Pendas & Alvarez, New York City.
Benito Rovira, of Benito Rovira Co., New York City.

Committee on Seed, and Seed and Havana Cigars

Charles J. Eisenlohr, pres., Otto Eisenlohr & Bros., Inc., Philadelphia, chairman.
A. L. Sylvester, pres., American Cigar Co., New York City.
Abraham I. Lewis, of I. Lewis Cigar Mfg. Co., Newark, N. J.
D. Emil Klein, vice-pres., Consolidated Cigar Corp., New York City.
John H. Fendrich, of H. Fendrich, Evansville, Ind.
Luis Toro, pres., Porto Rican American Tob. Co., New York City.
Henry C. Wemmer, gen. mgr., Deisel-Wemmer Co., Lima, Ohio.
Moritz Haas, of Haas Bros., Cincinnati.
George H. Hummel, vice-pres., P. Lorillard Co., New York City.
Samuel Bayuk, of Bayuk Bros. Co., Philadelphia.
G. W. Van Slyke, pres., G. W. Van Slyke & Horton, Albany, N. Y.
Joseph Monday, secy. and treas., S. Monday & Sons, Brooklyn.
Dave S. Saqui, vice-pres., Walter E. Olsen & Co., New York City.
Richard C. Bondy, vice-pres., General Cigar Co., New York City.

Committee on Stogies

J. H. Gollner, secy.-treas., M. Marsh & Son, Wheeling, W. Va., chairman.
Howard Hazlett, of Est. of Augustus Pollack, Wheeling, W. Va.
Chas. F. Smith, pres., the Jenkinson Co., Pittsburgh.
L. Goldsmit, treas., the Standard Cigar Co. of Pittsburgh, Pa., Pittsburgh.

Committee on Retail Trade

Wm. A. Hollingsworth, New York City, chairman.
D. A. Schulte, pres., D. A. Schulte, Inc., New York City.
Edward Wise, pres., United Cigar Stores Co., New York City.
R. J. Seidenberg, of R. J. Seidenberg Co., Buffalo, N. Y.
M. A. La Fond, pres., M. A. La Fond & Co., Detroit.
Joseph T. Snyder, of Joseph T. Snyder, Buffalo, N. Y.
Louis G. Deschler, of Louis G. Deschler & Co., Indianapolis.

Committee on Trade-Marks

C. A. Speakman, vice-pres., American Lithographic Co., New York, chairman.
E. Kleiner, of E. Kleiner & Co., New York City.
Asa Lemlein, mgr., E. H. Gato Cigar Co., Key West and New York.
R. R. Heywood, of Heywood, Strasser & Voigt Litho. Co., New York City.
Harry Prochaska, mgr. cig. label dept., Adolph Frankau & Co., Inc., New York City.
Dr. C. E. Moehle, pres., the Moehle Litho. Co., Brooklyn.
J. A. Voice, secy., Pasbach Voice Litho. Co., New York City.
Isaac Steiner, vice-pres., Wm. Steiner Sons & Co., New York City.
Emil Steffens, Jr., of Steffens, Jones & Co., New York City.

Allied Trades' Auxiliary

George C. Sherman, pres., Universal Tobacco Machine Co., New York City, chairman.
C. A. Speakman, vice-pres., American Lithographic Co., New York City.
E. M. Hunter, secy., the Cardwell Machine Co., Richmond, Va.
Geo. A. Fisher, of American Can Co., Richmond, Va.
R. B. French, of Marx & Rawolle, Inc., New York City.
Oscar Reinach, of Oscar Reinach, New York City.
Wm. H. Bennett, of Wm. Stake & Co., Inc., New York City.
Sydney G. Stevens, of Cornwall & Stevens, Inc., New York City.
W. E. Ransom, secy., MacAndrews & Forbes Co., New York City.
Louis D. Conley, secy., the Conley Foil Co., New York City.
George G. Fries, of Fries & Fries, Cincinnati.

Emphasizing a Demand for Real Merchandise

Head of a Great Wholesale House Speaks

F. S. Cunningham, head of the great wholesale business of Butler Bros., says:

"Through some misunderstanding the report has been published in newspapers over the country that Butler Brothers look for a general decline in prices in the near future and a speedy return to the pre-war level.

"The report is incorrect and totally misrepresents our view. I am glad therefore to be able to state my own opinion in respect to prices.

"Speaking broadly, commodity prices will not be lower before the spring of 1921, even if then. Not a few goods will be higher this fall than they are now. For more than six months every wholesaler has been contracting for his fall supplies at advanced costs. In many cases these goods could be replaced today, if at all, only at still higher prices.

"In certain lines, notably silks, prices had become inflated beyond reason. Reduced quotations in such lines are not symptomatic of the market as a whole.

"In order to think clearly one must discriminate between seasonable and staple merchandise. The cut-price sales now running over the country are confined mainly to spring ready-to-wear and kindred goods. As in every year when the coming of warm weather is late, retailers began cutting prices in May to avoid carrying the goods over.

"On staple merchandise there is only one legitimate reason why any retail merchant should sharply reduce his prices and that is the need of liquidation, even at a loss, in order to meet bank obligations. The store which, without such compelling reason, can now afford to make deep cuts in its prices on staple goods, by that very fact makes public confession that it has been charging an illegitimate profit for its wares.

"Commodity prices in general are artificially high. They must come down. The sooner they come down the better for everyone. But nothing is gained by ignoring the plain fact that wholesale prices (and retail prices) depend on the cost of production. Until that comes down, talk about a lower level of prices is vain.

"The factors which will make for lower prices are undoubtedly gaining in momentum. The factors which make for higher prices are losing in momentum. But the latter are still in the ascendant, and no one can say when the price-lowering factors will become dominant.

"With higher prices for foodstuffs in sight for this fall, wages can not come down. There is an absolute shortage of the more important raw materials. The tie-up in rail and water shipping is depriving many mills of the materials they need to keep at work. It is a certainty that in most lines production still lags behind demand.

"We are in intimate and first-hand touch with all markets and it is our best judgment that the general level of commodity prices will rise somewhat before it starts on the inevitable decline.

"One sign of returning health is that in the last sixty days we note a greatly increased demand for the less expensive grades of merchandise—dependable quality goods at moderate prices—and a relative falling off in the demand for the higher-priced 'fancy' grades which have been in such feverish demand for several seasons. We gather from this, and from what many customers have told us, that the mind of the buying public is changing. The average person seems to be returning to the habit of seeking a good article at a fair price rather than accepting the more expensive thing without question.

"There is no doubt that one fruitful cause of high prices has been this very preference of the public for merchandise whose cost lay largely in trim and finish rather than in those qualities which make for service and good taste. As always, supply has followed demand. Makers and retailers have concentrated on the 'fancy' ends of their respective lines at the expense of the more moderate-priced goods which are normally in greatest demand. Advances in 'fancy' grades of merchandise have been very much more marked than on the medium-priced grades, on which competition is always keen.

"In many retail stores the public has not been given a fair chance to buy moderate-priced merchandise. Either such goods have not been stocked or they have been kept in the background. This has served to give the public the idea that all goods have advanced equally, which is not the case.

"We think the policy of denying people the chance to buy medium-priced goods has been short-sighted. It certainly is wrong now when the public is again asking the price before it makes the purchase.

"We are advising our customers to bring to the show places in their stores the moderate-priced goods which they now have in stock, and to make such goods prominent in their advertising and show windows as they have not been made prominent in several years. We know that even in this day of high-priced merchandise it is possible for the trade to buy goods of dependable quality at moderate prices, for the very good reason that now, as always, we specialize in just such merchandise.

"Our business has never been so good as in recent months. The gain in sales of our five houses for the first four months of the year was 52 per cent over the same months of 1919. Our sales for the first three weeks of May show no slackening in demand.

"So long as everyone who wants to work has a job at good wages, retail trade can not be but good. We advise our customers to keep their heads. If overstocked on seasonable goods or those of 'fancy' grades they will do well, as always, to liquidate—at a loss if necessary.

"In staple merchandise, we distinctly recommend that prices be figured on the basis of actual value without respect to what individual overstocked or hysterical competitors may do."

The Manufacturer and the Union Representative

A Conversation That Didn't Occur

The cigar manufacturer was thinking hard. Laid on the table before him was a cause for worry. It was a long telegram from a Western jobber. A big customer wanted goods shipped at once. And the cigars, ordered months ago, were not made yet. The urgent message goaded the manufacturer almost to despair. Bitterly he asked himself "What could be done? How can I expedite and increase production?" Though he had scant hope of obtaining a satisfactory answer, he attacked the problem. He concentrated his thoughts, he cudgeled his brain in efforts to find a way to make the factory more productive. One by one, he considered each objection that raised itself to set at naught any attempt to accelerate and enlarge output. The harder he thought, apparently the difficulties to be confronted became thicker and worse. Plans that experience suggested immediately were nullified by anticipations of what his working force would say and do. His cogitation "didn't seem to get him anywhere." He sat there, wearily revolving the unsolved problem in his mind.

Gently, the door of the private office swung inward. Into the narrow room came an office boy, who stepped softly. Perhaps, to offer an unspoken apology for the intrusion, or may be to indicate in advance the importance of his errand, the boy very carefully closed the door. Obviously striving to repress excitement, with difficulty managing to contain pent up emotion, he tiptoed across the floor until he stood close to his employer. Leaning forward, he whispered: "Man outside wants to see you, sir."

"Who is he?" the manufacturer inquired, speaking somewhat sharply.

"C. O. McRoss," was the whispered reply.

"Name's unfamiliar. Don't think I know him. Did he state why he wanted to see me?"

"No, sir, but he said he represented the cigar makers' union."

"Eh, what! At this time!" exclaimed the manufacturer. "More trouble, plague take it! Curse such luck! Why do the agitators pick on me?"

"Shall I tell him that you are too busy to see anybody today?" asked the office boy, suggestively.

"No! What's the use? I'll have to see him, I suppose. Show him in!"

While waiting to receive the undesired visitor, the manufacturer placed himself, mentally, on the defensive. By experience, he had been taught to be cautious in dealing with labor leaders. And, he had no pleasant recollections of previous encounters with union representatives.

The manufacturer was tactful. Politely he invited McRoss to take a seat. Hospitably, he extended a box of cigars. Diplomatically, he induced the visitor to do most of the talking.

"Whether you regard it as confidential or otherwise, my business with you is quite important," the union representative urged, after he had lighted a cigar. "And it's very desirable that we have a proper understanding, right from the start. Do you agree?"

"Agree to what?" the manufacturer queried. But, before reply could be made, he qualified the question by saying: "Until I know exactly what your demands are, you can't expect me to make any agreement."

"All right," McRoss admitted, "that's fair. And, this time at least, conditions are a little different. Don't get excited. The union isn't going to hurt you. Let me explain. You recognize the union. You pay the union scale. You have a sanitary factory, decently managed and conveniently arranged. The union has no quarrel with you. Union headquarters, however, have been informed that your production, per capita, is not so large as it should be. That's a reflection on the union labor you employ. It's detrimental, financially and otherwise. It's a partial denial of the requests of customers who are clamoring for more cigars. It's something that should be remedied. That's why I'm here. It's good business for the union to do what it can, not only for its members, but also for the improvement of trade. Increased production per capita means greater earnings for every piece worker. By working full time, by being more energetic, each cigar maker in your factory can add considerably to his pay per week. As the representative of the union, I come to promote the efficiency of your working force. Being expert and experienced, I can show some of the men how to work faster and to better advantage. As an official of the union, known to be devoted to their interest, I can give advice and instruction and my activity will not be resented. Perhaps more acceptably than your foreman could, I can suggest to the men the desirability of obtaining a greater output, immediately and steadily. While the war was in progress, nobody dared deny the necessity of making special efforts. And, now to enable the United States the more quickly and surely to recover from the effects of the war, it is desirable to speed up work. Everyone should assist in obtaining adequate production, especially when well paid for each bit of additional work done. If we succeed in making union shops more efficient and productive, if we prove to the world that union workers are notably capable, diligent and faithful, such a showing will be the best possible propaganda for the union," argued C. O. McRoss; "see?"

"I see," the cigar manufacturer conceded.

"And if we do good work, if we speed up production, if we demonstrate to employers the superior efficiency of union labor, we may be sure that enlightened self-interest will cause the cigar industry to be developed peaceably. Strikes are costly. Though union expenditures to support strikes may be 'but a drop in the bucket' compared to losses borne by employees and employers because of strikes, union disbursements each year have been running up. The International Union of Cigar Makers paid out $285,387.92, in 1919, on account of strikes. And a considerably smaller sum expended annually will maintain quite a staff of 'efficiency experts' and 'organizers of good will.' Profitably the union can keep capable men permanently employed in promoting harmony and expediting production. Do you catch the drift of my argument?" the union representative asked.

"Indeed I do," the cigar manufacturer answered, "but isn't your idea a rather new exemplification of the square deal?"

"In the present application perhaps it is," McRoss responded, "but, after all, it is just an adaptation of a plan to give service. Good service always is a first aid to real success. When the National Cash Register Co. sells a cash register to a merchant, the company isn't content to deliver the machine, take the money and forget the transaction. The National Cash Register Co. built up a tremendous business, it outdistanced competition, it keeps in the lead, chiefly by giving unusually good service. In numerous and various lines, hundreds of the more successful manufacturers and merchants know how profitable it is to render acceptable service. Without pretending to be altruistic, they offer customers advice, information and assistance. Is it strange that the cigar makers' union should take advantage of opportunities to show how serviceable the organization can be? If relations with employers are made more cordial, if assurance is given that the employment of union cigar makers is associated with the attainment of desired results, will union men be compelled to agitate and strike to obtain better wages? No! If a manufacturer knows his business, he figures carefully on cost of production. Especially when a nation-wide demand for cigars exceeds the supply, a union guarantee of assured and larger production straightway will advance the prestige and value of a brand; increased production per capita immediately will be attested on the payroll. No shrewd employer will fail to reward good service.

"Furthermore," McRoss continued, "to the extent the union can induce cigar makers to become more proficient and prosperous, to a corresponding extent the usefulness and financial strength of the union is increased. Some things, of course, have to be done indirectly. For instance, in New Hampshire and other parts of New England, the union is employing its own men and spending its own money advertising the merits of hand-made cigars. The union isn't selling cigars—the direct benefit of the advertising goes to manufacturers—but, undeniably, though indirectly, union cigar makers employed in hand work are benefitted by any publicity that causes hand-made cigars to be more appreciated by smokers.

"Likewise, though you and other manufacturers may profit directly by what union representatives do to improve workmanship and stimulate production, the chief beneficiaries are the union and its members. Because of conditions previously existing in the cigar industry, it must be admitted that many cigar makers, although members of the union, lack the experience, skill and speed manifested by a really first class cigar maker. Does the union want a membership that contains a considerable percentage of dubs and irresponsibles? Is it advantageous, in the long run, for the union to maintain a low standard of workmanship? To make sure that the union will prosper and endure, is it better to make union service satisfactory, or is it wiser to try to win out by agitation, threats, intimidation and repeated strikes? Recent history supplies the answer."

Increased Exportation of Leaf Tobacco from Brazil

Relative to exports of tobacco from Brazil, A. T. Haeberle, American Consul at Rio de Janeiro, reports as follows: "Tobacco shipments rose to 29,775 tons in 1918 from 25,759 tons in 1917 and 21,293 tons in 1916."

The quantities, values and destinations of tobaccos shipped from Brazil in recent years are indicated in the following table:

Countries of destination	1916 Tons	1916 Value	1917 Tons	1917 Value	1918 Tons	1918 Value
United States...	399	167,339	293	60,355	3,225	805,324
Argentina	3,574	1,273,495	8,179	1,733,280	7,304	2,079,843
Denmark	1,148	369,888	596	149,291	.....	.....
France	3,919	1,289,773	7,671	1,683,907	6,313	1,956,617
Netherlands ...	9,720	3,403,106	61	12,976	.....	.....
Uruguay	892	230,938	1,497	474,101	1,852	4,133,784
Tobacco	21,293	$7,277,378	25,759	$5,859,522	29,755	$10,730,571

CIGARETTE PAPER IMPORTS

For the Fortnight Ending June 5

Consignees. New York.	Per Steamer.	From.	Cases.
P. J. Schweitzer,	J. Cartier,	Havre	70
Hudson Fdg. & Shipping Co.,	E. F. Luckenbach,	Rotterdam	5
Max Spiegel Sons. Inc.	Sarcoxie,	Bordeaux	5
P. J. Schweitzer,	"	"	30
R. J. Reynolds Tobacco Co.,	"	"	608
B. E. Teale,	Sarah,	Oporto	58
Chatham & Phoenix Nat. Bk.	La Savoie	Havre	13
Liggett & Myers Tobacco Co.	La Lorraine	Havre	25

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JUNE 10, 1920

"QUESTIONABLE MANUFACTURING"

The making of cigars, rather questionably, in many places decidedly unsanitary, is an outcome of past and present labor troubles in various large factories. In New York and elsewhere, of late, so-called "bedroom work shops" have become somewhat numerous.

Induced to participate in a strike, or persuaded by agitators "to take a vacation," quite a few cigar makers have commenced manufacturing in a small way. Concerning the "little shop" legitimately conducted and kept clean, the trade need not be afraid.

But when attempt is made to locate an alleged cigar factory permanently in a much inhabited flat, when tobacco stripping is done in the hallway of a crowded tenement, when cigars are fabricated in an occupied bed room, when dubious "manufacturing" is accomplished on a bench flanked by the kitchen sink, a gas stove and the family wash tub, perhaps there are reasons for protests.

In some of these misnamed "factories," only one or two of the persons employed in producing "long shots" have experience or skill in cigar making. So far as may be possible, in his work, the cigar maker is assisted by women or children who know only the little that he has showed them.

A fair wrapper deftly placed may cover various defects in a cigar.

The outward appearance of such cigars as he makes, usually is the thing to which the operator of a "bed room shop" attaches chief importance. Because of the present wide-spread and incessant demand for more cigars, almost any cigars "seeming to be half way decent" will sell.

Inasmuch as his output necessarily is small, the long shot specialist figures to obtain an inordinate profit on what he does produce.

He "cuts the corners very close." Possibly, in effecting sales, he resorts to misrepresentation. Or, may be, he "saves a bit" by illegal procedure.

By those who profess to be "aware of what is going on," various allegations are made. It is intimated that the sanitary regulations and the child labor law are violated.

Whether or not the revenue laws are fully complied with, who can say?

If regulations prohibiting manufacturing in tenement houses are either forgotten or ignored, what should be done?

THE CONSOLING SMOKE

The Wise Men say the world is crazed; they're shocked, disgruntled and amazed. Now Pleasure is the end and aim of every delegate and dame. No fellow thinks it wise to save, and we all joyride to the grave. There is no thrift, the virtues old are in the boneyard, stark and cold.

And I might rise and rant a while, and push predictions through my tile, and see some hoary truths applied, but I just smoke and let things slide.

For who that's out to blow the kale would stop because I raised a wail? Would Clarence hear my voice and stop, when he had ordered lemon pop? Would Charles Augustus halt his pace when headed for the soft drinks place? Would giddy damsels cease to go to Chaplin and the movie show?

No eloquence of mine, I ween, could halt the sale of gasoline. Then why exert myself in vain? Why give myself and you a pain? I sit and eat my oysters fried; I rest and smoke and let things slide.

And when I used to rant and fret, and wallow in indignant sweat, I wearied people with my roar, and they had branded me a bore. And no one came to visit me and gossip 'neath the sunset tree. And people dodged me in the street—my line of discourse was no treat.

But now I let the world wag by, without a protest or a sigh. A million things are out of whack, a million things have jumped the track; but everything comes out all right; fool fads will perish in a night; the evils that look big today will shortly shrivel and decay; the sun is shining overhead, and virtue really isn't dead.

I let the tail go with the hide; I sit and smoke and let things slide.

Since he said it, give him credit. Honest, *Judge*, if one spoke in rhyme to make a joke, he'd cop things Walt Mason sings.

EMULATING THE OSTRICH

The ostrich hides its head in the sand, fancying itself secure from all enemies. And how often we have heard: "There is none so blind as he who will not see?" But we pay little heed to the old, old lessons. The sun shines; the birds sing; the sweet breeze croons above the waving grasses; the winter is afar off; all is well!

But if we as a people can but shake ourselves to attention, we must be impressed by the recurrent warnings of those who possess intimate knowledge of present economic conditions.

Only this week the President of the New York Central Railroad, addressing the National Coal Association at Atlantic City, sounded once more the grave warning that, unless a way be found to get enough coal cars for the mines, the country certainly will encounter a most serious coal crisis next winter.

But the sun shines; we are listening to the arias of June; why worry? We should worry, the people should worry, Congress should worry, the Interstate Commerce Commission should worry, because, as President Smith says: "The coal industry is in distress, the steel mills are in distress, and this distress is caused by the needs of transportation."

Too, he might have added, the farmers are in distress, the business of the country generally is in distress, for the same reason. He asserts that it will require $700,000,000 to enable the railroads to build equipment, particularly coal cars. And yet the radicals of labor scoff and ply their vocation; strikes are called; labor is deluded; business cries vainly for assistance; the poor are due to suffer during the hard days of winter; the ostrich hides its head!

In production alone lies the remedy. We must have done with hatred and distrust; we must have done with false leadership; we must find, somehow, a way of getting together in this country; we must suppress the professional agitator, lower living costs, deflate credits and currency; we must help the farmer; in a word, we must produce all along the line. We need great conservative leadership. We must drive all cowards to the bush. We must do away with all theorizing. We must get to work. Once more we sound the warning and the appeal.—*Cincinnati Enquirer.*

WAGE EARNERS

"From farm and forge and mine and bench,
Deck, altar, outpost lone,
School, mill, battalion, counter, trench,
Rail, senate, sheep-cote, throne,
Creation's cry goes up on high
From age to cheated age,
Send us the men who do the work
For which they draw the wage!"

We are all wage-earners. Some of us receive pay in money on Saturdays; some receive their wage in winning through obstacles to maintain the respect of business associates; some in promotion and larger responsibilities; some in delayed recognition of latent powers; some in conserving the glory and honor of an institution; some in the satisfaction of a task well-performed—yet all working for a wage.

Shirkers there be who do not earn their wage—they must be stung out of the hive; sharpers there be who expect to draw their wage by manipulation—they must be brought to their senses; thoughtless there be who must be inspired to yield a day's work for a day's pay whether that day's pay be in an envelope or in less material, though greater substance, through intangible rewards.

This, then, was the lesson learned as our eyes and ears are opened to the larger truths underlying the program of American business to relieve the old world of its present troubles. Through many guises and variations it has been the gospel since the beginning. "What will ye have?" sang the prophet four thousand years ago. And the answer today is as it was then, "Pay for it and take it!" To have the Wage today of normal life again, sanity, stability from which flow a people's contentment, each, banker and peddler, philosopher and puddler, must face the issue as men.

"Words cannot help nor wit achieve
Nor e'en the all-gifted fool
Too weak to enter, bide, nor leave
The lists he cannot rule—
Beneath the sun we count on none
Our evils to assuage
Except the men that do the work
For which they draw the wage!"
—The Nation's Business.

ODE TO MEN

A man is as queer as a woman, no doubt.
He hates just as much to be scrawny or stout.
At times he is cheerful, at times a dull bore,
But seldom is twice as you've seen him before.
But there's one thing about him, I think is a joke,
He is never happy unless he can smoke.
So long as he puffs on, regardless of smell,
With him 'tis pleasure for others to dwell.
But—deny him his smoke! Then goodness knows,
He'd grudge woman the powder to put on her nose!
Whether aristocrat or brokendown "bloke,"
He'll turn crabbed and sour if he can't get a smoke.
I've found studying these beings an interesting thing:
I have watched them in winter, fall, summer and spring;
I've oft seen them puffing with dull, placid stare,
While people all round them were gasping for air.
But they seem to say, "Let folks strangle or choke;
I should worry! You know I'm enjoying a smoke!"
On golf links, at ball games, or at home in his "den,"
You still see him sporting his old friend again.
Going from home to his work, as his hand leaves the latch,
You can wager he'll dig in his coat for a match.
Indeed, I am worried, for—(this is no joke!)
He won't care for Heaven unless he can smoke!
—By "One of the Girls" in Toronto Globe.

Extensive improvements are to be made to the tobacco marts at Danville, Virginia, according to report, which says that 64,000 square feet of floor space will be added to the present marketing houses.

Cigarettes and Graft

Our first stop was Hermosillo, the capital of Sonora. Immediately upon our arrival we sought out the *presidente municipal* for permission to purchase revolvers. Cigarettes, generously distributed, carried us past the ragged soldiers who guarded the city hall and we soon found ourselves in the presence of the official. He may be described as the equivalent of the mayor in an American city.

Curtis bowed profoundly.

"*Señor presidente,*" he said politely, according to the chapter on courtesy in the back of our dictionary, "I am at your feet."

The official returned his bow.

"*Gracias,*" he responded. "I kiss to you the hand."

Thereupon they asked after the health of each other's relatives, after the Spanish custom, beginning with the grandparents and working out toward the second cousins. Curtis had lived some time on the border and was familiar with the custom.

"We should like permission to carry revolvers," he explained at length, after sufficient formalities had been observed.

The *presidente* proceeded to size us up. We were still somewhat travel-stained, and did not look particularly wealthy.

"Two dollars apiece," he said.

In Sonora, as a rule, only United States currency is used. Occasionally one sees Mexican gold, but the silver, being worth more than its face value, has been collected by the mining companies and melted back into bullion. The Carranza government never issued paper money. This is an original policy in Mexico, where even the smallest bandit, upon capturing a town, commandeers the local printing press, and makes himself a millionaire. Every one in the republic has a trunk or two full of this worthless paper. Personally, I believe that Mr. Carranza refrained from printing it because he knew it would all go into the same trunks.

We handed the *presidente* four American dollars.

"Again I am at your feet," said Curtis.

The official smiled.

"Again I kiss to you the hand."

We bowed our way out.

Nearly every Mexican we had seen on the railroad train was wearing his gat prominently displayed. The moral effect seemed to be excellent. The only pistols we could purchase, however, happened to be .32 automatics, which are used only for small affairs in Mexico, such as family quarrels, and we feared that displaying them might only aggravate the local cut-throats. Then Curtis thought of a bright scheme.

"We'll cut a few notches in the handles to warn them that we're tough birds."

We did so.

The first policeman we met immediately blew his whistle. When a Mexican policeman blows his whistle, all the other cops move up one block toward him. If he seems to be in serious danger, they all move one block in the opposite direction. But this time they closed in on us from all sides, and we were marched to headquarters with two guards before us and two behind. We thought it an excellent joke on the Hermosillo police force.

At headquarters, I took out my permit, and waved it proudly and defiantly at the *prefecto de polica.* That officer pulled at his heavy mustache, and shook his head thoughtfully.

"*Este no sirve,*" he muttered.

"But it's the permission of the *presidente,*" protested Curtis.

"You also need my permission," smiled the *prefecto.* "Two American dollars apiece."

After buying his permission, we got as far as the *cuartel* where the soldiers were quartered. Here an officer on duty at the door stepped out onto the sidewalk and halted us.

"Have the *señors* permission to carry arms?" he inquired.

We showed him the two permits. He smiled apologetically.

"Ah, yes, these permits are very nice. But had the *señors* not better come with me to my *commandante* to get the military permission?"

We hesitated a moment, while Curtis and I exchanged glances. Then I passed the lieutenant the cigarettes, while Curtis slipped fifty cents into his hand.

"I am mistaken," exclaimed the officer with a bow. "The *señors* already have the military permission."

We had solved the biggest problem of life in Mexico.—Harry L. Foster, in Leslie's Weekly.

Quite a variety of American goods displayed in a Belgian cigar store

The Belgians now are quick to express a preference for American made cigarettes of the better grades. Particularly for Melachrinos there is a big and steadily increasing demand in Belgium.

Rochester Cigar Makers Get More Pay

The cigar manufacturers of Rochester, N. Y., numbering about sixty, have signed a new wage scale with Cigar Makers' Union No. 5. Under the provisions of agreement the manufacturers grant an increase of $2 a thousand for making all types of cigars, and a proportionate increase for packing.

The new scale is effective from May 29 and runs for no specified time. R. G. Wackerman, J. C. Sodeman, M. M. Trott and H. F. Michaels negotiated the new scale for the union. There are about three hundred union cigar makers in Rochester. There are five large factories and about fifty-seven small factories in the city.

Egypt's Tobacco Imports

The cigarette makers of Cairo continue to be rather busy.

Lester Maynard, American consul at Alexandria tabulates imports of tobacco into Egypt as follows:

Articles	February, 1919.	February, 1920
Tobacco:		
Leaf	$1,315,271	$1,211,804
Manufactured	31,483	15,981

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Monarch of
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Made in 5 sizes, 10c and better.

This is the 10c foiled cigar.

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Virginia, North and South Carolina and Kentucky Tobacco Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

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KINSTON, N. C., U. S. A.

Atlantic City a Mecca for Tobacco Men

Annual Meeting of the Tobacco Association on June 17, 18 and 19 Promises to Be Unusually Important and Interesting—It Is Expected that the Attendance Will Be "Over 500"—Many of the More Prominent Tobacco Handlers in the South Will Participate Actively in the Proceedings—Long Established and Very Influential, the Association Is a Great Organization Distinguished Because of Its Harmony, Patriotism, Fairness and Good Judgment—Unity of Endeavor.

The annual meeting of the Tobacco Association of the United States on June 17, 18 and 19 at the St. Charles Hotel, Atlantic City, N. J., now promises to be a record breaker, in attendance and interest. Throughout the South, and elsewhere, leading tobacco men are planning to attend this important convention. It is predicted that "more than 500 will be present."

Though it is a duty to be present at the meeting, attending the convention always is associated with satisfaction and pleasure. Many of the more prominent men in the American tobacco industry are glad to be identified with the good work of the Tobacco Association of the United States.

While representing more particularly the tobacco interests of the South, the Toabcco Association of the United States does not confine its activities to one section of the country or one division of the industry. Ever the Association is all that its name implies.

Unhesitatingly it lends its great strength to aid in the development and protection of the tobacco industry of the entire nation. Always, and in all proper ways, it is ready to promote, support, assist and defend legitimate American tobacco trade. It is a patriotic organization, an association of 100 per cent Americans, practical business men who showed, during the great war, how willing they were to make personal sacrifices for the national good. Ever the Tobacco Association has been a harmonious organization. Its history has been singularly free from strife and quarrels. It has accomplished great things, the more quickly and easily because members of the association could agree and work together cordially. Col. T. M. Carrington of Richmond, a prominent tobacco merchant, a man admired, respected and honored wherever he is known, has been president of the association ever since the association was organized. Annually, for nearly 20 years, he has been re-elected by acclamation. For such an association, Col. Carrington is "an ideal executive." The technical knowledge, practical experience, prestige and zeal of President Carrington have been helpful indeed when the association brought matters before Congress.

At the convention at Atlantic City, the address of President Carrington will be one big feature. Concerning the development and progress of American tobacco industry, few men can present facts and figures more convincingly. He knows the needs of the trade. He has a way of expressing himself most happily.

The men who will make suggestions and recommendations at the annual meeting of the association, all will be speakers well worth hearing.

Concerning the association, the *Southern Tobacco Journal* well says:

"One of the most important and valuable organizations in this country is the Tobacco Association of the United States—an organization that was formed about 18 years ago, having for its object the compiling of statistics, gathering information generally pertaining to the tobacco business, both home and foreign, for promulgation among its members, and to generally safeguard the tobacco interest against adverse legislation, to use every means to promote the interest of the trade as a whole, to keep on a high plane of fair dealing, and to promote a closer personal and business relationship between its members.

"That the Tobacco Association of the United States has done and is doing a good work for the great tobacco industry, is conceded by all those who have come into contact with the work of the organization and that the association is of untold value to every branch of the trade cannot be denied. It is every tobaccoman's duty to join this association, and it should today have a membership of one thousand. The small cost of $15.00 per year is quite small when we consider the benefits to be derived. We cannot tell—no one can—what the near future holds out for the trade. The association is on guard to protect the interest of the industry from dangerous legislation and from other possible and probable dangers. Those who have not joined should do so at once, by sending their names to G. E. Webb, secretary and treasurer, Winston-Salem, N. C."

The officers of the association are as follows:

T. M. Carrington, president, Richmond, Va.

H. E. Spillman, first vice-president, Huntington, W. Va.

W. T. Clark, second vice-president, Wilson, N. C.

W. T. Reed, third vice-president, Richmond, Va.

G. E. Webb, secretary and treasurer, Winston-Salem, N. C.

Helm Glover, Western secretary-treasurer, Louisville, Ky.

Board of Governors (includes officers)—J. I. Miller, Richmond, Va.; E. J. O'Brien, Louisville, Ky.; E. B. Ficklen, Greenville, N. C.; G. O. Tuck, New York; E. V. Webb, Kinston, N. C.; W. G. Rogers, Warrenton, N. C.; J. M. Edmunds, Danville, Va.; C. W. Walters, South Boston, Va.; Helm Glover, Louisville, Ky.; A. P. Thorpe, Rocky Mount, N. C.; W. Z. Mitchell, Oxford, N. C.; John L. Wingo, Richmond, Va.; W. G. Dunnington, Farmville, Va.; A. B. Carrington, Danville, Va.; W. L. McGill, Petersburg, Va.; S. W. Venable, Durham, N. C.; G. T. Patton, Darlington, S. C.; G. S. Norfleet, Winston-Salem, N. C.; J. A. Clark, Bedford City, Va.; E. S. Carlton, Richmond, Va.; John H. Hodge, Henderson, Ky.; E. G. Currin, Richmond, Va.; O. C. Gregory, Richmond, Va.; W. L. Petty, Lexington, Ky., and R. P. Watson, Wilson, N. C.

Relative to Tobacco Prices

Much has been said about the probable price of the crop of tobacco that is now starting, and decisive arguments are offered for either viewpoint. Some prominent tobacco men tell why the new crop will see a low price, and they offer a somewhat convincing argument; but on the other hand men who are equally observing inform the *News and Observer* that the situation is not all one sided.

Men who have been over the bright tobacco belt extensively insist that the crop will not be big this year, but more

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

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likely decidedly short. The reports from South Carolina, they say, indicate a crop that will be off from 25 to 40 per cent, and in the eastern part of this State different observers are disposed to discount the crop full 25 per cent. A marked scarcity of plants appears to be met with everywhere. The cold weather killed a lot of them, and the dry cold season has prevented many plants from starting. The shortage of labor has interfered with the setting of the crop. Men who talk on this subject say they have reduced their acreage from what they had intended. The only section where any marked increase is expected is in the Sandhills country, where it is reported that perhaps a 50 per cent increase may be found. But this is at the expense of other sections, for many of the men planting now in the new field are from the old counties. Tidings from the mountain counties say that in many cases the crop up there will be shortened almost to the vanishing point because of the number of men who have left the old farms to get to the new lands further east.

If all these reports of shortened acreage and labor are as serious as is announced, the bright leaf crop can hardly be a record maker, and in the face of a short crop the tobacco planters are insisting that the predictions of low prices are unwarranted. With the diversity of opinion on the subject the farmer can arrive at his own conclusions, but he will probably be wise to be in no great hurry to dispose of his leaf until he sees that the price comes as near being satisfactory as he can make it.—*Raleigh News and Observer.*

A Deal in "Norfolk Southern"

Interests identified with the American Tobacco Co., according to an announcement made Saturday, have purchased for a substantial cash consideration an option on a majority of the $16,000,000 capital stock of the Norfolk Southern Railroad at $47 a share. The new interests in the road are represented by Ernest Williams, who has been elected a vice-president.

It is anticipated that the connections recently made which give the Norfolk Southern Railroad entrance in Durham, N. C., will result in substantially increased traffic. Columbus, Ohio, interests, who are engaged in a large drainage development in Eastern North Carolina, have recently let a contract to the Foundation Company of New York to construct a line of railroad from a point on the Norfolk Southern line twenty-six miles across country into Hyde County. This will open up and make very much more valuable a large body of land owned by the John L. Roper Lumber Co., a subsidiary of the Norfolk Southern Railroad.

Officers elected at a meeting of the directors, in addition to Mr. Williams, included Marsden J. Perry, chairman of the board; Richard H. Swartwout, vice-chairman; Joseph H. Young, president; E. D. Kyle, vice-president in charge of traffic; M. S. Hawkins, assistant to the president and secretary, and M. Manly, treasurer.

The executive committee consists of Alvin W. Krech, Mr. Swartwout, Mr. Perry, Luke V. Lockwood, Mr. Young, Frederic Bull, Philip Allen and John T. Terry, who will serve temporarily in the absence of Lewis L. Clarke, president of the American Exchange National Bank.

The main line of the Norfolk Southern runs from Norfolk, Va., to Raleigh, Goldsboro, Beaufort and Charlotte, N. C. By making a connection at Durham the American Tobacco Co. will be assured of an outlet for its products made there.

The Loose Leaf Tobacco Investigation

WASHINGTON, June 9.—The House of Representatives last week passed the resolution calling for an investigation by the Federal Trade Commission of the decline in the prices of loose-leaf tobacco. The resolution as passed and made operative is as follows:

"HOUSE RESOLUTION 533.

"Whereas the prices of tobacco in the loose-leaf markets of the country have declined since the harvesting of the 1919 crop to figures below the cost of production, and such decline in prices is not warranted by overproduction of tobacco or a decrease in the prices of the manufactured product: Therefore, be it

"Resolved, That the Federal Trade Commission is hereby requested to investigate the facts relating to violations of the anti-trust acts by corporations or individuals with relation to the cause of the decline in the prices of loose-leaf tobacco and other unmanufactured tobaccos during the years 1919 and 1920, and specially since October, 1919; to ascertain the cause of such decline; to ascertain the prices of loose-leaf or unmanufactured tobacco on the one hand and the prices of the manufactured products on the other; and to report to the House of Representatives and the Department of Justice at the earliest practicable date, but not later than the first Monday of December, 1920, the result of the investigation, together with such recommendations as the commission may deem advisable and proper."

The Prospects in South Georgia

The tobacco crop in Tift and adjoining counties is thus far in good shape, despite the rains and bad weather of the past few weeks. The demonstrators are on the job all the time, and the farmers are co-operating with them in a wholehearted manner, looking to the best and biggest crop we have ever made in South Georgia.—*Tifton Topics.*

In the tobacco district adjacent to Huntington, West Va., the outlook is reported to be excellent.

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Cable Address: THORPE.

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Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

Cable address: Trahern, Clarksville

Codes: A. B. C., 5th Edition; Arnold's No. 5 and 15

TRAHERN TOBACCO CO.

INCORPORATED

CLARKSVILLE, TENNESSEE

Dealers and Brokers

in Clarksville and Springfield, Tenn. types of

DARK WESTERN TOBACCO

ALSO ALL TYPES OF STEMS AND SCRAPS

Every Hogshead guaranteed to be packed uniformly throughout.

Our own packing plants and storage warehouses enable us to handle orders to the best advantage.

Inquiries solicited for samples and quotations.

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms,

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts

Western Kentucky Districts,

Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

Correspondence Solicited

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.

Louisville Ky., U. S. A.

Favorable Report on the Loose Leaf Tobacco Bill

House Committee on Interstate and Foreign Commerce Recommends the Passage of the Measure—"Sufficiently Broad to Cover the Various Types of Tobacco Grown in the United States" but Referring Particularly to Kentucky, Tennessee, Ohio and Virginia—Federal Trade Commission Requested to Investigate the Abnormal Drop in Prices Paid to Growers—Two Slight Amendments.

WASHINGTON, June 8.—Before Congress adjourned last week Representative Barkley, of Kentucky, reported favorably out of the House Committee on Interstate and Foreign Commerce the bill relative to the prices of loose-leaf tobacco. The report of the committee in full is as follows:

"The Committee on Interstate and Foreign Commerce, to whom was referred House resolution 533, having considered the same, report thereon with a recommendation that it pass.

"This resolution requests the Federal Trade Commission to investigate any violations of law by corporations or individuals engaged in or interested in the purchase or sale of tobacco, resulting in a decline in the price thereof, with special reference to the prices of loose-leaf and other unmanufactured tobaccos, during the years 1919 and 1920; to investigate generally the cause of the decline in the price of leaf tobacco, and to ascertain the prices of the loose-leaf and unmanufactured tobaccos as compared with the prices of the manufactured product. The commission is directed to report to the House of Representatives and to the Department of Justice as soon as practicable and not later than the first Monday in December, 1920.

"This resolution seeks to ascertain the causes for the sudden and abnormal drop in the prices paid to growers of tobacco during the season of 1919 and 1920. When the market for loose-leaf tobacco opened in the autumn of 1919, the prices were fairly reasonable and satisfactory, and continued to be so for something like two months, when without previous notice or information the prices abruptly dropped to a point far below the cost of producing the article. Farmers who had been compelled to pay high prices for labor and for land found themselves unable to dispose of their crop at prices that would repay them for its production. This condition was not brought about by an overproduction of tobacco, for it is well known that there is a world shortage of this product at the present time.

"This resolution is sufficiently broad to cover the various types of tobacco grown in the United States. Certain portions of Kentucky, Tennessee, Virginia, Ohio and other states produce large quantities of tobacco for export to European nations, where it finds its chief market. Large quantities of tobacco for domestic use purely are also produced in these and other states. When the rate of exchange between this and European nations became unfavorable to those nations, the price of the tobacco intended for export decreased very materially. Money conditions in Europe and the rate of exchange had a depressing effect upon the price of tobaccos intended for the European markets. However, it has been widely charged, and is believed by many people interested in the growth and marketing of tobacco, that this situation has been unduly magnified to depress the prices to the grower by large tobacco interests in this country who seek to secure the product of the farm at the lowest possible price.

"It is also charged, and is widely believed, that buyers of tobacco intended only for domestic use have taken advantage of conditions abroad to depress unduly the prices of tobacco consumed in the United States. It is not believed that foreign market conditions should have any serious effect on the prices of tobacco grown solely for domestic use in the United States. Yet the prices of many types of domestically consumed tobaccos have fallen so low that the grower can not receive in return for his labor the actual cost of producing the crop.

"Those who are most familiar with the tobacco situation believe that there has been some sort of understanding or arrangement by which large tobacco interests have unduly and unlawfully depressed the price of this product to the grower, and the object of this resolution is to ascertain the facts in such a way as to enable the people to know the real truth about the conditions now existing, and their causes. If there has been no collusion or common understanding among large tobacco interests to take advantage of the grower, this investigation ought to reveal that fact. If there has been such collusion or common understanding and efforts, the people are entitled to know it, and to have those who are guilty of any violations of the anti-trust laws punished and their further efforts in this respect prohibited.

"While there is no official report from the Federal Trade Commission with respect to the resolution, members of the commission have been consulted, and it is believed by the committee that the commission is prepared to make a speedy and thorough investigation of the whole subject of the decline in the price of tobacco to the grower, and also the relation of the price of the raw product to the prevailing prices of the manufactured article, which investigation and report will be the proper basis for any legislation necessary on the part of Congress or any proceedings necessary to be taken by the Department of Justice.

(*Continued on page* 12.)

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.

of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ouisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.
Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

Kentucky Tobacco Markets

LOUISVILLE, June 4.—The Tobacco Board of Trade here thus reports:

Tobacco Sales for the Month and Year to May 31, 1920.

Warehouses	Month: Auction Sales	Month: Private Sales	Month: Total for Month	Year Jan. 1, to Date
Turner	41	1	42	2,737
Kentucky	197	121	318	7,418
Main Street	62	..	62	5,018
Planters-Farmers	257	11	268	6,005
Tenth Street	100	8	108	4.575
Louisville	264	16	280	5,530
	921	157	1,078	31,283
Year 1919			1,055	34,288
Year 1918			2,578	43,105
Year 1917			744	34,138

Classifications of This Month's Sales.

	Old Crops.	1919 Crop.	Total.
Burley	446	500	946
Dark	16	116	132
	462	616	1,078

Classifications of Sales Jan. 1 to Date.

	Old Crops.	1919 Crop.	Total.
Burley	5,925	24,099	30,024
Dark	262	997	1,259
	6,187	25,096	31,283

Classification of Sales to Same Date in

	1919.	1918.	1917.
Burley	31,190	40,175	31,323
Dark	3,098	2,930	2,815
	34,288	43,105	34,138

Comparisons with Previous Years.

	1920.	1919.	1918.
SALES.			
Total sales of new crop to date	28,337	36,241	46,372
Sales of new crop to date. Original inspection	23,331	31,237	42,306
REJECTIONS.			
Rejections this month: Burley	296	...	...
Rejections this month: Dark	43	...	...
Rejections this month: Total	339	282	434
Percentage of rejections to auction sales: Burley	37	...	...
Percentage of rejections to auction sales: Dark	36	...	...
Percentage of rejections to auction sales: Total	37	29	18
Rejections, Jan. 1 to date: Burley	7,663	...	...
Rejections, Jan. 1 to date: Dark	278	...	...
Rejections, Jan. 1 to date: Total	7,941	6,125	4,789
RECEIPTS.			
Receipts this month	891	1,213	2,162
Receipts, Jan. 1 to date	23,302	29,574	38,259

The Weekly Report

Tobacco sales for the week and year.

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year Jan. 1. to Date
Turner	1	..	1	2,738
Kentucky	92	..	92	7,510
Main Street	31	1	32	5.050
Planters-Farmers	53	6	59	6,064
Tenth Street	24	1	25	4,600
Louisville	43	..	43	5,573
Totals	244	8	252	31,535
Year 1919			163	34,451
Year 1918			350	43,455
Year 1917			179	34,317

CLASSIFICATIONS OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	28	104	132
Dark	6	114	120
	34	218	252

CLASSIFICATIONS OF SALES JAN. 1 TO DATE.

	Old Crops.	1919 Crop.	Total.
Burley	5,953	24,203	30,156
Dark	268	1,111	1,379
	6,221	25,314	31,535

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	31,274	40,444	31,490
Dark	3,177	3,011	2,827
	34,451	43,455	34,317

COMPARISONS WITH PREVIOUS YEARS.

	1920.	1919	1918.
Sales—			
Total Sales of new crop to date	28,555	36,404	46,719
Sales of new crop to date—original inspection	23,518	31,381	42,612
Rejections—			
Rejections this week: Burley	29	....	....
Rejections this week: Dark	50	....	....
Rejections this week: Total	79	21	126
Percentages of rejections to auction sales: Burley	23	....	....
Percentages of rejections to auction sales: Dark	42	....	....
Percentages of rejections to auction sales: Total	32	13	37
Rejections, Jan. 1 to date: Burley	7,692	....	....
Rejections, Jan. 1 to date: Dark	328	....	....
Rejections, Jan. 1 to date: Total	8,020	6,146	4,915
Receipts—			
Receipts this week	133	348	269
Receipts, Jan. 1 to date.	23,384	29,878	38,528

LOUISVILLE OFFICIAL QUOTATIONS.

1919 Crop.

Burley.

	Dark Red.	Bright Red.	Colory.	Manufacturing.
Trash (green or mix.)	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

HELM GLOVER, Secretary.

USE RAFFIA

SAVE TIME
AND
MONEY

Prices on Request

THOMAS B. MEEHAN CO.
Direct Importers of Raffia
Dresher, Pa.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.
90 Wall Street, New York
Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador

CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Henderson Tobacco Company
HETOCO TRADE MARK
DEALERS IN LEAF TOBACCO
Correspondence Solicited.
Samples on Application.
LEXINGTON, KY.

B. O. BURR & CO.
LEAF TOBACCO DEALERS
All Grades one sucker Tobacco
Samples Submitted. *Correspondence Solicited.*
BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable address: "Phelon"
J. S. PHELON & CO.
Leaf Tobacco Brokers
Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Owensboro, Ky.

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J. W. RUDOLPH & BRO.
Brokers and Exporters Fired and Air Cured Tobacco
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Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Cable: Austin, Greeneville Codes { Arnolds No. 5 / A B C 5th Ed. Improved
BURLEY BRIGHTS STRIPS SCRAP
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. A. B. C. 4th and 5th Edition.

Code: Arnold's No. 5 and 15. Western Union.

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco

Booster Twist

Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

FRIES & FRIES

Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

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1501-1513 West Sixth St.
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242 Pearl Street
OFFICE AND WAREHOUSE

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office
47 Washington St., New York City

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CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American)

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Phone—Broad 1915

A B C, 5th Edition
Arnolds & West. Union Codes

TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

Louisville Stock Report

Receipts, Deliveries and Stocks for the Month and Year to May 31, 1920.

Warehouses.	Receipts During Month.	Deliveries During Month.	Receipts Jan. 1 to Date.	Deliveries Jan. 1 to Date.	Stocks This Date.
Turner	16	118	1,878	2,177	831
Kentucky ...	156	392	5,140	5,478	3,601
Main Street..	77	331	4,030	4,707	657
Planters-					
Farmers ...	191	570	4,773	5,430	4,156
Tenth Street.	147	400	3,327	4,169	752
Louisville ...	304	364	4,154	4,401	2,688
	891	2,175	23,302	26,362	12,685
Year 1919...	1,213	2,247	29,574	29,134	4,737
Year 1918...	2,162	2,787	38,259	37,913	5,418
Year 1917...	506	1,980	28,517	29,781	6,004

April Comparisons

Last month's totals—	
Receipts last month.....	2,877
Deliveries last month.....	3,732
Stock last month.....	13,969
Decrease during month.....	1,284
Present unsold stock—	Hhds.
Burley	7,029
Dark	692
Total unsold	7,721
Unsold stock in 1919—	
Burley	2,019
Dark	1,166
Total unsold	3,185
Unsold stock in 1918—	
Burley	620
Dark	440
Total unsold	1,060

HELM GLOVER, Secretary.

Paducah Market Report

PADUCAH, Ky., June 4.—The weather has been favorable for the movement of the tobacco crop during the entire week and deliveries to the factories have been heavy. Buying in the country has been active throughout the district with most of the large buying interests in the field. Prices in the country range from 12 to 25 cents for leaf with lugs selling at 3 to 6 cents. Buyers in the country are looking for the sound and better crops and while the prices are unsatisfactory to sellers the crop is fast changing hands.

Sales on the loose floors and through the chutes have been fairly heavy throughout the week with prices for sound tobacco ranging about the same as in the country, but common nondescript and damaged crops are being discriminated against to the extent of 1 to 5 cents per pound. Lugs on the floors range from 2 to 7 cents.

The weather has been warm and rainy throughout the entire week and during the past 48 hours the rainfall has been excessive. Most farmers had a good part of their land prepared and planting is in full swing, and we think 50 per cent of the intended crop will be planted by the end of the week. Plants generally are plentiful, but farmers are not ready for planting and no doubt many plants will become overgrown before the land can be prepared. The heavy rains of the past few days have stopped farmers from preparing land.

Most of the farmers are now hunting buyers and have generally made up their minds to accept the ruling prices and if the weather continues damp no doubt the selling will continue as long as buyers are willing to buy. Most houses are crowded and will have to slow down with receiving if the season continues. Factory labor is scarce and working conditions very favorable and no doubt most dealers will be busy throughout the summer. W. B. KENNEDY.

Sales Records Broken at Hopkinsville

HOPKINSVILLE, Ky., June 4.—The official report of Chairman Wallace Hancock of the sales committee showing the purchase of 1,414,135 pounds of tobacco on the loose tobacco floors during the past week brings the total for the season to more than thirty million pounds, breaking all records here. This is about sixteen million pounds more than had been sold at this time last year, and five million more than the total sales of 1919. There is still a good deal of tobacco unsold, and a large amount has been delivered directly to the rehandling houses. Probably fifty million pounds of the weed will be handled this season on the Hopkinsville market. The average price for the increase on 29 cents over last week. The average for the season is $17.40. Quotations follow:

Trash, $4 to $6; common lugs, $6 to $9; medium lugs, $9 to $11; good lugs, $11 to $12; fine lugs, $12 to $16; low leaf, $10 to $16; common leaf, $16 to $20; medium leaf, 20 to $30; good leaf, $30 to $36; fine leaf, $36 to $40.

Marketing Nearly Completed at Indian Mound

INDIAN MOUND, Tenn., June 4.—The announcement that the Tobacco Planters' Association has been duly organized was received with a great deal of delight by the toabcco growers in Stewart County. While it is true that a large number of growers would never align themselves with the old Planters' Protective Association, still it had a large number of followers that were as true to its principles as were the people anywhere over the Black Patch and who followed Felix Grundy's advice faithfully.

The new crop is going out rapidly to the fields, and the old crop is running low, as nearly all has been marketed.

Report on Loose Leaf Bill

(*Continued from page* 10)

"For the reasons herein set forth, the committee recommends the immediate passage of the resolution.

"There are two slight amendments which the committee have reported, and whose adoption is recommended, as follows:

"Page 1, line 3, after the word 'corporations,' insert the words 'or individuals.'

"Page 2, line 1, after the word 'date,' insert the words 'but not later than the first Monday in December, 1920.'"

Cable "Smith"

Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY

ESTAB. 1907

LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

V. H. Dowlen & Co.

Leaf Tobacco Brokers Dealers and Exporters

Home Office

SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

Unnecessary Toll Gates on Life's Highway

Obstructions to Business, Things That Impede Needed Production, Stumbling Blocks in the Path of Men Who Are Trying to Make Good Progress—What Shall Be Done to Remove Them—A Survey of Conditions in the United States Today—An Address by William B. Colver of the Federal Trade Commission, Delivered at the Wholesale Grocers' Convention at Colorado Springs.

COLORADO SPRINGS, Col., June 10.—William B. Colver of the Federal Trade Commission, was an important speaker at the National Wholesale Grocers' Convention here to-day. In his address, Mr. Colver said, in part:

"I am mighty glad to be with you again this year. Last year at Cincinnati you were feeling pretty blue but you were full of fight. You made the decision then not to concede that your business future lay in the hollow of any other man's hand. You said you would rather go down in a fight to maintain your right to live and do business without fear or without favor than to continue in business at the sufferance of some other interest.

"It was 'Pike's Peak or Bust' for you then and here you are, today, at Pike's Peak, sitting pretty, and more than a mile high.

"During the last year and since we were together at Cincinnati, many things have happened. The men to whom you committed the management of your struggle have made reports to you currently and are making more detailed reports today. I know that you will appreciate what they have done. I know that you will appreciate that the job you gave them to do meant work by day and work by night. It meant the sacrifice of personal interest in the general welfare. It meant the exercise of courage and of caution, of strategy and of skill. The task that you gave them to do required gumption and grit. All of which they had all the time and all the way. And here you are away up here on the Top of the World not looking so much at the battles of the past as looking forward to the promise of the future.

"It has been my privilege to meet with a great many business men at conventions during the past two or three years and, especially, during the last six months or so. I have met men representing a very wide range of industries and I have met producers, wholesalers, retailers, purchasing agents, credit men and finally had a convention of consumers.

"It has been a wonderful opportunity to look from many viewpoints at the intricate organization that has been built up and to see the esteem in which each industry and each branch of industry is held. It seems quite clear that the measure of esteem in which any occupation should be and is held, is the amount of useful service rendered to the community by that occupation.

Business and the Business of Living

"The oldest business in the world; the greatest business in the world, the universal business of the world, is the business of living.

"Leading from the cradle to the grave is the broad Highway of Life. Each one of us must travel that road. There are no return tickets. The price of the one-way ticket is the cost of living.

"The whole purpose and end of all Government and of all civilization, and of commerce and industry, and of art and invention, is to keep unbroken the procession of human beings who travel the Highway from the cradle to the grave. As the grave receives a pilgrim it is necessary that another must start from the cradle if the endless life-chain is not to be broken.

"To the end that life may be made possible and pleasant, all the labor and ingenuity of mankind is exercised. It is in the general welfare that children may be decently born of sound bodies and brains; that they may be decently fed and their minds and bodies so developed that each can do his share of the world's work when his turn comes, pay his passage down the Highway of Life and provide somewhat for a comfortable old age.

"Alongside the Highway of Life runs the broad River of Commerce, upon whose mighty tide float countless craft freighted with the fuel and the food, the clothing and the materials for shelter, as well as the pleasures and luxuries which supply the daily needs to the pilgrims on the Highway of Life. It is the theory of our laws that this great River of Commerce shall be kept forever clear of artificial obstructions and that the craft which navigate it, whether they be great or small, shall each enjoy the fullest possible freedom of movement consistent with the similar rights of every other craft on the stream.

"It is the theory of the law that whoever has for sale anything which he has produced on farm, in factory, in mine or in mill, shall have free access to the River of Commerce. Here it is committeed to the care of the merchants, the wholesaler, jobber, and retailer, whose function it is to take it to the place where it is most needed.

"It is the theory of the law that the travelers on the Highway of Life have free access to the River of Commerce so that each may select whatever he may need and can afford from the vast stores that float upon the stream.

"Whoever by conspiracy, by monopoly, or unfair advantage founded on privilege, obstructs free access to the River of Commerce interferes with the whole great scheme of things contrary to the public interest—contrary to the rights of all of us who are the pilgrims through life.

"Whoever on the River of Commerce, whether his craft be great or small, so navigates it as to impede or imperil the craft of another or to obstruct and disarrange the orderly navigation of the stream is guilty of unfair practices in commerce contrary to the public interest and in violation of the rights of all.

"Whoever seeks to cut off from the shores of the River of Commerce that free access which is the right of all; whoever seeks to erect unnecessary tollgates on the Highway of Life and to make it unnecessarily difficult or costly for the demand which arises out of human needs to be satisfied by the supply of goods which is provided out of natural resources and industry and commercial processes through the employment of human labor of hands, and brains, and the employment of capital; all of these act contrary to the common welfare and impede rather than forward the scheme of orderly living.

"Centuries of experience have worked out the great and intricate machinery for production, manufacture and distribution.

"In each phase there are necessary subdivisions and each phase of each subdivision is dependent upon all the others. These phases and subdivisions gives the myriad occupations and industries which the needs of complex civilization has caused us to specialize. The measure of esteem in which each is to be held is the usefulness of the service to the community that is performed by that occupation or industry.

"You gentlemen are the wholesalers and jobbers of the food of the nation and so your place is very near to the center of the scheme of things whereby human effort serves human need and the wholesale grocer has survived in the working out of the orderly scheme of affairs because he was useful. You ransack the globe for the countless items of food which go to make up our Daily Bread and these you keep, safely stored, until they are needed. This is an honorable and a useful service. It is of the highest importance that any one performing an honorable and useful service be justly and fairly paid for his labor; for his capital; for his foresight; his experience and his service to the community.

"It is important in the public interest and in the interest of real industry and real commerce that the speculator and manipulator be kept out. Whatever gain or profit he may take is taken from the share which should rightfully go to the producer or the distributor whose service is real and whose service is useful. Whatever toll is exacted by speculation; by chicane; by monopoly; by a manipulation or in any other unfair way, is paid in the end by the consumer and deducted in a large part from the just and fair return which is due useful members of society engaged in production and distribution.

The Problem of Taxation

"As a result of the war the American people find themselves for the first time in the history of the Republic, faced by such a burden of public debt as will make taxation one of the big and everpresent problems for ourselves, our children and our children's children. This being true, it is only ordinary prudence and business wisdom that taxation should be given the same serious and careful study that is given any other new and vital factor which is thrown in to disturb our calculations.

"We must soon decide upon a taxation policy which will distribute the burden equitably and bear with the least possible weight upon the processes of industry and commerce and so bear as lightly as such a gigantic load can be made to bear, upon the ultimate consumer—which is every single one of us.

"We can either go through a long and painful period of passing the buck: of seeking to escape each his own share, or to pass it on, and the tax that somebody else passes on; of hiding the tax or of taxing by classes—or we can meet the issue squarely and have it over with once and for all.

"But taxation theories which, if not perfect, at least 'got by' before the war, will not do now because the foundations upon which they were based have shifted. Our position with relation to the rest of the world has vastly changed.

"From being a debtor nation we have become a creditor nation. Before the war ten billions of dollars of our securities were held abroad and to pay a dividend of 4 per cent to the foreign security holders there was created, automatically, a market for four hundred millions worth of our goods. As a result of the war we have bought back that ten billions of securities and have loaned an additional ten billions across the ocean. Now water will run down hill but it takes a force pump or a syphon and some scientific plumbing to make it run up hill.

"After the Revolutionary War and the Civil War, the United States had the world's greatest reservoir of undeveloped natural resources awaiting the quickening touch of labor and capital. We no longer hold that place in the scheme of things. It is occupied by our sister republics in South and Central America and by Australia, New Zealand and South Africa.

"The days of our carefree national childhood are over and we are entered upon serious middle life with the business of living a daily problem and provision for national old age staring us in the face.

"During these first hundred and forty-four years of national life, we have had a wonderful time. We have wasted our forests and our minerals; we have thrown hundreds of millions of acres of land away. We have disdained anything so slow as inland water transportation, while we built thousands of miles of paralleling railroads and now we are breaking the backs of those railroads by displacing quick-moving high-rate freight to care for mountains of non-perishable low-rate commodities.

"The national crop of youthful wild-oats has been well sown and we have

NATIONAL TRADE ORGANIZATIONS

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INDEPENDENT RETAIL TOBACCONISTS' ASSOCIATION.
Louis Fresco ..... President
Joseph Winnick, 909 Jackson Ave., Bronx, N. Y. ..... Secretary
Meeting 2d and 4th Thursday of each month at Terrace Garden, 145 East 58th St., New York.

had a plentiful crop; we are just now in the midst of the harvest.

"Young America carelessly adopted the catch-word 'nothing is certain but death and taxes' and then laughed the laugh of youth at both.

"From now on taxes must be reckoned with and, by-and-large, we must make two choices of methods. First we must say whether we will try to hide the taxes we pay or whether we shall mark them clearly and plainly, and second, we must decide whether we will tax industry, effort, energy, productivity, or whether we shall tax idleness, inaction, and failure to produce. Up to the present time we have chosen to penalize productive effort and to bonus speculation and disuse. The more elaborately a tax is hidden the more it costs. The disguise costs more than the tax.

"The excess profits tax, never a revenue measure, is a penalty upon economy, upon conservative capitalization and upon quantity production. It never was intended to be a revenue measure. It is a cornerstone in the present intolerable price-structure and it should be repealed.

"We hear talk of increasing the percentages in the upper brackets of the income tax schedule, especially with reference to raising another billion or two or three to provide a general soldier bonus. It is quite easy and extremely popular to say 'tax the rich.' But what are we actually doing now, is to tax the capital of the rich out of productive enterprises and into non-productive. As the law stands a man with a $20,000 income can invest in State or municipal bonds, non-taxable, at 4½ per cent and with practically no risk, while to net the same rate of income any investment in industry or trade must yield him 5 1/3 per cent—to say nothing of the element of risk. The man with $50,000 income must receive 6½ per cent from his productive investment in order to be able to pay his tax and yet net 4½ per cent that the non-taxable offers him. The $100,000 income must earn 10¼ per cent and the $500,000 income must earn 15 per cent in order to net the sure 4½ per cent that the non-taxable State and municipal bonds pay.

"Do these roads lead toward quantity production with lowered costs and prices and useful employment for every man and every dollar? Or do they lead to an orgy of public expenditures and a steady reduction of production?

"I am for public works but only when we can afford them and only in a reasonable proportion to the total national expenditure. I would rather see a new factory built in a town than a new post office or a new city hall. I would rather see a new silo than a new concrete culvert. I am for good roads but I would rather see the good road run from a mill to a freight depot than from the sheriff's office to the cemetery.

"The question of safe, sane, consistent taxation is before us. Upon its correct solution the welfare of business, and therefore the public welfare, depends in a very large degree.

Supply and Demand—and Transportation

"How often we hear it said that 'if left alone the Law of Supply and Demand would fix all price difficulties and solve all business troubles.'

"But transportation is the connecting link between supply and demand and unless supply can be carried to demand the law of supply and demand is paralyzed.

"Here we are, one-third the way through June, and coal is not moving up the Great Lakes to build up stockpiles against next winter. The industries of New England are actually closing down in midsummer for lack of coal. Last week the coal mines of the country were allowed 15 per cent of the cars they needed and the production of coal and the employment of mine labor was absolutely limited and fixed by the car supply. Yet if the coal cars of the country were moved at canal boat speed and each car were allowed to lay up a whole month out of each year the present supply of open-top cars could haul all the coal that is needed and have a 50,000,000-ton surplus for the year.

"Within a few days we will begin to harvest a new crop of wheat and 20 per cent of their last year's crop is still in the hands of Kansas farmers. Other sections are similarly situated. The banks cannot finance the 1920 crop until loans on the 1919 crop are paid. They can't be paid unless the grain can get to market. And yet we hear prediction of $25-dollar flour and 25-cent bread.

"Hundreds of millions of working capital and credit are tied up in goods and commodities which cannot be moved to market—and prices mount higher and higher not because there are not goods to supply the demand but because the goods cannot be shipped to market. Capital is tied up; credit grows tight; business hesitates—and coal cars are hauling the 1920 crop of automobiles!

"There is one thing that both believers in Government ownership of the railroads and believers in the private ownership of railroads agree upon. So far as I know, it is the only thing upon which both schools agree. It is that maximum efficiency can only be had from the railroads of the country if those railroads are one operating unit.

"So long as the railroads are operated separately, with separate ownerships of motive power and rolling stock, no railroad, not even the richest one, can operate properly and with reasonable rates if it has to supply itself with a motive power and rolling stock equipment capable of taking care of its peak load.

"The great commodities of the country are produced and consumed seasonally and sectionally. When the railroads are operated separately there are stated times in the year when a large part of the equipment of each lies idle and other times in the year when all its equipment falls far short of the requirements of its traffic. The rolling stock and more especially the motive power equipment under separate operation is divided up into water-tight compartments. If the Government is to supply credit for a very great increase in the number of locomotives and cars, and if the millions and millions of dollars which have been set aside for that purpose are employed by treating the railroads as separate entities, in the end no road will have a complete and adequate equipment and we will only put a little more in each water-tight compartment. If the Government is to aid the railroads in obtaining more locomotives and more cars, it would seem to me that the interest of the public and of the roads would best be served by having this additional and Government-supplied equipment handled as a unit so that it may be mobilized in those sections of the country where seasonal movements of freight are on.

"Separate operation of the railroads in private hands utterly broke down when the strain of war was thrown upon them and when at the end of Government operation the roads went back into private hands, separate operation broke down again within less than 90 days. It seems to me that unified operation of any government-supplied equipment with the benefits of direct hauling and mobilization of cars and locomotives, is self-evidently a necessary thing.

The Federal Trade Commission and Business

"For reasons which are neither difficult or necessary to trace back at this time, the Federal Trade Commission has found itself to be the object of an extremely active campaign of misrepresentation. One of the manifestations of this campaign is a sort of a rubber stamp resolution which is supplied to political conventions and business, professional, social and religious organizations. This rubber stamp resolution is sometimes adopted. I have never known it to be adopted nor favorably recommended for adoption by any committee or committee-man who himself of his own knowledge knew anything about the subject.

"With minor variations, the rubber-stamp resolution against the Federal Trade Commission is that it was created to rule in advance with respect to business practices and to be a guide and mentor to American business. I, for one, am not ready to believe that the American business man needs a wet-nurse.

"Congress did not think so either and when Congress created the Federal Trade Commission it defined exactly and precisely what the Commission should do and how it should do it.

"In creating the Commission the Congress wrote a single sentence which seems to me to sum up the ideals of American business and to be at once the Constitution, the Bill of Rights and the Declaration of Independence of American business. These are the words:

"Unfair methods of competition in commerce are hereby declared unlawful."

"This declaration means that in commerce there shall not be trickery or chicane; that there shall not be the rule of might as opposed to right; that unfairness, meanness, ruthlessness and dishonesty, have no place in American business.

Trade Practice Submittal

"When a large number of complaints come to the Commission touching a given industry or when a complaint is made alleging an unfairness of some practice which is either an ancient practice or one almost universally employed, the Commission feels that a single case may not present all the facts and that a decision upon the facts involved in an individual case would tend to be harmful rather than helpful, it employs a procedure which it has called Trade Practice Submittal. This procedure has also been employed by the Commission in a number of instances at the request of the industry itself.

"The proceeding is to invite as complete a representative body of men as possible in the industry to meet with the Commission and there discuss frankly and fully any and all practices which the industry and not the Commission, may have questioned as to whether they are fair and good or bad and useless; or whether they are unfair. Open and free discussion is invited and in the end, the Commission makes no decision or ruling nor any expression of opinion, but asks the meeting to say out of the experience and technical knowledge of the members of the industry, what are good things and what are bad things. This decision of the industry itself is taken by the Commission as a guide and thereafter if business concerns complain that practices which have been deemed unfair by the industry itself are being indulged in, the Commission will assume that there is sufficient reason to believe that such practices are bad, and, without a long preliminary examination, bring the contested practice to issue so that it may be tried out in an orderly way according to the formal proceedings which I have heretofore described.

A Hardship on Business

"Business is suffering under a very real hardship. It is the same hardship that President Roosevelt saw when he secured the creation of the Bureau of Corporations. It is the same hardship which President Wilson recognized when he advocated the broadening of the functions of the Bureau of Corporations by the creation of the Federal Trade Commission. It is this: Laws made to apply to business are of necessity inflexible, while business changes day by day. What is good for one industry is bad for another. What amounts to a mortal sin in one industry may be actually a virtue in another. So it is that we have a body of anti-trust laws drawn to meet certain known business sins, but in the very nature of their drawing, so inflexible as to work hardship. There is agitation for repeal of the anti-trust laws. I am certain that public sentiment will not consider this, and I am just as certain that it would not be wise if it were possible to be done.

"These anti-trust laws are not only inflexible, but the multitude of decisions which have been handed down have, of necessity, created a zone of doubt through which business has to pass, and yet, where, each step it takes, it fears a pitfall.

Business men consult their attorneys; the best that are to be had. They state their case. They say what they would like to do, and about the best advice they can get is 'try it, and if you get into trouble we will do our best to get you out.'

"So it is that there has been a suggestion, repeatedly urged, that the Federal Trade Commission should attempt to give what are called 'rulings in advance.' That means that a business concern about to embark upon a line of conduct, might come to the Federal Trade Commission, explain its intent and purposes, and ask whether or not such line of conduct would be within the law.

Now, such a ruling in advance is an impossibility. To begin with, no man can say what his conduct is going to be for the next year, or the next month, or the next week, or the next day, or the next hour. He thinks he knows what he is going to do—but he does not.

"But, even if he did, experience shows that no man knows what the reflex of any act which he may do, may have upon some other man. He looks at his line of conduct from his own point of view. He is sincere and honest. He believes it is a good thing. But does not know,—he can not know—how, in the complex web of modern commercial relations, that act will react upon another.

"For the Federal Trade Commission or any other body, public or private, to attempt to rule in advance upon the effect of any unperformed act or acts would require both the gift of prophecy and of clairvoyance. I may modestly say that the Federal Trade Commission, as now constituted, may have many gifts, but not those.

"That seems to bring us to an impasse. We can not repeal the law. The lawyers can not tell you what it means, and the Federal Trade Commission can not prophesy. That leaves business in doubt, and doubt breeds suspicion and fear and despair. Sometimes it breeds defiance of law.

The Steele Proviso

"A bill which was introduced in Congress at the last session, and reintroduced in the present session, has appealed to me as offering a reasonable solution. The author of the bill is Mr. Steele of Pennsylvania, a lawyer and a business man. He proposes in his bill that any concern about to embark in any course of conduct may come voluntarily, (he need not come unless he wants to), to the Government and set out clearly just what he intends to do. This expression of intention is to be received, and the business concern is to be given an acknowledgment of the receipt of his declaration. He may then go back and carry on his business in accordance with his expressed intention, and until some citizen shall come forward to complain either that the public interest or business institutions are being definitely injured by that course of conduct, the fact of his publicly filing his declaration shall be a complete defense in any court of law or before any government agency against any charges of breach of law.

"It provides further, that if such charge is made, full and complete hearing shall be had, and if it shall be found that the course of conduct is against public interest, then the indulgence may be withdrawn, and thereafter, the business concern shall file an amended plan of conduct or shall be amenable to the anti-trust laws. The decision may be appealed, for review, to the U. S. Circuit Court and to the U. S. Supreme Court.

"That means then, that if a business concern finds and feels that the inflexible rules of law are working undue hardship upon it, it may escape those rules of law so long as it does not hurt another. It means, that this device is not forced upon business, but is sought voluntarily. It means, that the very worst that could happen would be that the business concern would be put back in the same position as it was before it had invoked the aid of Mr. Steele's device.

"I believe that some such arrangement as that would bring to American business that flexibility and understanding of individual cases as would permit it to expand and go forward and continue the giant strides that its boundless energy indicates that it should take."

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. **ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.**
2. **AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.**
3. **SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."**
4. **REMOVABLE FRONT PANEL, makes easy to clean out Air-box.**
5. **OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.**

Board Suction Tables

SPECIAL FEATURES

1. **No die nor roller, regulation knife and board being used instead.**
2. **For applying suction the board has a group of perforations of any shape desired.**
3. **Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.**
4. **Useful in Suction Factories to supplement regular suction tables.**
5. **Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.**

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. **Better Bunches than the unaided hands can make.**
2. **More Bunches per Hour.**
3. **No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.**
4. **Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.**
5. **Beginners trained in less than half the time it otherwise takes.**

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
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Hartford, Conn.
Plantations, West Suffield, Poquonock, South Windsor, E. Windsor Hill
N. Y. Office, 125 Maiden Lane
Warehouse, 12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
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THE FARNHAM TOBACCO CORPORATION
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PACKERS OF
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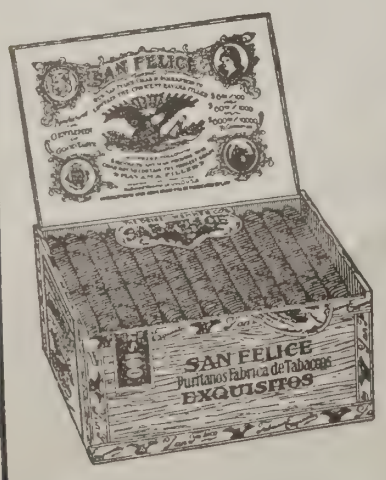
A SPECIALTY
Importers of Havana and Dealers in Seéd Leaf Tobacco
MAX GANS & SON, 197 Water St., N. Y.



For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Heavy Rainfall a Benefit to Connecticut

Fields Now Are in the Best Condition to Promote the Growth of the Transplanted Tobacco—Farmers Now Able to Obtain Fertilizers Containing 5 Per Cent of Potash—If Belated Shipments of Cloth Do Not Arrive Soon the Tentage for Tobacco Fields May Be Somewhat Seriously Reduced—A Hartford District Is Becoming More Famous as a Center of Tobacco Trade.

HARTFORD, June 7.—Tobacco growers throughout the Connecticut Valley were busy, indeed, in the fields, during the past week, excepting Saturday, when a heavy rain, all day, caused outside operations to be suspended. The rainfall Saturday was a record breaker. It rained during 24 hours 2.35 inches. It was the heaviest rain since May, 1919.

In the Windsorville district several new tobacco sheds are to be built. However, there is not as much building of tobacco sheds as there would be were not labor and materials as high.

With plenty of moisture in the land and plants pushing the growers it is sure that the crop will be hustled out this and next week in record time, and everything is now favoring the best start of the crop that the growers have had for several years, and with the warm weather the crop ought to make up lost time and be a banner crop.

Last week new tobacco transplanters arrived and were hurried out to the farms in jig time, as many growers were hung up in transplanting waiting for the arrivals of the "setters," as their old one was out of commission.

Many of the growers are now well along with the work of setting out and the rain came just in time to give the plants already set a fine start, as the surface of the ground was getting dry and plants were inclined to burn up in the hot dirt.

This week will see at least one half of the acreage set out and the ground is in the best condition to give the plants a quick start.

Most of the broad leaf growers say that tobacco set out between the 5th and 20th of June will do better than tobacco transplanted set earlier or later. They hold back their work as much as possible for these dates.

Growers who did not get their fertilizers early are able now to get what they require.

Many held back to the very last, waiting to get fertilizers containing potash. Now they can get fertilizer having a potash content of 5 per cent. They think that during the war period when potash was not available the tobacco suffered and did not have the quality and other points that it ought to have, because of a lack of potash.

Many, to supply the potash, used tobacco stems for the potash in them.

The recent freight tie-ups and embargoes from strikes are likely to decrease the acreage of shade-grown tobacco in Connecticut this year to some extent.

Many shipments of shade-grown cloth have been delayed in getting to Connecticut, and while the plantations have considerable cloth on hand, yet they are anxiously awaiting shipments, hoping to get the tents in place before the ground is set out.

Tobacco dealers who keep a pretty close watch of the growers say that there will probably be a larger acreage of broadleaf this year and a little less of Havana seed.

Tobacco men and many others in this section received last week from Boston brokers a table giving values of the five year 7½ per cent sinking fund convertible gold bonds of the American Sumatra Tobacco Company, which are being offered at 98 cents and interest.

Enclosed with the table was a reprint of an article in the *United States Investor* giving the strong points of the company.

Within the last two years the company has acquired the property of the Connecticut Tobacco Corporation and the holdings of the Griffin Tobacco Company.

Recently the American Sumatra Tobacco Co. bought additional land in Hatfield, Mass., and the company's plantations now make the American Sumatra Tobacco Co. the world's largest producer of shade grown tobacco the largest shade growers in the world. Their plantations are at East Hartford, South Windsor, Bloomfield, East Granby, Simsbury in Connecticut and Hatfield in Massachusetts.

At present their main warehouse and general office is in East Hartford, with railroad sidings at the door. The company has plans ready to build a new warehouse and office building in this city on the site acquired from the Griffin Tobacco Co.

In addition to their shade grown tobaccos which they grow themselves, they are heavy buyers from the individual growers in the Connecticut Valley. They buy broadleaf and Havana seed tobaccos as well, and have branch warehouses in different sections to handle their enormous business.

Some of the factories in this vicinity are working on short time on account of cancellation of some of their orders and the employees are filling in the time working on the tobacco farms.

Manfred P. Welcher, field secretary of the Anti-cigarette League of America, has returned to Hartford from a four months' speaking tour of Virginia, where he addressed several thousand students.

After a short stay in Hartford, he will spend the summer in Norfolk.

The defendant won his case in the suit of Solomon Kohn of this city against Samuel Katz, who traded at York, Pa., as the Pennsylvania Tobacco Co. Kohn claimed $150.72 for four cases of tobacco which the defendant refused to pay for claiming they were not up to sample.

President E. E. King of the East Hartford Trust Co. is planning an extensive trip abroad leaving about July 1. He will be absent about three months.

Mr. King for many years was the local agent for P. Dennerlein Sons, who bought Connecticut tobacco extensively until Mr. Dennerlein retired.

The Dennerlein warehouse, now occupied by C. F. Schoverling & Co. is well located on the Boulevard between Hartford and East Hartford and still owned by the Dennerleins.

The East Side of Hartford is fast becoming the tobacco center of the East. All the packers now have offices and warehouses in this district. The warehouses are all equipped with all the very best and most modern appliances with which to handle the tobacco in every stage from the farm until it is ready for the cigar maker.

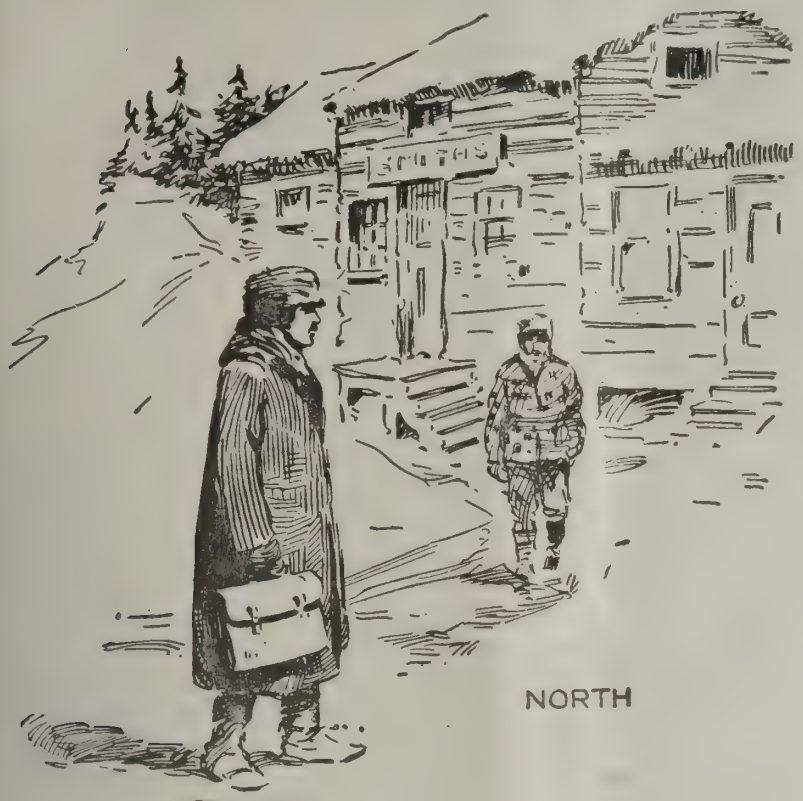
Especial pains are taken to have the warehouses very clean and sanitary.

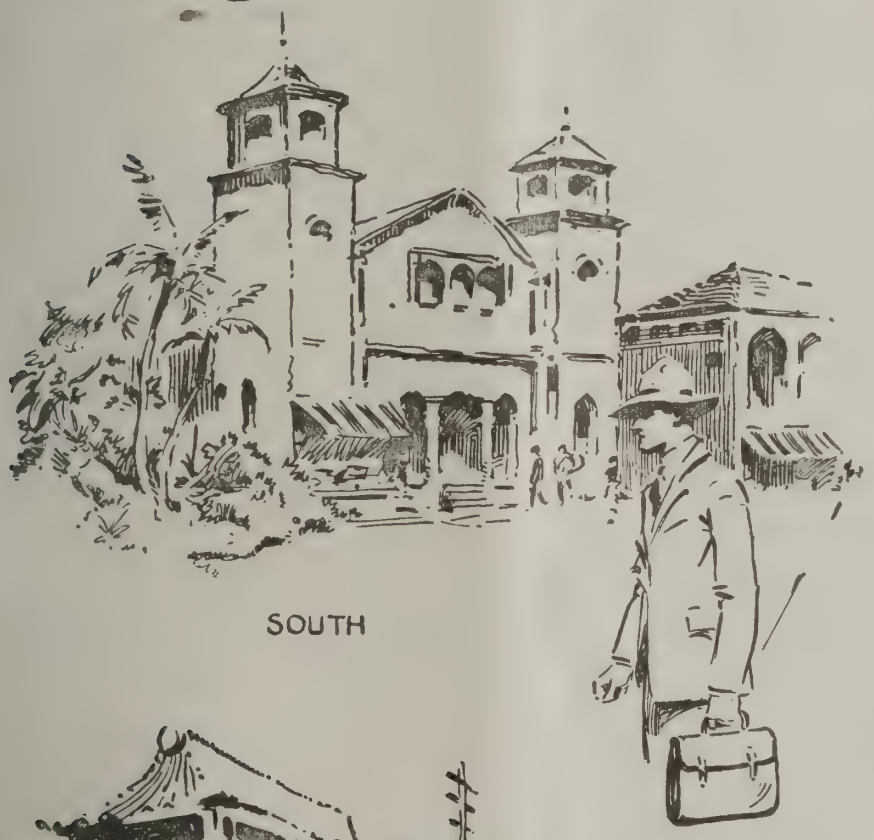
Several new warehouses will be built this summer. X. Y. Z.

WISCONSIN NOTES

EDGERTON, Wis., June 4, 1920.—The first week in June finds the plant beds in as nice condition as could be wished for, and as an Albion Prairie farmer puts it, they are free from all symptons of rot and minus the pesky flea, which in some years has caused trouble galore. The beds in some localities are being forced by letting the canvas remain, and there is good prospect that setting will start within the next ten days. The help problem will necessarily retard the planting to some extent, but for all that a fair acreage will be put out.

In old goods transactions are few but we note the sale of 65 cases of 1918 by John Paul of Milton Junction.—*Edgerton Reporter.*





National Cash Registers are sold in every civilized country in the world

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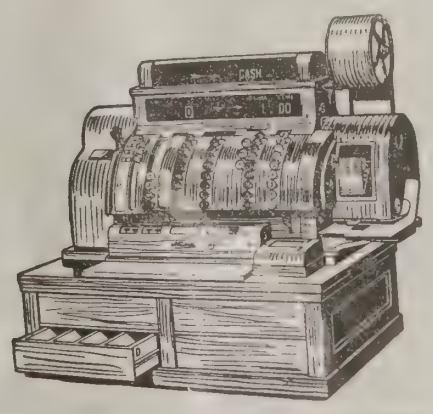

The Cigarette Lady

By G. W. Paschal in the Greensboro News

What Sort of Propaganda Is This? Each Reader Is Entitled to a Guess.

The day coach was crowded when I got on No. 35, but I counted myself happy when I got a seat by a young lady of more than ordinary beauty. She was neat and trim, modestly attired, with a face that might have served for one of Raphael's pictures except that she evidently was a maiden and not a madonna.

It was only by the most cautious approaches that I engaged her in a little conversation and learned that we had a mutual friend in Charlie Chaplin. and yet there was a reserve about her, an occasional flash of her beautiful soft brown eyes which lit up her face so wonderfully and which checked anything bordering on familiarity. I did learn that she had been two years out of college and thought teaching a noble calling for a young woman. But I knew instinctively that she tolerated conversation only to relieve the monotony of railroad travel. I had made up my mind that she had qualities that made her worth winning. In fact, I felt right then that there was no other girl in the world that would make such a fine wife. So things went on for an hour or more, when fearing that I might become wearisome to her, I remarked:

"It is about time for me to have another cigarette."

"And it is long past my time," she replied, "but I did not dare go to the smoker alone."

I must confess that I was dazed. I know I sat there for a half minute with lips apart and my eyes in a fixed stare.

"Yes, I am really in earnest," she said. "I enjoy a cigarette occasionally."

My first impulse was to beg her never to do a thing so unladylike as to smoke. But what I actually did was to ask her to go with me to the smoker, assuring her that she would be respected.

Accordingly I led the way and she followed. When we got to the door of the smoker we found it dark and dense with the fumes of all varieties of the weed—North Carolina bright leaf, burley, Turkish, Cuban, Sumatran and cabbage. I have the nose of an expert when it comes to tobacco.

Through the haze I discovered that there were some vacant spaces on the bench at the forward end of the compartment, though part of it was occupied by three or four young fellows who were disputing with much postiveness the merits of certain baseball pitchers and batters. On the other bench were three or four elderly men quietly enjoying their cigars, while two others were in a heated controversy over presidential candidates, one supporting McAdoo, the other Cox.

So absorbed were they all that they did not observe me and the lady until we were already in our seats. Then I have never seen a more complete and sudden transformation. One of the young fellows had prefaced a remark on his favorite baseball pitcher with "Damn it all." He made a bolt for the door and the other youngsters were hushed, hid their pipes, and so long as we were in the compartment sat with that peculiar attention which young men always accord to lovely young women. The three elderly men were variously affected. One, a grouchy old codger, sitting on the middle of his back in the corner next the window, alone gave no sign of knowing the lady was present. The other two immediately braced themselves, squared their shoulders, and showed by the glorious animation in their faces and the sparkle in their eyes that their natures were still responsive to that sweet passion of love which quickens youth. The two who were settling political matters seemed to regard the lady's presence as an unwarranted interference with their high duties, but they subsided with a growl from one, and an "Ah" from the other, as they realized that they would have a story for the boys at the hotel table that night.

In the meantime the lady and I had taken our seats. I was quick to offer her a cigarette from my case.

"Pardon me," she said, "I can smoke only one kind," producing from somewhere a pack of a more costly brand than I could afford, "try one of mine, if you will."

The men had not seemed to think that the lovely creature by me had really intended to smoke. They knew the coach was crowded and apparently thought she was only seeking a seat. Accordingly another change came over them when they saw the cigarette in her fingers and smoke coming from beautiful lips. Then faces showed both pain and amazement. Those boys cast an occasional look across the seat and catching sight of the cigarette and of that heavenly face fell back into the same attitude of amazement and sorrow. The grouch still continued to chew his cigar stub unmoved. One of the other elderly men dropped his two hands, palms down, on his thighs and stared at the lady through his glasses. One of the statesmen showed uneasiness and impatience by wiggling on his seat, but he would become still again when he dared raise his eyes and look on the young lady.

Had she been less gentle, less obviously a lady of immaculate purity, I do not know what would have happened, but in fact by her pure womanly presence she kept those men in thrall so long as she remained in that smoker, all of the men except that blue-lipped piece of clay and blood sprawling on the end of the seat next the window. Only as we were leaving did they recover themselves. We were already in our seats. Then I heard a shuffling of their feet such as one hears at church at the close of prayer, and two or three ejaculations reached my ears.

"Well, I'll be damned," came from the side where the older men were sitting.

"Now, what do you think of that?" came from one of the young men.

When we got back to our seat we found it occupied. The back of the seat immediately in front had been turned so as to give two seats facing one another. That seat was full of bundles and bags, while on our seat was a big, round woman dressed in black. As we came to a stop beside her she turned her big red face to me and gave me a scowling look which was robbed of none of its severity by her fierce little eyes under her low, shaggy brow, her big fat nose, her wide firm mouth, and her protruding lower jaw so massive that it might have served punitive man to crush the marrow bones of an antelope.

"Was this your seat, young man?" she said, in a powerful, jerky voice.

"Yes, madam," I replied.

"Well, you ought not to have left it," she snapped again.

As she showed no signs of making room for us, I proceeded to dispose of her packages by placing them on the overhead rack, a venture for which I was emboldened only by the thought of the frail girl by my side, for whom I saw no other unoccupied seat.

When we were finally seated facing the terrible woman who occupied our own seat, my fair young companion thanked me for taking her to the smoker, and said:

"This is the last time I ever want to go to a men's smoker. I had no idea I should give so much trouble. I am almost persuaded by this experience never to smoke again."

I was proceeding to express in as gentle a way as I knew how my disapprobation of women smoking, when I was interrupted by a puffing sound from the woman in front. I looked up in time to see her shoot out her big clinched fist which almost reached my nose, as she roared:

"Why in the devil shouldn't they smoke if they want to?"

Assuming my inability to answer the irate monster in front of me continued in a voice that commanded the attention of all in the coach:

"Yes, I defy you, to give me one reason why women should not be as free to smoke as men. No, you selfish men think all the pleasures ought to be yours alone. You enjoy smoking, so do we. There is nothing I enjoy better than a good cigar and I have as much right to it as any man in the world. But you say it is unseemly for a lady to smoke. Not a bit more, sir, than for a gentleman to smoke. But it is just like men to believe that way. They are willing enough for the boys to run wild because they have run wild in their young manhood and found it pleasant, but they raise a terrible howl when a girl seeks the same pleasure. And men want to have only the pleasure of married life and leave the pain and toil to the women. Some of you miserable, white-livered puppies down here in North Carolina are keeping the women from voting. I am down here right now to see some of your cowardly legislators who are refusing to give women the ballot and when I see them, I'll fix them. See if I don't.

"And now, I am going to that smoker and have a cigar just to show you that women have just as much right there as men."

When this had been said amid the profound silence her voice had created, she got up, took a small hand bag and made her way to the smoker. After a short delay I followed. I met rushing enroute from the door the former occupants. The younger fellows were laughing with loud guffaws, but the older men were disgusted and swearing with much energy.

Looking in the smoker I found the old grouch alone had retained his post. He was in his old position with the cigar stump still in his blue lips.

The only other occupant of the compartment was the suffragette champion. There she sat with firmly planted feet, a freshly-lighted cigar in her mouth. In her lap was an open box nearly full of cigars.

"Come in," she said with an unexpected show of kindness, "and enjoy a Robert Burns with me. It is a good, light smoke and not very expensive. I use it when traveling, but at night I want a strong Havana. Those other smokers seemed to find a woman an unwelcome partner, but they will get over that."

I thanked her saying that I had smoked shortly before and left her with the cigar held firmly in her coarse lips, while her big ugly face showed the grim satisfaction which a bull dog manifests when he gets his adversary's paw in his mouth. On the way to my seat I fell in with one of the former occupants of the smoker, the one who had advocated Cox for the presidency. He was in earnest conversation with the conductor.

"No," the conductor was saying, "there is no help for it, so long as we have no separate smoker for women on our coaches. And we may get resigned to the fact that the railway companies will never build the separate smoker unless the legislatures compel them, and when the women get the ballot they will see that this is done."

I finally got back to my seat. I found the lovely young lady in tears.

"I have been so foolish," she sobbed. "I have smoked not because I liked to, but just to tease Charlie. We are to be married next month, and I thought I had as much right to smoke as he had. Now, I am going to write and tell him I will never smoke again. And he will be so glad."

THE AMERICAN'S OUTING

Company Employees Have Enjoyment Despite Jupiter Pluvius

The office employees of the American Tobacco Co. held their annual outing last Saturday afternoon and evening at Duer's Pavilion, Whitestone, L. I. But the rain made it necessary to postpone the outdoor portion of the program, which included racing contests and a ball game between the American Tobacco Co. and the American Cigar Co.

However, a pleasant time was enjoyed by five hundred people who attended. There were two bands of music, which, by alternating, enabled the young folks to keep up a continuous dancing during the entire stay—except, of course, the time most agreeably spent by all at the well-laden dinner tables, at 6 P. M.

At the conclusion of the festivities, twelve large sight-seeing motor cars carried the merry-makers back to Times Square in the city.

The arrangement committee was made up by H. Cunningham, chairman; R. H. Fletcher, G. H. Schlidnecht and A. Taccetta.

The athletic committee was composed of four young men and four young ladies, as follows: E. F. Leavy, F. Mallgraf, R. L. Britton, J. Byrne, Miss V. McDowell, Miss M. G. Meyer, Miss K. Kennedy and Miss I. H. Schepflin. This committee is expected to carry out its share of the program soon.

Balbin's Trip to Spain

TAMPA, June 5.—To B. Balbin, veteran cigar manufacturer, will fall the distinction of being the first Tampan to make a trip to Spain aboard a Tampa-owned vessel.

Mr. Balbin, who leaves next week aboard the steamship Wilcox as the special guest of Major Harry C. Culbreath, secretary-treasurer of the Tampa Interocean Steamship Co., will spend several months in Asturias, his boyhood home, visiting his brother, the only surviving member of his family. "The voyage will be rendered doubly pleasant," he said, "by the fact that I will make it aboard a Tampa-owned vessel, and it is needless to say that I appreciate the courtesy shown me by Major Culbreath and his associates."

Born in Asturias, Balbin came to Tampa in boyhood, became a cigarmaker's apprentice at the age of 13 and three years later "graduated" as a full fledged journeyman. Later he worked at the bench in New York factories, and finally established a small factory and store in the metropolis.

In 1904, however, he moved to Tampa, opened the Balbin Bros.' factory, which he sold to the Tampa-Cuba Cigar Co. several years ago. He became an American citizen in 1886 and although not engaged actively in manufacturing at present expects to make Tampa his permanent home.

"I know I'll enjoy the visit to my old home, but when that is completed Tampa for mine for the remainder of my days," he said.

Milwaukee Cigar Makers Get Increase

With the exception of the thirteen shops in the Cigar Manufacturers' Association, all of the smaller shops in Milwaukee have agreed to the new union wage scale, according to H. N. Ranels, secretary of the Cigarmakers' Union, No. 25.

"Five new shops agreed to the new scale on Friday," said Mr. Ranels. "With the exception of the shops in the association, all of the 152 shops in the city have agreed to pay union wages."

Tenement "Factories" Opposed

Many complaints have been heard against the tenement house, or bed-room "manufacturer" of cigars. And one of the most out-spoken on the subject is I. Cohen, of the Vernon Castle Cigar Co., at 18 Burling Slip, New York. He says that New York and Brooklyn are full of these kitchen and bed-room "factories" in flats and tenement houses, where cigars, of a kind, are made under the most unsanitary conditions imaginable. Mr. Cohen asserts that in many, many instances young and unwashed children do the stripping; that the work is done under the most revolting of sweatshop systems, and that the poor children are veritable little slaves, being driven by grasping, parental task-masters. Cohen says that the child-labor laws, the tenement-house laws, health laws, and the laws of cleanliness, decency and humanity, are all ignored by these tenement-house, bed-room cigar "factories." Mr. Cohen believes that a law should be enacted forbidding a license to any one who makes cigars in a place of residence. This, he says, might seem hard on the poor man, but the poor man's children and smokers, too, have some rights which ought to be respected.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

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HAVANA LEAF DEALERS

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P. O. Box 495 Cable ANTERO

Cable { New York—Muselano / Habana—Lamelvlile

SELGAS & CO.

Leaf Tobacco Dealers

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128 Water St.

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138-140 Consulado St.

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Leaf Dealers, Packers and Exporters
OF
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Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.

Importers of Havana Leaf

Zulueta 44
Havana, Cuba

152 Front St.
New York

LESLIE PANTIN

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON

Exporters & Commission Merchants

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DRAGONES 106-108 HAVANA, CUBA

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Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Carlos Wintzer—In Memoriam

Veteran in the leaf tobacco trade of the United States and Cuba dies suddenly, a victim of bronchial pneumonia. For many years he was the trusted Havana correspondent of American, English and Canadian trade papers. He did good work. He had many friends. A man of the highest integrity. He came to New York to celebrate his golden wedding. Was stricken on the voyage home.

Throughout the leaf tobacco trade, in the United States and Cuba, the death of Carlos Wintzer, in Havana, May 24, is cause for much sorrow. On the leaf market and in the cigar business, he was known well and favorably to nearly every one who did business in Cuba. Besides being long and honorably identified as a leaf dealer, he was for many years an alert and faithful Havana correspondent for American, English and Canadian tobacco trade papers. He passed away rather suddenly aged 75. His death was caused by bronchial pneumonia.

The Late Carlos Wintzer

He came from a family that long had been prominent in Bremen, Germany. The youngest of three brothers, he was born March 1, 1845. His father was a wealthy man. Carlos, who was inclined to be studious, even in boyhood, was given every opportunity to obtain a good education. At an early age, he was ready to enter college. He went to the University at Gottingen. After graduating with honors from that famous university, Carlos was persuaded that he ought to see something of the world. His father agreed that it would be a good thing for the young man to travel for a year or two. The first part of the tour, as planned, was a trip to the United States. As young Wintzer was on the eve of leaving for America, his mother gave him a letter to a schoolmate of hers who had gone from Bremen, first to Scotland and later to New York. Given a letter of introduction to the lady, the young man was made to promise that he surely would present it. He did, almost immediately after he arrived in New York. In dutifully meeting the lady who had been his mother's friend, he happened to meet her daughter. He was strongly attracted, in fact he was sure that nowhere on his travels would be find such a charming girl. He tarried in New York, ostensibly to study American methods of doing business, but really to devote much of his time to courtship. Carlos Wintzer and Julie Conert were married in Brooklyn, April 27, 1870. Their honeymoon tour included a trip to Niagara Falls. Being happily married to an American girl, Wintzer decided to stay in the United States. The tour of the world, he had planned, being postponed, he returned to New York, established his home, applied for citizenship and engaged in the leaf tobacco business. From the outset, he was independent. He operated on his own account. A disastrous speculation, during the Franco-German war, cost him a fortune. But he wasn't discouraged by reverses. He continued in the tobacco trade here for some years. Then taking advantage of a supposedly fortuitous opening, he transferred his activities to Cuba. In Havana, during the Weyler regime, the position of an outspoken American citizen, at times, was particularly unpleasant. In the tobacco business Wintzer had prospered. But a big part of what he had accumulated took wings and went, just before the Spanish-American war.

Returning to Havana when the war was won and Cuba libre was an accomplished fact, Mr. Wintzer became one of the well known residents there. Incidentally, "as a little side issue" of his leaf tobacco business, some 20 years ago, he became the Havana correspondent for TOBACCO. That connection continued up to the time of his death. In his correspondence, as in business, he was scrupulously honest, painstakingly exact. Dependability could be placed on any statement he made. In making reports, he was conservative, just and fair. Always a student, a delver into philosophical lore, a deep thinker, a conscientious worker, a shrewd trader, a thor-

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WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

ough business man, one who faithfully and promptly met every obligation, yet a friendly soul, kind, obliging and generous, Carlos Wintzer had an unusual combination of high qualities and virtues. Age did not cause him to be embittered. Though he passed the allotted span of "three score and ten," in 1915, he retained his vigor and continued to be active.

Mr. and Mrs. Wintzer last March decided that the 50th anniversary of their wedding should be celebrated in New York. So they came up from Havana. On the evening of April 27, the golden wedding feast was spread in the Hotel Marie Antoinette. Numerous friends attended the party, which indeed was a notable event.

It had been arranged that another trip to Niagara Falls should be a feature of the golden wedding tour. But because Spring was late this year, and cold, damp weather prevailed at the date set, they did not go to Niagara; they went to Atlantic City instead. After a brief stay on the Jersey shore they returned to New York. On May 15, Mr. Wintzer left New York for Havana. His health was good. He had gained seven pounds in weight during the three weeks that he was here. His friends all commented on how well he looked. Mrs. Wintzer declared that he was more hale and hearty than he had been for years. But on the steamer, a day out from New York, he caught cold which quickly developed into bronchial pneumonia. On arriving at Havana he was met by his son, Charles, who took him at once from the steamer to the hospital. There the end came, May 24. His son was with him when he died.

He left a wife, two sons, Charles and George, and a daughter, Louise. Charles Wintzer is in the leaf tobacco business in Havana, being associated with the big business of Leslie Pantin.

The daughter is a gifted and popular writer. Hundreds of thousands of readers of leading magazines appreciate the work of Louise Winter, which is her pen name. Also she has written scenarios for a number of important motion picture plays.

Stabilization of Exchange

So far as United States exports of tobacco are concerned, improved business is promised, indirectly at least by the *Financial Times* of London, which conveys assurances that the sterling exchange rate will be $4.50 before the end of the year. Argument is made as follows:

"In our trade with America during 1919 imports were so much larger than exports that the New York exchange fell during the year by about a dollar to the pound sterling. The tendency of such a fall is to check our imports from the States and stimulate our exports thither. How far this tendency was operative is shown in the following (in £, last five figures omitted):

1920, Quarter	Imports.	Exports and re-exports	Cable rate per £ New York on London
January-March	186.1	45.9	$3.75—Jan. 8
1919			3.76—Dec. 18
October-December	134.8	29.3	4.04—Nov. 20
			4.24—Oct. 2
July-September	158.6	18.0	4.53—July 3
April-June	112.4	10.8	4.66—Apr. 3
January-March	137.2	7.3	4.77—Jan. 2

"As our imports from America consist very largely of goods that we must have, no matter what they cost us, it is not to be expected that the restrictive power of the fall in exchange will make much impression on imports. It is in the stimulation of exports that the most marked results will be shown; and here we see that exports have increased, roughly, by some 50 per cent each quarter. Their proportion to imports was 5 per cent in the first quarter of 1919, 9 per cent in the second quarter, 11 per cent in the third quarter, 21 per cent in the fourth quarter, and 24 per cent even in the first quarter of 1920.

"At this rate it should not be long before the required proportion of 33 to 50 per cent is re-established. Indeed, it seems probable that before the end of 1920 our difficulties as to the exchange rate will be solved, or, at all events, that the pound sterling will be firmly reinstated somewhere in the neighborhood of $4.50."

CIGARS FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Cases
Acker, Merrall & Condit Co.	47
B. Wasserman Co.	17
G. W. Faber & Co.	24
J. Bernheim & Son.	1
Rich & Co.	3
G. S. Nicholas & Son.	4
Grosvenor Nicholas & Co., Inc.	11
Park & Tilford.	16
J. Kessler	2
Calixto, Lopez & Co.	13
S. E. Heyman & Co.	2

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Cases
Park & Tilford.	55
A. J. Billin Co.	4
G. S. Nicholas & Son, Ltd.	18
R. E. Lane.	4
Del., Lack. R. R. Co.	2
Michie & Co.	4
A. Wilson & Co.	4
G. Nicholas & Co.	23

Per S. S. Morro Castle. Arr. May 29.
Consignees:

New York—	Boxes
W. N. Goodnow.	1
	Cases
Park & Tilford.	67
Fiskel, Adler & Schwartz.	1
A. J. Billin & Co.	3
Guedalia & Co.	9
M. Rionda	3
G. S. Nicholas & Son.	16
J. Wile & Sons.	1
A. H. Whean & Co.	4
Grosvenor Nicholas & Co.	9
B. Wasserman Co.	15
G. W. Sheldon & Co.	8
Duncan & Moorhead.	3
Alpers & Mott.	2
G. W. Faber, Inc.	23
Brit.-Amer. Tob. Co.	25
United Cigar Stores Co.	31
R. G. Wright.	1

LEAF TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Bales
J. Bernheim & Son.	221
M. Schwartz	42
C. D. Stone & Co.	296
Stern, Mendelsohn Co., Inc.	796
Starlight Bros.	5
Rosenwald & Bros.	47

(*Continued on page* 38)

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
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Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

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LEAF TOBACCO WAREHOUSEMEN
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EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

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100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
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Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

A Tax That Has No Friends

George T. Buckingham in the *Nation's Business*

The excess profits tax encourages over-capitalization, slack management and extravagance. Why should any manager be economical and efficient when it pays as well not to be. It penalizes brains, energy, thrift, and sound business methods. In its effect on the business structure it is demoralizing, beyond any economic force the country ever had.

It is generally agreed to be the chief pillar on which rests the temple of H. C. L. And above all, it is rapidly defeating itself, since the so-called "excess profits" tend rapidly to disappear. In a year or two none will remain. It is a revenue law, based on a "soap bubble." Its sponsors apologize for it; its administration is physically impossible and has confessedly broken down. Nobody defends it, and its days are numbered.

The business man naturally inquires what is to take its place; what is to fill up the revenue void left when it becomes an unhallowed memory. There is no lack of suggestions. Many bodies of citizens have been considering this question, and their views may be said to roughly fall within two well-defined schools of thought.

One school favors a large measure of indirect taxation. This school believes that larger duties should be levied on our rapidly increasing imports and that a direct tax should be levied on sales. Some favor a tax of 3 per cent on retail sales only, others, and I think the more numerous group, favor a tax of 1 per cent on all sales. By the best data obtainable either plan would raise about $2,000,000,000 annually. It is argued, in support of this proposal that this tax is certain and is simple.

The other school favors a mere readjustment of income taxes on corporations and on individuals. This is, in effect, the Treasury plan. It would do away entirely with the ascertainment of "invested capital" and would levy a flat tax on corporate earnings. This would greatly simplify administration. It might go so far as to place all the tax on individual incomes, except only a flat rate on corporate undistributed earnings. This would place corporations and their stockholders, relatively just where partnerships and partners stand today.

But from the standpoint of the tax-payer there are certain things which should be kept sight of, in any new income tax law, based on any plan.

1. First and most important, the "invested capital" standard should disappear from the face of the universe.

2. Our income tax levies should not be a levy on capital transactions.

A government must keep capital in existence if it wishes to tax its earnings. Capital can be taxed out of existence, but in that case it will not afterward produce earnings. Figuratively stated, the government can take beef or milk, but not both.

3. Any new revenue law should decentralize and localize the assessing power. At present, all assessments are made at Washington, thousands of miles from the tax-payer. It is impossible to assemble there enough accountants and lawyers and business men to accomplish this vast task, and so the assessment is years behind, and the system has practically broken down. We have a Federal Court in every locality. We have a reserve bank in every locality. We had a draft board in every locality. We had a capital stock issues board in every locality—all, of course, directed from Washington and with final appeal to Washington.. For the same reasons we should have local boards of assessors in every locality so that a taxpayer could have his assessment made certain and definite at once without the trouble and expense of going to Washington about it.

4. Linked with this is the imperative necessity that all assessments be made certain and final before they are paid; and that they may not be reopened afterward except for actual fraud. As it now stands a tax-payer is never through. He files his returns and pays his tax. At any time or at any number of times some agent reports on him and an additional sum can be assessed. There is no finality. Field agents inspect him and reinspect him. Most of them arrive at different conclusions on the same facts. In many cases they consume the time and energies of tax-payers and their employes for weeks or months without any benefit to anybody. In other cases they apply some new Treasury ruling or some recent court opinion to the already known affairs of years ago and reach a money result totally different from their own former conclusions. In such case the tax-payer is invited to pay again. In some cases this amounts to thousands of dollars. I know of many such cases pending now involving in the

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aggregate millions of dollars—some of them for taxes which, if due at all, were due in 1916 or before.

I insist that this question of administration is one of the most vital aspects of the tax problem. I have heard few complaints from large tax-payers of the amounts they had to pay. But I have heard hundreds of complaints of the inequality of taxes paid as compared with other tax-payers and thousands of complaints about these administrative features, and particularly the annoyance caused from perennial and successive re-examinations, and the resultant post-mortem and ad-infinitum assessments.

Sherlock in Chicago

For weeks the newspapers of the country have been telling of efforts made by the G. O. P. to be sure that the right man is named at Chicago. Possibly, all this publicity may not be associated with the departure of C. R. Sherlock, vice-president of the United Cigar Stores Co., from New York for Chicago, in a private car, Saturday. With Mr. Sherlock in the special Pullman were a number of notables known to be very influential Republicans. Though Sherlock's friends, and they are important and numerous, all declare that he is deserving of any honor he may receive, it can be stated positively that he did not go to Chicago seeking a nomination. Of course, when the conversation veers to talk of "dark horses," it will be admitted that Sherlock has the ability and popularity; he has the qualifications of a formidable candidate. It is conceded that he would make a better run than some men that have been "prominently mentioned."

Several places could be pointed out where he would make inroads on the Democratic vote. Without mentioning names, it could be intimated that an influential, and hitherto very faithful Jeffersonian, known to every habitue of the corner of 23rd Street and Fifth Avenue, New York, could induce a regiment of voters to cast their ballots for Sherlock.

And, if handing out cigars would be effective in deciding the contest, Sherlock would have every competitor "backed off the boards."

Increased Swiss Tobacco Exports

BERNE, May 24.—Switzerland is now an exporter of tobacco products. Our little republic became an exporter of cigars and cigarettes over night, not during the war but during the after-war blockade. Whether this export glory will last much longer is more than doubtful. Men interested in the trade consider the sudden export boom rather ephemeral.

Export of cigars and cigarettes, amounting to only 6,000,000 francs in 1918, rose to 41,000,000 francs in 1919. The increase was not due entirely to a rise in values, for the weight of exported goods increased. The weight of cigars and cigarettes exported in 1918 was 4,580 double cwt., while in 1919 it rose to 22,354 double cwt.

Two-thirds of the cigars exported went into Germany, while the rest were taken by Poland, Italy and Austria. As to cigarettes, Poland and Germany ranked first as customers.

As one of the exporters put it: "The export business was good while it lasted, but it was too good to last." The rate of money exchange is snuffing out the boom. Switzerland is suffering from too much money, while bare of necessities and luxuries which you cannot get for love or money.

Tobacco Stocks

	Bid	Asked
Am. Cigar com	129	133
Am. Cigar pfd	80	86
Am. Mach. & Fdy	130	150
Amer. Snuff pfd	78½	87
Am. Sumatra Tob. Co.	87½	88¼
Am. Sumatra Tob. pfd	85	91
Amer. Tobacco	220	245
Amer. Tob. pfd new	87	89
A. T. Secur	57¼	57½
Conley Foil (new)	25	27
Con. Cigar	64	64¼
Con. Cigar pfd	78⅛	78¼
Geo. W. Helme com	160	168
Geo. W. Helme pfd	94	98
Imperial Tobacco	9	9¾
Johnson Foil	100	115
J. S. Young	125	135
J. S. Young pfd	90	95
Liggett & Myers	140	160
Liggett & Myers B	..	160
Liggett & Myers pfd	95	102
Lorillard, P.	137½	140
Lorillard, P., pfd	95	103
M'Andrews & Forbes	165	175
M'Andrews & Forbes pfd	80	90
Porto Rico Am. Tob	115	130
R. J. Reynolds "A"	615	640
R. J. Reynolds "B"	500	510
R. J. Reynolds pfd	100	103
Tobacco Products	69½	70
Tobacco Products pfd	88	91½
United Cigar Stores	130	175
United Cigar Stores pfd	100	108
United Drug	128½	129
United Drug 1 pfd	48½	49¼
United Drug 2 pfd	100	..
United Retail Stores	80⅝	80¾
Weyman Bru com	160	170
Weyman Bru pfd	93	97

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Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
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PHILADELPHIA, June 7.—Though the day when the troubles of the cigar manufacturer will cease, perhaps, is as distant as the millennium, it is a pleasure to report that conditions are improving here. And it is most significant that improvement has come, to some extent at least, because of promised cooperation and more harmonious agreement among manufacturers.

An outstanding difficulty at present is transportation, or better said, a deplorable deficiency of railway service.

It does not require a stretch of the imagination to ascertain that there has been a decided gain effected by reason of the better understanding and mutual helpfulness developed among the employers through the T. M. A. convention. Philadelphia is not yet organized—perhaps may not be for many months to come. But unquestionably the goodfellowship developed in the proceedings at Washington has resulted in a direct benefit to the whole trade. Those who gave their time and spent their money to attend the conference not only are enjoying a direct return but they may have the consciousness of having benefitted the whole industry.

As regards the labor situation there was experienced during the week a very notable decline in the competition to obtain additional help, which in recent months, and more particularly since the advent here of manufacturers unable to secure help elsewhere, aggravated a situation already severe. It is true that a contributing factor has been the close-down, wholly or in part, of many textile plants, thereby making available a lot of labor which once was engaged in the cigar factories, but was alienated by the higher pay offered in the mills. But the newly established cigar manufacturers have come to a realization of the conditions which confronted the established trade here and the spirit of the Washington deliberations has affected them. There is no longer the competition to secure hands at any price to advance production or to get them away from the other fellow to cripple him. Factories are by no means besieged with applicants for positions. But not for many months have there been as many seekers for jobs as during the past week or so.

Another gain was made during the week in the supply of boxes. As noted in these columns the difficulty was not so much with the box makers as it was to secure the pasters and finishers. Those cigar manufacturers who were willing to take the shells, were furnished with a supply; but in the absence of hands to edge and label the shells, the cigar makers were not much better off than if the boxmakers had refused all orders. During the past week, however, supplies of finished boxes from local factories increased very decidedly. Production of up-State factories increased in even larger measure and manufacturers who are able to send auto trucks to the box factories were reasonably well supplied.

The transportation problem, however, remained the big obstacle to distribution. To points South, from which there is coming a tremendous lot of business, shipments were open almost continuously. But New England points were under embargoes, which went off and on with almost daily frequency. And, though the railroads accept shipments for Western points, no dependence on deliveries can be made. It was possible during the week for the manufacturers to move stock out of factories rapidly becoming congested, but actual deliveries, opening the way for payments and some easing of the very heavy financial load which has been carried, were most haphazard. And, of course, with the continued congestion of traffic, supplies are not coming in, either. To illustrate, the Stratford Co. has had a shipment of labels anxiously awaited on the road for the past five weeks somewhere between Philadelphia and New York. The Kicisco Co. has been depending entirely on auto trucks to carry cigars to Hartford, and to bring back leaf from Connecticut. Such form of transportation is expensive, representing in charges actually paid a rate almost five times the ordinary cost of freight. But certainty of delivery, time gained and other elements caused the choice. The company is now shipping by auto at the rate of 100,000 cigars a week. In addition, however, it is sending many packages direct to distributors by parcel post in lots of 500. Manager A. N. Davis, who has just installed ten additional tables in his factory on Bank street, reports the ranks now entirely filled. The firm has been successful in keeping up a supply of all cedar boxes obtained from its New England connections.

Mendel & Co. also are resorting to auto trucks to bring in the necessary supply of boxes. It reports a satisfactory condition with regard to these, but of course a serious handicap through inability to make prompt shipments of goods. During the week it again was advised that a shipment of cigars which left this city for Portland, Oregon, on March 15, had not yet arrived at destination. Bayuk Brothers are bringing to Philadelphia by auto truck the entire output of the branch factory at Garfield, N. J., and the firm has in operation a truck system on a regular schedule to Trenton, New Brunswick, Allentown and other points.

Fears entertained for many weeks by the manufacturers that prices for Porto Rico leaf sharply would advance have been realized. Within the last week prices went up about 75 cents a pound, meaning, in terms of manufactured goods, from $9 to $10 a thousand. The sharp advance was forecast when manufacturers turned to Porto Rico at the time when advances in Havana took place, vastly increasing the market for Porto Rico. Whether the manufacturers will use less Porto Rico and more domestic or will go back to Havana remains a problem to be worked out by individual firms.

The development of the cut price trade in the retail end of the industry continues without abatement. Unquestionably the cut price dealers are here to stay; even their competitors the "regular fellows" concede that. Manufacturers, indeed, seem entirely satisfied to deal with the cutters, although only a few years back supplies were withheld from them. Indeed the manufacturers even admit that they are learning a lesson from the cut-rate establishments which they propose to apply to their own business, and that is quick turnover and keeping overhead to the minimum. In the reduced price establishments there may be elaborate appointments to attract, but on the other hand there is but one salesman to five or ten customers who are willing to wait their turn because of the sav-

ing. Everything is done on a non-delivery and strictly cash basis and the big volume of business means a quick turnover of invested capital. Manufacturers who have studied the cut-rate operations say that they are able to make a 2 to 3 per cent net profit out of a 5 to 8 per cent gross profit and that on the big volume of business done the net profits are attractive. Cut-rate trade is catered to, because payments are always spot cash, the discount being one of the main factors of gain for the retailers selling below the regular market.

The most important development of the week in the cut-rate field comes with the announcement that Sam Welsh, proprietor of the big Scarlett Store at 13th and Arch streets, has leased for a long term of years the five-story store building at 703 Chestnut street. After improvements are made, he will occupy it as a cut-price tobacco and candy establishment and perhaps will conduct a cigar factory of his own on one of the upper floors. Welsh is perhaps the best known man in the Philadelphia cigar trade, but his acquaintanceship covers a much wider territory. He began business at 10th and Chestnut streets, thirty-five years ago, acquiring the title of the "Cut-price King." He was associated with some of the big men of the United Cigar Stores Co. in the early days of the development of that company. At one time he was interested in eleven establishments in this city, Rochester, Buffalo, Syracuse, Boston, New York and elsewhere. Decades ago, however, he began the operation of the Scarlett store—so named because the United had red fronts and he determined to choose a more alluring title—and after several changes of location, finally settled down at 13th and Arch streets. The lease there is about to expire and on June 19 he will close the doors for good. But the new Chestnut street building will not become available until September 1 and so for several months the Scarlett store will be out of business. In the new location business will be restricted to cigars, cigarettes and tobacco and to candies. Present electrical, hardware, house furnishing, stationery and fancy goods departments will be discontinued.

Opening of the Scarlett store in the new location really means the invasion of the hitherto exclusive Chestnut street by the cut-pricers. While there are on that thoroughfare a few reduced rate places, the activities of this trade are almost wholly confined to Market street, the city's main retail artery. In that thoroughfare there is hardly a block without its cut-rate stand. Mr. Scarlett, however, has always been individual. Chestnut street was not in his mind until a few weeks ago, when he went there to buy grass seed for his country home. He saw the sign on 703 Chestnut street, which has been vacant for many years, negotiated with the owners and succeeded, although many others before had tried and failed, and now proposes to launch into the new venture.

Opening of the handsome Post cut-rate store at Third and Chestnut street takes place this week. The opening attractions will be Camels, Piedmonts, Chesterfields, Lucky Strike, Sweet Caporals and Lord Salisburys at 15 cents, or $1.48 per carton of 10. The Post cigar at 6 cents and the Lord Pickford at 7 cents.

J. Warren Jordan, through Jesse Jay Schamberg representing Louis Lafkoe, has leased for a term of years the premises 11 North 10th street to be occupied as a cigar store upon the completion of extensive alterations.

Samuel Wachter, who now conducts a cut-rate store at 9th and Chestnut streets, shortly will open another on 10th street near Arch street.

Morris K. Langsdorf, identified with the manufacturing firm of Jacob Langsdorf's Sons, 9th and Spruce streets, since 1871, retired from the firm on June 1. The factory, which has been closed down for a week or two pending reorganization, reopened this week. It will be operated by the Jacob Langsdorf's Sons, Company, Inc., with Fred Suss as president and Jacob Morris Langsdorf, son of Morris, as secretary and treasurer. Mr. Suss for the past twenty years was connected with the R. Steinecke Company, New York, as salesman. He will remove his home to this city and will represent his new connection on the road; Mr. Langsdorf confining his attention to the manufacturing end. The firm's leaders are Flor de Langsdorf, Sumatra wrapper and Buddha, shade grown; both retail at from two for a quarter up.

The effects of James Nevros, retail tobacconist, 924 Locust street, in the city's Greek quarter, are to be disposed of at auction. The receiver is Harry J. O'Neill. Creditors will meet this week to approve or reject the sale.

The stock and fixtures of Louis Cohen, deceased cigar manufacturer, 803 Dickinson street, are to be sold at auction June 14. The stock comprises 560,000 stogies, 20,000 pounds leaf tobacco, 5,000 pounds cut leaf smoking tobacco, fixtures, etc.

On June 14 application will be made to the Governor for a charter for the F. C. Schaible Company, Incorporated, to manufacture and deal in cigars, cigarettes and tobacco. The incorporators are Frederick C. Schaible, William F. Muth and Levi K. Wells.

Manager T. J. Daly of the Stratford Company is making a business tour of the New Jersey coast resorts.

All-sea shipments from the Philippines to New York on the steamship Cape May and Sagoporack for the Dusel-Goodloe Company have now reached the city, but have not yet been unpacked. The firm is entirely confident, however, that the goods will be found unaffected by their long sea voyage, in which event direct all-sea shipments will be developed. W. H. Bailey & Co., Second and Arch streets, report receipts during the week of 200,000 Fort McKinley and other Manilas brought by the steamers Venezuela and Chicago Mail and transported by rail from San Francisco. The goods, part of a 500,000 order, should have arrived here March 1.

Andrew J. Sauer & Co., architects, are completing plans for the new G. H. P. Cigar factory building, southwest corner Third and Brown streets.

Philadelphia has been honored by the election of John R. Young, leaf broker, as a director of the National Tobacco Leaf Dealers' Association, and he and other Phildelphia delegates are pleased over the complete account in Tobacco of President Waver's address. Mr. Young believes the convention to have been the most successful in leaf history. Particular gratification is shown over the offer of cooperation extended by the Tariff Commission and the Tobacco Division, United States Internal Revenue Department.

P. H. Hildebrand, Reading, Pa., A. Perez and Thomas F. Healey of New York, were among the week's visitors to the leaf district.

Adolf Loeb of K. Strauss & Co. is back from his trip to Europe and attendance at the Amsterdam inscriptions.

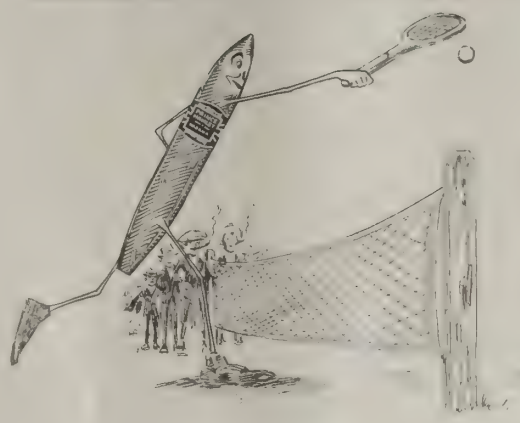
Samuel Weinberg, who recently returned from Porto Rico and Cuba, is recuperating at Atlantic City after his strenuous voyage.

Frank W. Henschel, for four years superintendent for Morris D. Neumann & Co., is now assistant district superintendent for A. Roig Q Langsdorf. Before becoming associated with the Neumann Co., he was with the General Cigar Co. for thirteen years. Superintendent Gerhard of Roig & Langsdorf is at home recovering from a slight operation. General Manager Jacob Krauss also is on the sick list.

A roman candle discharged by a boy set fire to the roof of the Henry Sheip Co. cigar box factory, 6th street and Columbia avenue, but caused only slight damage.

The State Department of Labor and Industry gave a hearing this week in the Bellevue-Stratford on proposed rules relating to safety appliances in cigar factories and other industrial establishments.

(Continued on page 29)



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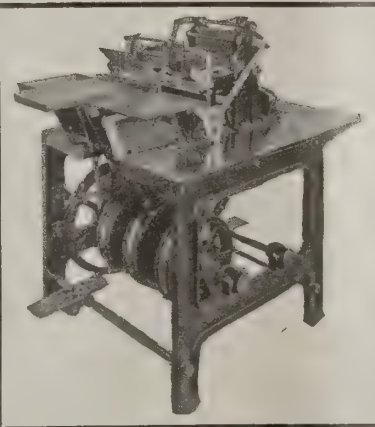

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Transplanting Has Commenced and Work in Many Fields Will Be Well Advanced by June 15—Reason to Hope for a Quality Crop—L. Ruppin Sells His Cigar Factories and Retires to a Model Farm—The Nissleys Will Become Big Chocolate Manufacturers at Florin—Notes of the Leaf Market—Great Demand for 1919 Tops—Schertzer Tobacco Co. Buys 250,000 Pounds of Leaf—New Schulte Store Is a Trade Getter.

LANCASTER, Pa., June 5.—Favored with weather that best promoted the growth of tobacco, farmers in Lancaster County proceeded to rush work during the week. In the beds now the young tobacco is thriving wonderfully. Some plants increased their height half an inch over night. Transplanting has commenced and next week will see plants set out in many fields.

The better to insure an early crop, tobacco in Pennsylvania should be transplanted by June 10. If weather like the present continues, the chances of having a prolific crop of fine tobacco are very good.

A big crop, a quality crop, is something most devoutly to be wished for; more tobacco certainly will be needed. Lancaster County now is "about cleaned out" of desirable leaf. The demand, undeniably, is bigger than the supply.

Especially is there a demand for 1919 "tops" for binder purposes. But not more than a few thousand cases are left now in the hands of independent packers here. And those who hold such tobacco seem disinclined to sell their "Tops." They prefer to sell in running sizes; 1918 tobacco has been disposed of in big blocks during the past week. Some of the tobacco sold so high as 30c. per pound. "Leafy, bindery crops" brought this phenomenal price.

L. Ruppin, brother of "Si" Ruppin of New York, has retired to his farm. He had two large cigar factories, one at Akron and the other at Ephrata; he sold both factories. He has retired from the cigar business. This move was compulsory, being caused by bad health. Mr. Ruppin never fully recovered from the attack of the "flu" he had last winter, so following his physician's advice, he has disposed of all of his commercial holdings, retaining only the farm on which he lives. He is a scientific farmer. He takes great pride in his profession. His place is one of the garden spots of the county. He raises the finest of fruits and berries and he supplies some of New York's best hotels. His farm is stocked with blooded and registered cattle and hogs. In fact, the Ruppin place, in all respects is a model farm.

The Schulte Co. has opened a store in the Hotel Brunswick property. The location is the best in the city and the Schulte store is doing a big business. The windows are dressed New York style and displays of cigars, tobacco and smokers' articles are arranged so attractively that they are real trade getters.

Eli Nissley & Sons of Florin, Pa., have formed a company, with a cash capital of $400,000, to manufacture chocolate in Florin. This will be the third chocolate factory started in this county in recent years. Elizabethtown and Lititz each have one. And the factories have been successful from the outset. The new Nissley factory will be backed by millions of dollars, if necessary. The company will employ a Swiss expert. Nearly everyone, these days, has a "sweet tooth" and the candy and chocolate business in this county has tripled since prohibition has gone into effect.

Veleuchik Bros., of No. 134 N. 3rd St., Philadelphia, were represented here this week by Hyman Veleuchik, senior member of the firm. They were heavy buyers of 1917, for which they have a big demand. They were lucky enough to find several hundred cases which they bought in a hurry.

Chas. H. Breneman, a leaf packer here, has fallen heir to a large amount of money through the death of his father-in-law, Roland Brubaker. He has retired from the tobacco business. He intends to rent his packing house and take life easy.

T. D. Shertzer Tobacco Co. has purchased from Otto Eisenlohr & Bros. over a quarter of a million pounds of 1919 low grades. The best of this tobacco will be packed in cases. The balance will be sweated and made into scrap tobacco.

Louis Weinberg, son of S. Weinberg, of 121 No. 3rd St., Philadelphia, was a recent visitor here. Louis announces his engagement to Miss Anna F. Kraftsaw of Philadelphia, a very estimable young lady from one of Philadelphia's most exclusive families. The happy couple have the congratulations of the trade.

Sam Weinberg, Philadelphia leaf dealer, has just returned from Porto Rico where he secured about 1,000 barrels of stuffed and booked tobacco for his trade. "Sam" reports trade good, but prices sky-high in Porto Rico, demand far exceeding the supply.

Fisher Bros., Hanover, Pa., packers, are in our midst buying heavily of 1919 fillers. They have secured so far about 200,000 pounds.

Robert Gans, accompanied by Fred Bach of Max Gans & Sons, Inc., 197 Water St., New York, are here looking for 1919 "Tops" for binder purposes; so far they have been unable to secure what their trade requires, as nearly all of this grade of tobacco was bought up nearly a month ago.

Jacob Streavig, of Red Lion, Pa., leaf dealer and cigar manufacturer, was a recent visitor here. Jacob reports business booming. He can't commence to fill his orders. He expects to go to Florida soon to inspect the growing crop and make purchases of the grade of tobacco for which he has a big demand. The prices of 1918 and 1919 seems to be going up daily. It is predicted that 40 cents will be the going price in the Fall. The raise is caused by the high prices of Porto Rico and Havana tobacco and as soon as tobacco gets too high for the ordinary manufacturer's use, he invariably and successfully finds a substitute.

Manufacturers are very busy and if stripping facilities were better, they could do three times the business.

Cigar boxes are scarce and hard to get. DICK.

Famous New Orleans Restaurant Closes

NEW ORLEANS, June 4.—"Maylies," the famous men's eating house known to tourists, gourmands and bon vivants almost all over the world, has closed. Food prices became so high, the management said, there was little or no profit in the meals. The cocktails and clarets became unlawful, and "Maylies" reluctantly closed its shutters.

Tucked away in an obscure part of Poydras street, "Maylies" catered for forty-two years to late breakfasters and early dinner guests. Only two meals were served, and no one was admitted five minutes after a meal had started. Reservations were necessary in advance. Famous personages from nearly every country in Europe as well as North and South America have dined there.

The restaurant was strictly for men. Only one woman was successful in reaching the inner shrine. Ruth Law, the aviatrix, in uniform, was able to secure a seat at the table, but after the meal was well started she was recognized. Diners begged that she be allowed to remain and the rules were set aside for once.

LUCKY STRIKE CIGARETTE

IT'S like this. Flavor is the thing that makes your cigarette enjoyable.

All right, then: Lucky Strike is the cigarette that gives you flavor. Because it's toasted.

Toasting! Flavor! Think of the appetizing flavor of a slice of fresh buttered toast.

And—it's wonderful how toasting improves Burley tobacco.

Isn't that all plain common sense? Of course. Get the Lucky Strike cigarette for flavor. It's toasted.

? Are you a pipe smoker? Then try Lucky Strike tobacco—it's toasted.

© Guaranteed by
The American Tobacco Co.
INCORPORATED

—which means that if you don't like LUCKY STRIKE Cigarettes you can get your money back from the dealer.

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

Dough tor "The Catch as Catch Can Act" in Chicago

As Conventions Assemble and Hopes of Various Candidates Begin to Go Up in Smoke the Windy City Remains True to Its Nickname—The Cigar Salesmen Keep on Chasing Orders Around the Loop—Commencing to Admit a Shortage of Tampa Made Goods—Some Factories May Be Reopened in Chicago—Summertime Window Displays Are Drawing a Lot of Additional Trade—The Gossip of the Stores.

CHICAGO, June 5.—To smoke or not to smoke—the members of the Illinois Federation of Women's Clubs are drawn up in opposing ranks to battle out the subject.

A resolution presented at a recent session of the federation at the Congress hotel here stated mildly that "the use of tobacco among women be deprecated." That was just a slight frown upon the growing tendency of the cigarette habit among women. But the original resolution was much stronger. It said this—that any woman who smokes should be ousted from the federation. Mrs. Chipman Skeels, president-elect of the Berwyn Woman's Club, sponsored the original resolution, and when it was presented in its milder form on the convention floor she rose and objected to the "editing" of her resolution. The original resolution was not read.

"It is not that we think members of the federation do smoke," said Mrs. Skeels, "but I believe the original resolution has more moral weight. Our federation stands for the highest and best, and we wish it to continue to do so."

Sophomore is a new 10-cent cigar placed by the Trans-Pacific Trading Co. The Sophomore brand is made in Chicago. The heavy work of placing this brand is being done by popular John Rockpenny.

P. J. Cassiday is resting up after putting in several strenuous days with Harry Levy, of Steele, Wedeles & Co., covering the south side trade, pushing Norma Martinez 8-cent cigars. They did not overlook a single store while doing the introductory work.

Barron Bros., who moved their factory last year from Chicago to Grand Rapids, Mich., will again operate their Chicago plant on account of a shortage of hands in Grand Rapids.

The Parkway Cigar Co., at 38 West Division St., have a very clever cigarette and cigar display. The featured brands are Benson & Hedges cigarettes and Romeo-Garcia cigars.

Fred L. Wells, in his three Loop stores, is featuring Avenda panatelas that retail for 11 cents. They are made by the King Phillip Cigar Co.

Few men put off until to-morrow the meanness they can do to-day.

Over at the Hotel La Salle Nate Hoefer is as busy as can be. Nate is the cigar manager and has much to do providing smokes for the many conventions being held at La Salle.

Iwan Ries & Co. have a Girard cigar display in their window.

Stein & Simon, who recently opened a nifty retail store at 13 South Clark St., have split. Robert Stein stepped out and Louis Simon now conducts the affairs of the store.

The sales force of the Nathan Fox Co. have opened a great many accounts for the Garcia Martine cigar. Repeat orders are coming in fast.

In all the Loop windows may be seen a brand new Romeo-Garcia sign. The coloring—black, orange and white—is very attractive.

Benito Martinez & Co. now make the Principe de Vega clear Havana cigar for Rudolph Seifert, 80 West Washington St.

Gum has been advanced to the retailer. The advance is 5 cents per carton.

The Condax cigarette factory in the Fair window helps to create many new smokers for the Condax brand.

Albrituna little cigars are shown in the big display window of the main store of Albert Breitung at Jackson and Dearborn. They retail in boxes of 10 for 35 cents and $1.65 for boxes of 50.

After buying an egg at a fashionable restaurant, one is convinced that it represents the life work of a gifted hen.

Adolph Seckbach, late of the San Alto Cigar Co., has not as yet decided on any plans for the future.

"Hero medals for volunteer farm hands might help some," says "Happy" Jacob Rosenberg. Jack is a lucky boy. He should be happy, for the trade is just cleaning up on Francisco G. Bances and Henry the Fourth brands.

B. W. Nathan, the retailer at Harrison and Wabash Ave., has a very attractive window display of Falks Herbert Tareyton cigarettes.

R. M. Gibson, one of the leading retailers of Bloomington, Ill., is going to feature La Corona Electrica brand, made by Harris & Son Cigar Co. Several sizes will be offered to his trade.

Ryan & Raphael Cigar Co. is cleaned out of Lucius cigars, due to the strike at the Tampa factory. Lucius is one of the leading clear Havana sellers in Chicago.

F. O. Savoie & Co., wholesale grocers at Kankakee, Ill., have just placed their opening order for Romeo-Garcia cigars. They will have the exclusive sale of the brand in their territory.

The Cyrilla factory is very busy turning out the well known Cyrilla cigar in the finer sizes.

Wm. Tobias, the Girard booster of Iwan Ries & Co., is busy in the Loop, working the large dealers.

Lorimer's, at 319 E. 55th St., is a busy store. Here are offered such leaders as Lucius, Cyrilla, Roi Tan, Lozano, Charles the Great, and Tom Palmer. Delza, Lorimer's private label, is always pushed to the front.

"P. Q. S." is the motto of Anderson Thorson & Co., importers. "Price, Quality and Service" is what they hand out. They specialize in the brands of Park & Tilford, New York.

Fred Wells, at both his stores, has large displays in the show windows of the 40-cent package of Romeo-Garcia, after dinner size, that come 10 in the box.

Harry Shrago, who bought the Mason Pharmacy at 63rd and University Ave., carries a large line of popular brands. Almost any known brand can be purchased at the Shrago store.

Jack Mendelsohn, one of the state salesmen of the Baer-Wolf Co., cigar jobbers of Cleveland, has been doing a great business on the San Telmo Cigar Co.'s Pastoria.

Stanton & Co., fancy retail grocers, now located at 30 Washington St., have rented for a term the building at 119-121 North Wabash Ave. at a gross rental of $142,500. They will occupy the ground floor and have sub-leased the upper six floors to the Mrs. Snyder Chocolate Co., who operate a chain of candy stores in the Loop.

Baker Bros. & Co., wholesalers of Streater, Ill., will feature the El-Sirrah brand of mild Havanas made by Harris & Son Cigar Co. of New York. The opening order will arrive soon.

Garcia Grande cigars, which have been distributed by Many Blanc Co. the past few years, have been transferred to the house of Wm. A. Vorhauer & Co., whose sales force is now hard at work canvassing the trade.

Harvey Vreeland is here booking orders for Benson & Hedges line of high grade cigarettes.

The General Candy Co. of Milwaukee have opened a Chicago office and stock room at 12 North Market St. Jack Cohen, a member of the firm, who acts as western representative, is in charge of the Chicago branch. He has al-

ready placed his line of candies with several of the jobbers and a big campaign covering the retail trade will soon be launched with Jack in charge of the selling end.

Ludwig Lasker of Perfecto Garcia & Bro. is visiting the firm's Chicago office.

The best decorated Loop cigar store for Decoration Day was that of Wengler & Mandell at Madison and Dearborn St. Manager Charlie Daly had it all over the other dealers with his wonderful showing of American flags.

Aaron White, the Schinasi Natural booster, is back from a very successful selling tour of the Twin Cities. He is busy now calling on the Loop dealers.

George Becker, representing Park & Tilford, is visiting the larger buyers.

J. & B. Moos are distributing the Carmona brand, made by the Carmona Cigar Co. of Chicago.

Wengler & Mandell, in the Hartford Bldg., have a large Herbert Tareyton window display.

Roman Dobler, who now represents Calixto Lopez & Cia., is here booking orders for the Calixto Lopez imported brand.

La Preferencias, in the Bishop size, foil wrapped, are selling good at 15 cents straight.

Howard Knowles, cigar manager of the Harvey System, was here.

Fred Oakes has left for Detroit and Cleveland to talk Gato and American Maid cigars for E. H. Gato & Co.

Eddie Hecht, a well known cigar salesman, called on the trade. H. L. H.

Selling Better Cigars.

Attempting to tell, in *Printers Ink*, "where John Barleycorn's money is going," C. P. Russell says:

"A cigar manufacturer remarked the other day that the most noticeable thing about his business in recent months was the increased demand for quality smokes. Until a year or two ago the bulk of his sales were made in the cheaper grades—the five-center, the two for fifteen, and the ten-cent straight. But now the fifteen-cent straight is the leader and he does considerable business in even the higher priced brands. The nickel grade has retreated into the background, and there has been a markedly reduced demand for all smokes that sell for ten cents and less.

"Strangely enough, he ascribed this changed demand to prohibition. He admitted, of course, that the generally prevailing prosperity, the higher wages, increased costs, and increased profits everywhere, have had a considerable influence on the situation, but he reasoned that the advent of prohibition was chiefly responsible for the sale of high-quality cigars in this way:

"The principal outlet for low-grade cigars in the past was the saloon. Barrooms as a rule did not find it necessary to stock quality goods because the man whose taste had been muddled by a round or two of drinks was content to accept whatever was handed to him. If he was in a treating mood, he reached into the nearest box and lifted out a handful of smokes that might have been sections of tarred rope for all he or his friends cared.

"But the unboozed citizen of today smokes with an unfurred tongue, and is in a condition that will enable him to appreciate a good cigar when he smokes it. Consequently he goes to a reliable tobacco shop, selects his smokes with discrimination, and is willing to pay a good price for a cigar whose quality he can taste.

"Such was this manufacturer's theory about the effect of prohibition on his particular business. It indicates the curious effect on the sale of certain articles that the elimination of the liquor business has undoubtedly had."

Philadelphia Findings

(*Continued from page 25*)

R. N. Reamy of American Cigar Co. is in the city in the interests of its Chancellor brand.

Trade sympathy is being extended to W. B. Ferree, in charge of the Godfrey S. Mahn store, Second street, on the death of his mother, with whom he made his home and to whom he was most devoted.

Reeves Parvin & Co., at the suggestion of Manager John Van Miller of the cigar department, have just adopted an innovation. There has been prepared an attractive label, printed in blue and white and reading, "A Reeves-Parvin Brand," with corner inscriptions "Sells", "Satisfies", "Suits" and "Survives," which is to be attached to the brands handled by the firm, thus backing them up by the Reeves-Parvin long-established reputation. BertSmith, who has been operating in Atlantic City through the Reeves-Parvin branch on the Vanko brand made by John H. Swisher, Newark, Ohio, has sent in a list of 118 accounts in the resort. H. F. Farrand, recently connected with the Reeves-Parvin Co. and formerly with Yahn & McDonnell's wholesale department, left Monday for a week's activity with the Planco in Atlantic City.

Frank Wills of the G. H. P. Company is back at his desk after a week's vacation in the mountains.

Santley J. Dalton of M. J. Dalton is in France.

N. H. Green of Harry Green & Co., San Francisco, was a visitor to the city last week.

Albert Terry of the Peermont Company is in Atlantic City recuperating.

A holdup man was the victim of his own pistol in an attack made upon William Miller, proprietor of a retail cigar store at 733 Green street last week. The accused, Peter R. Ryan, of 15th and Race streets, has been held without bail. The police charge that he entered the Miller store and, pointing a revolver at the proprietor, ordered him to hand over his cash. Instead, Miller seized a pistol. A struggle ensued. A policeman who came on the scene mistook Miller for the assailant and blackjacked him, but meanwhile the real assailant in discharging his pistol sent a bullet into his own leg.

The 19th Success of Martin Bros.

Davenport's most beautiful store had its opening Saturday. This opening was as auspicious as the store is beautiful. It is Martin's cigar store No. 19, located at the southwest corner of Third and Brady streets.

In point of the number of visitors, it was the biggest opening event of any Davenport store. From 11 o'clock in the morning when the doors were thrown open, until the hour of midnight when they were closed, the store was a surging mass of humanity. Likewise, it was filled with banks of flowers representing the well wishes of friends and business associates.

The new Martin store is a classic. It represents the last word in arrangement and equipment, as well as in stock and service. The decorations are artistic and pleasing to the eye. All the fixtures are trimmed with black and white Carara marble. The mammoth soda fountain is 27 feet in length and provides for an excellent luncheonette service.

All dishes and glasses used at this fountain are sent to a room in the basement where they are thoroughly washed and sterilized before being put back in use.

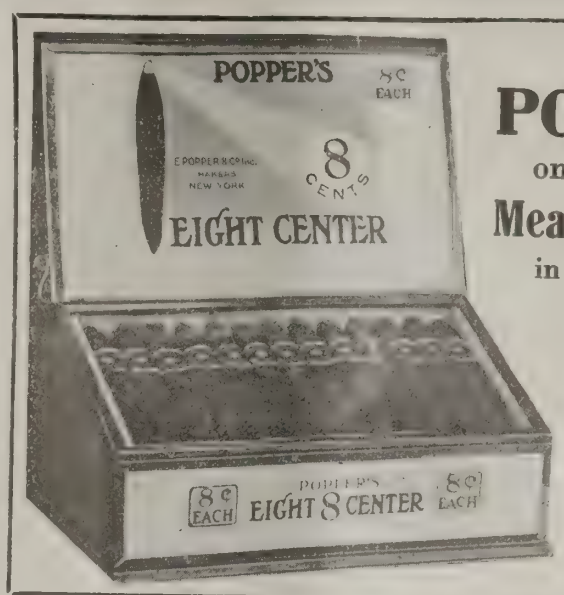
The tile flooring, hand decorated ceiling and walls, elegant show cases and fine marble and fancy hard wood fixtures, make the store one of dazzling splendor and beauty.

No less than 10,000 rose buds, 5,000 cigars, 5,000 handsomely colored pictures and thousands upon thousands of miniature boxes of chocolates were given away as souvenirs. It was the most generous distribution of souvenirs ever made by a Davenport store.

"Tad" Martin, one of Davenport's best known young men, and for years connected with the Martin store at Second and Brady streets, will be in personal charge of the new store.

In the basement is located a public comfort station, shoe shining stand, long distance telephone booth, a well equipped kitchen and other conveniences.

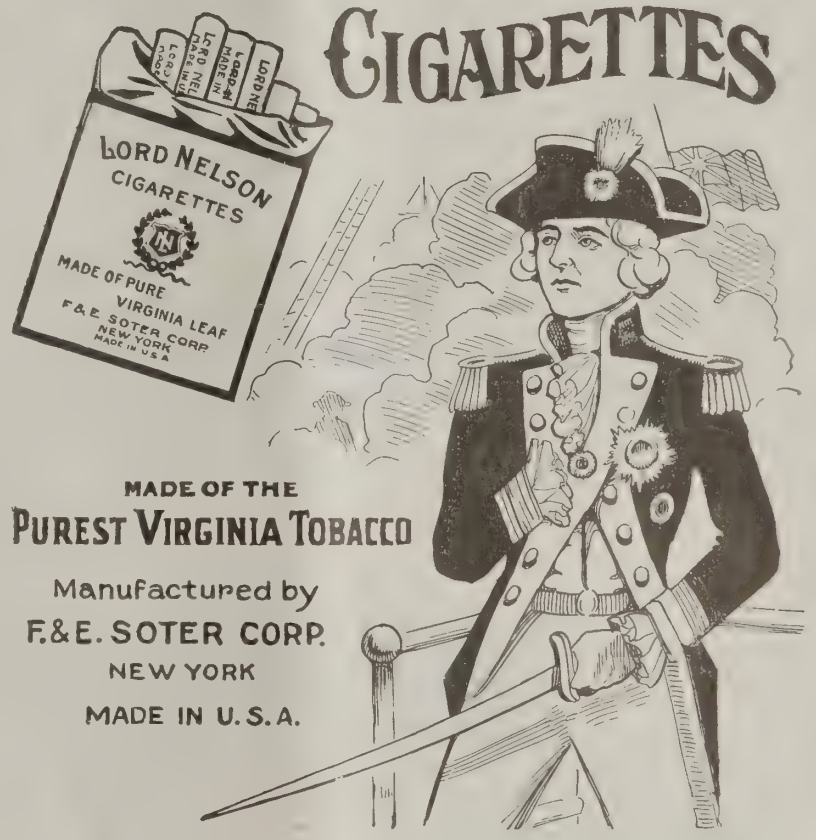
George Martin, the genial proprietor, was showered with congratulations. Several representatives from leading cigar jobbing firms and manufacturers were present. All declared the new store to be the finest in the United States.—Davenport, Iowa, *Democrat*.



A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

SMOKE
LORD NELSON
CIGARETTES



MADE OF THE
PUREST VIRGINIA TOBACCO
Manufactured by
F.&E. SOTER CORP.
NEW YORK
MADE IN U.S.A.

"IT'S A CINCH FOR A LIVE DEALER TO PULL THE BEST TRADE HIS WAY."

GRAVELY'S
CELEBRATED
Chewing Plug
BEFORE THE INVENTION OF OUR PATENT AIR-PROOF POUCH GRAVELY PLUG TOBACCO MADE STRICTLY FOR ITS CHEWING QUALITY WOULD NOT KEEP FRESH IN THIS SECTION. NOW THE PATENT POUCH KEEPS IT FRESH AND CLEAN AND GOOD. A LITTLE CHEW OF GRAVELY IS ENOUGH AND LASTS LONGER THAN A BIG CHEW OF ORDINARY PLUG.
P.B. Gravely Tobacco Co. Danville, Va. ESTABLISHED 1831

How Auto Trips Affect the Cigar Trade

Retailers in San Francisco May Know—When 50,000 People Go on Excursions in Motor Cars—"Little Chancellor" the Five Cent Chocolate Handled by H. L. Judell & Co.—Shipments from the East Seem to Be Coming a Little More Rapidly—Trade Notes from the Pacific Coast.

SAN FRANCISCO, June 1.—Summer seemed to hit the region about the Bay on the Saturday before Memorial Day. Probably 50,000 people, on Saturday or Sunday, left San Francisco and the cities on the east side of the Bay for trips to the country in machines from the stately "Fierce Sparrow" to the humble flivver. Over 6,000 machines crossed the bay on the ferryboats and even a larger number left for the out-of-doors by way of the peninsula. These were from San Francisco alone. Add to these, the many thousand that went forth from Oakland, Berkeley and Alameda. Remember that every machine was loaded and 50,000 will seem a moderate estimate. This is of interest to the cigar trade because every one of these people are thinking of vacations, and the vacation period always means more or less slacking up in the rush for goods.

June 1 did not show this slowing down among the jobbers as the local dealers had a fine trade during the two and a half days of holiday and they were stocking up again. But from now on one or more men from each force will be missing for a week or two while he takes his annual outing and the rest of the various forces will handle the business offered without difficulty.

H. L. Judell, the dean of the cigar trade of this vicinity, took an active part in the ceremonies on Memorial Day. He attended the exercises in three different places, being chairman of the day at the old soldiers home and a member of the committees in charge on the two other occasions.

H. L. Judell & Co., are putting out a chocolate of large size under the name of "Little Chancellor." It sells to the trade at $1.10 for thirty and goes to the consumer at 5 cents straight. It is practically the only high class chocolate still selling in 5 cent packages.

A large number of shipments are coming out from the east by express, but at the same time it is evident that freight conditions are getting better and by degrees the tie-up is disappearing. For example one day last week Judell received two shipments of goods, one was shipped March 8 and the other on May 8, just two months later.

The American Tobacco Co., of the Pacific Coast has substituted the following proposition for its previous shipment offers: Prepaid drop shipments of Pall Mall and Lord Salisbury cigarettes; Blue Boar, Capstan, Garrick, Imperial Cube Cut, Lone Jack, A. & G. Perique, Three States and Yale Mixture smoking tobacco and Boot Jack chewing. Minimum shipping quantity $20 worth, to consist of at least five. Free goods, 6, 16-cent tins Lucky Strike Roll Cut. The offer applies only to certain cities more or less designated as terminal points.

Since succeeding the Krelling Bros. establishment at Sixteenth and Rondell streets some months ago, Charmack & White have begun a live business in three different stores. A. Charmack is in charge of the store at Battery and Bush, A. White at the Builders' Exchange, and Joe Adler at 3073 Sixteenth street. They now have their own mild Havana brands, the C. & W., a 15 cent seller and the El Verde, two for a quarter.

The White Owls have been advanced to $73 per thousand, which takes them into the 10 cent class, their proper place.

H. H. Manley, the American Cigar Co., representative, is now in Fresno with Milton Glass of the Judell force, working on Chancellors and El Yutans.

M. R. Matthew, the stalwart and popular salesman of the Hart Cigar Co., of Portland, has been here on a vacation and made his headquarters at S. Bachman & Co.

S. Hables, proprietor of Lopez & Co., cigar manufacturers of this city and Los Angeles, was up this past week from the south where his largest factory is located.

Emil Niemier, who has worked up an excellent trade as wagon man, has taken a partner, S. P. Vincini, and in the future the business will be transacted from a new Dodge auto. With increased facility new trade will be worked up and the success of the new firm is assured from the past career of the wide-awake partners.

J. L. Goldsmith, leaf tobacco man from Chicago, was a visitor to San Francisco during the past week. He had been through the southwest, including Texas, New Mexico, Arizona and southern California and heads for home from this city.

Cigar Man Pays for Trip to Japan

ST. LOUIS, June 6.—Sam Hellman, former managing editor of *The Republic* and now one of the correspondents sent by *The Globe Democrat* to cover the Republican National Convention, will make a trip to Japan next winter at the expense of Al Kennedy, a wealthy cigar manufacturer, as the result of a bet that Governor Gardner would not be a candidate for the Democratic nomination for United States Senator in Missouri.

Kennedy bet a trip to Japan, returning by way of London, against whatever Hellman had in his pockets that Governor Gardner would be a candidate. Hellman bet $9.75 he would not be a candidate.

Trying Dempsey for Draft Dodging

SAN FRANCISCO, June 6.—Jack Dempsey goes to trial on Tuesday on the charge of being a draft dodger. The legal battle which will ensue promises to bristle with thrills and sensations—a fight involving situations without parallel in the annals of law.

The trial may be dragged along for weeks by the introduction of more than 100 witnesses. The fate of Dempsey rests largely upon the story that will be told by Maxine Cates Dempsey, the wife he divorced more than a year ago, to the effect that Dempsey when filling out his questionnaire named her as a dependent, although prior to that time he did not support her. Dempsey, she charges, also named his mother, sister, father and an invalid brother as among his dependents.

A Successful Combination

Paul M. Reis, formerly in charge of sixteen of the General Cigar Company's Pennsylvania factories, recently acquired a substantial interest in Hilson-Schloss, Inc., Mt. Carmel and Scranton, Pa., manufacturers of the Kenway and Mark-Well brands. He succeeds the retiring Mr. Schloss as manager of the manufacturing and tobacco end of the business.

The name of the firm will shortly be changed to Hilson-Reis Cigar Corporation.

Mr. Reis' exceptional ability, much remarked, which he won in the employ of the General Cigar Co., will be applied with an equal amount of success to his new enterprise.

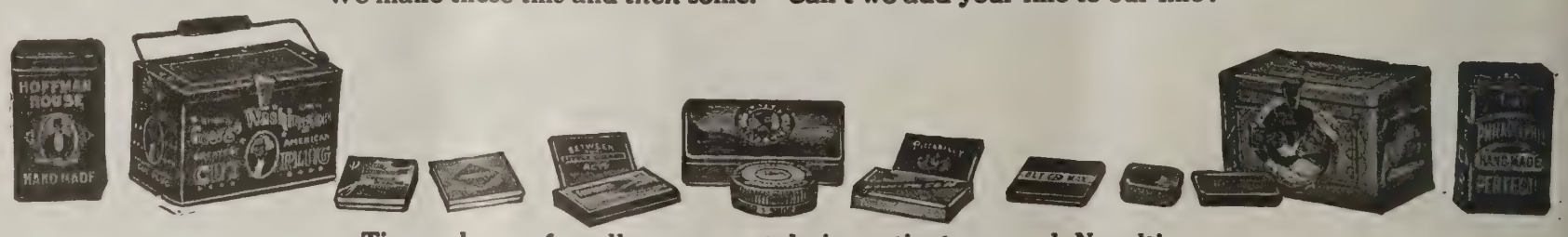
E. I. Hilson, president of the firm, is well known in cigar circles as one of the most enterprising and successful cigar salesmen in the country. Certainly the combination now formed seems bound to be successful.

The American Sumatra Tobacco Company's stockholders at a special meeting authorized the increase in the common stock from $15,000,000 to $25,000,000. This increase was made necessary by the requirements for the conversion of the $6,564,000 of five-year 7½ per cent. notes recently authorized by the directors. These notes are convertible from October 1, 1920, until December 31, 1921.

THE TIN DECORATING CO. OF BALTIMORE

BOSTON STREET and LINWOOD AVE., BALTIMORE, MARYLAND.

We make these tins and *then* some. Can't we add your line to our line?



Tin packages for all uses,—metal signs, tin tags, and Novelties.

Write us, call on us, or, we will have our representative call on you.

OUR PACKAGE will make the first sale—
YOUR GOODS will make the second sale.

HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

TOBACCO

10c

Guaranteed by
The American Tobacco Co.
INCORPORATED

You pipe smokers, mix a little "BULL" DURHAM with your favorite tobacco. It's like sugar in your coffee.

FROM THE FIRING LINE

Personal and Trade Jottings

Jos. Perez, of Marcelino Perez & Co., is off this week to Tampa.

—

Chas. B. Wittrock is in Cincinnati boosting sales of Garcia and Vega cigars.

—

A. J. Faul, a tobacco jobber of Council Bluffs, Iowa, is a visitor in New York.

—

Geo. E. Quinlan is visiting the cigar dealers on Long Island, in behalf of Park & Tilford.

—

Irvin Studwell, manager of Park & Tilford's cigar department, is in Boston this week.

—

L. L. Colton, of the sales force of Rosenthal Bros., Inc., New York, is calling on the Cleveland trade.

—

Like Cigar Co., at 1459 Third avenue, New York, say they could seat more hands to good advantage.

—

Irving Lipsig is taking orders in Brooklyn for Charles the Fifth cigars, made by Jacob Stahl, Jr. & Co.

—

Percival R. Lowe, the most prominent Water Street leaf tobacco broker, is in Hartford this week.

—

E. J. Watson, on the sales staff of Rosenthal Bros., Inc., is visiting the cigar trade in St. Paul, Minn.

—

Thos. F. Grey is visiting the cigar trade in Cincinnati, taking orders for the Havana Production Co.

—

The Gene-Vall Cigar Co., of New York, is opposed to the re-use of cigar boxes and other containers.

—

H. Everhardt, New Jersey salesman for Lincoln & Ulmer, reports Rodena in ever-increasing request.

—

Herman Blumenthal, of Cobb, Bates & Yerxa, is in New York for a few days, stopping at Hotel Astor.

—

Frank M. Lopez, one of Garcia & Vega's active "roadsters" is on a visit to New York headquarters this week.

—

R. S. Tatum, from his southern territory, is sending to Garcia & Vega a goodly number of important orders.

—

J. I. Edelstein says that Constancia de Garcia is having a continuous performance—meeting popular demand.

—

Starlight Brothers, cigar manufacturers of New York, say that May proved to be the best May they have ever had.

—

E. S. Thompson, southern representative of Julius Klorfein, is keeping up his reputation as a successful salesman.

—

Thomas L. Atkins is canvassing the cigar trade of Southern California in the interest of Lincoln Brothers, New York.

—

Joe D. Gans, of Gans Bros., 417 East Seventy-sixth street, New York, is calling on his cigar customers in Pennsylvania.

Louis Ash & Co., of 430 E. 59th street, New York, announce that their Philadelphia cigar factory is again running in full force.

—

Sam Forden is putting Charles the Fifth over the home base in fine style, around New York town, for Jacob Stahl, Jr., & Co.

—

Ing Chamberlain, the St. Louis representative of Lincoln Brothers, New York, is putting in ten days around headquarters.

—

Harry Handler, and A. Levy, the middle western salesmen for Julius Klorfein, of New York, are doing good team work.

—

W. T. Hix, cigar salesman in the southern states for Gans Bros., of New York, is on a visit to the home office for a few days.

—

R. V. Falkner, southern representative of the Havana Production Co., Inc., is calling on the trade in Montgomery, Ala., this week.

—

A. J. Newman, of the cigar department of P. Lorillard & Co., is back in New York, from a two weeks' whirl through southern territory.

—

The cigar factory of Oscar Friedman, at 108 Grand street, New York, is very busy turning out Jean Bart for home consumption.

—

Morris Spiegel, of 334 East 78th street, New York, is planning to seat some more cigar makers, and extend his out of town trade.

—

Charles H. Knubel, salesman for Gradiaz, Annis & Co., is putting across a steady flow of good cigar orders from the far western states.

—

N. Wishny, of 1554 Third avenue, New York, is having a good run on his two leaders, Lorente, and El Dueno, in New York City and environs.

—

The cigar factory of Josephson Brothers, at 65 W. Houston street, New York, presents the appearance of a cheerful hive of human industry.

—

F. Garcia, of F. Garcia & Bros., returned to New York Monday from Tampa. He reports that the strike conditions there are unchanged.

—

Walter Fricker, a Sirena salesman, is in Los Angeles to supply the wants and satisfy the tastes of movie stars, and others in southern California.

—

Wm. Bercovich, Pacific Coast representative of R. Gangemi & Co., is maintaining his reputation as a large order-getter for the Lucella brand.

—

The P. & P. Cigar Co's. factory at 1312 Second avenue, New York, located in what was formerly a "wet" emporium, shows signs of considerable activity.

—

Roman O. Dobler, representing Calixto Lopez & Co., returned to New York Monday, after a three weeks' successful selling trip through the middle west.

—

After a two days' visit at the home office, Victor Lopez, star salesman for Julius Klorfein, is now out through New York State, featuring Garcia Grande.

—

M. Hyman, on the sales staff of Lincoln & Ulmer, left New York last week. He is in Maryland this week. From Baltimore he will wend his way westward.

—

Cigar makers employed, until a few days ago, in the R. Steinecke Co. factory, at 1895 First avenue, New York, are enjoying a vacation, with the firm's consent.

—

Justin Seubert, president of Justin Seubert, Inc., of 430 East Ninety-first street, New York, is inspecting the work of the company's cigar factory at Syracuse.

—

Edward J. Mulligan, cigar salesman for Gradiaz, Annis & Co., of New York, is touring the New England States, and turning in a gratifying number of orders.

—

H. G. Alces is in Cleveland this week. He is featuring Argenta, Mi Subreno, and other brands manufactured by L. Golovine, of 171 W. Broadway, New York city.

—

The Winter Cigar Manufacturing Co., at its New York factory, 183 East 107th street, states that business is going smoothly; but it requires hard work to meet demands.

—

Henry Riesenberg, representing E. Popper & Co., Inc., of 1510 Avenue A, New York, is visiting the cigar trade in Texas, Oklahoma, and up through to Sioux Falls, So. Dak.

—

E. P. Oakes, western representative of the E. H. Gato Cigar Co., is so much improved that he expects to shortly be out looking after the welfare of his customers.

—

Emmett Walsh, and W. E. Peters, are on the Pacific Coast, pushing the cigar brands manufactured by Rosenthal Bros., Inc., of 353 East Seventy-third street, New York.

—

I. M. Lederrer, the Sirena man in Wisconsin, writes Garcia & Vega, urging express shipments from New York. Similar requests are coming from other G. & V. salesmen.

—

Isadore Berg, secretary of the American Exchange Cigar Co., of New York, is in Philadelphia this week, inspecting the company's plant there. He will remain there all week.

—

C. W. McCormick, representative for A. Siegel & Sons, of New York, is in Chicago this week, and will proceed from there with his selling campaign across to the Pacific Coast.

—

H. Luckett, whose selling territory is in the central southern section, is playing his trump cigar card quite effectively, according to reports from the office of his chief, Julius Klorfein.

—

Robert Popper, of E. Popper & Co., Inc., has returned to the corporation's main office and factory, at 1510 Avenue A, New York, after making a most satisfactory canvass of Delaware.

—

Samuel Adler, a prominent member of the sales organization of E. Popper & Co., Inc., of New York, is producing effective results in Providence, as is his usual custom wherever he goes.

—

Garcia Grandé has an alert chaperone through the far western territory, in the

person of A. J. Mitchell—at least that is the opinion expressed at the New York office of Julius Klorfein.

—

H. A. McCrary, of Kansas City, Mid-West representative of R. Gangemi, of 407 East Ninety-first street, New York, is being heard from constantly because of the Lucella orders he is sending in, all the time.

—

Joseph Mendelsohn, Vice President, and Harry S. Rothschild, Secretary, of the Stern-Mendelsohn Co., of New York, sailed last Saturday on a business trip to Cuba. They are expected to return in about two weeks.

—

M. Zeilengold, proprietor of Duke of Navarre Cigar Co., at 45 Fulton street, New York, who recently purchased the King's Mate brand, is looking for additional factory space, his business having outgrown present quarters.

—

The A. Kern Manufacturing Co., of 148 East Fiftieth street, New York, says that C. W. Reattoir, who is in charge of the company's Chicago office is giving a good account of himself—his orders being plentiful, and from representative dealers.

—

The demand for cigars in Kansas City is so urgent that the Rothenberg & Schloss Cigar Co. sent a telegram Tuesday to the American Exchange Cigar Co., of New York, requesting that all shipments, until further notice be made by express.

—

Myer Jaretzky, on the sales staff of Jacob Stahl, Jr. & Co., of 339 East 93rd street, New York, is in Boston; and the home office reports that the number and size of his orders indicate that Charles the Fifth cigars are having a strong call in the Hub of Culture.

—

H. Lubelsky, manufacturer of the Flor de Gibson brand, at 716 Willoughby avenue, Brooklyn, returned to his cigar factory last week, from a trip to Binghamton and other up-state cities and towns. Mr. Lubelsky reports that business is brisk in Binghamton.

—

A. Jacques, a strong salesman, with Merriam Segars, came into the home office recently, after booking numerous orders for Baron De Kalb, Darby and Joan, and La-Re-Al. He will shortly start to the mountains, where he expects to enjoy a vacation.

—

At the recent state convention of the Prohibition party at Columbus, O., Rev. H. K. Miller of Dayton declared the people of the U. S. had done wrong in subscribing to the tobacco fund for soldiers during the war. "We were made the dupes of the tobacco trust," he said.

L. Golovine, of 171 W. Broadway, New York, says that his Argenta, Zembra, and Mi Subrino, are in good request locally, and that these and three others of his brands, Carcia Chicas, Kindale, and Casa Vista are all going over throughout the country in a very satisfactory manner.

—

R. Midgen representing H. Lubelsky, Cigar Manufacturer, at 716 Willoughby Ave., Brooklyn, is leaving this week for an up-state and western New York trip. He will visit the more important towns between New York, Albany and Utica, featuring the Lubelsky brand, Flor de Gibson.

—

Arthur Schwarz, son of Max Schwarz, returned to New York from Cuba, Monday. He reports that fine tobaccos on the Island are plentiful, and held at extremely high prices. He says that cigar manufacturers will have to get better prices, or run at a loss, if they use the best Havana.

—

Several car loads of tobacco from Wisconsin, consigned to the Benito Rovira Co., of New York, have been "somewhere" on the way, or out of the way, for months. One shipment was started in January, and the rest of it in March, but none of the tobacco has as yet reached its destination.

—

Nath. Fried, of Jacob Fied & Bros., 407 East Seventieth street, New York, starts this week for a ten weeks' swing around the circle, which will embrace Milwaukee, Minneapolis, St. Paul, St. Louis, Cincinnati, and the Virginias. Nath. expects to book numerous orders for their Flor de Carlos, and El Sello.

—

Martin Brothers, tobacco exporters, of 116 Broad street, New York, say they find a gradual trend toward improvement in exports. They report an increasing number of inquiries regarding both leaf and manufactured tobaccos for export, and declare themselves to be decidedly optimistic with respect to the future outlook.

—

Wm. Black & Co., cigar box manufacturers, at 311 East 94th street, New York, says that it takes anywhere from six months to a year to get a shipment of lumber through from California. And when it does arrive, the freight charges are about $750 to $1,000, per car load, as against the former rates of about $250 to $300 per car load.

—

The cigar manufacturing corporation of Breslin & Campbell, at 410 East 68th street, New York, is not allowing any graminaceae to germinate under its pedal extremities. And, judging from great activities in this factory, the enlargement of space, additions to equipment and increase of output, are improvements that may be consummated in the near future.

—

The American Exchange Cigar Corporation's new branch factory at 1790 First avenue, New York, started in last week to make the Cecil Perfecto, in addition to the corporation's big selling brands, Dubonnet and Rancho. Morris Kay, manager of this branch says that the factory shortly will be turning out 25,000 Cecil Perfectos daily.

—

Leopold Powell, of Leopold Powell & Co., whose offices are at 408 East 93rd street, New York, says that the company's cigar factories are working strenuously, and find it difficult to meet the demands of high class trade for L. P. & Co.'s No. 10, and David Harum. Mr. Powell strongly condemns the profiteers who make it necessary for others to raise prices.

—

In Georgia, they are considering the advisability of introducing at the next meeting of the General Assembly a bill to have the various tobacco warehousemen in the state, make a weekly report to the Commissioner of Agriculture, setting forth all sales of tobacco made by them. This is done in North Carolina and Kentucky, and the practice is found to be most satisfactory as it keeps farmers as well as all others who are interested in tobacco posted concerning what is done.

—

Sending Turkish cigarettes to Turkey sounds as eccentric and futile as carrying coals to Newcastle, but that's what the Knights of Columbus are doing. William J. McGinley of New York, supreme secretary of the Knights of Columbus, has ordered 10,000,000 cigarettes for shipment to newly opened Knights of Columbus huts in Constantinople and Spalato. Turkish cigarettes are not as plentiful in Turkey as their name might suggest, so the Knights are taking care that the Mediterranean squadron of the United States Navy will be well provided.

—

The D. C. Glasser Tobacco Co. of Dubuque, Ia., has completed negotiations involving the expenditure of approximately $100,000 for the establishment of a branch distributing house in Minneapolis at 327 Second avenue, North. Minneapolis was selected because of the belief of Mr. Glasser that the city offers a better opportunity than any other section of the United States. He is a wholesale distributor of cigars and has been in business more than 40 years. The house in Minneapolis will employ eight or ten salesmen traveling in Minnesota, Northern Wisconsin and North Dakota, and will have several men in the Twin Cities. The Minneapolis branch will be managed by Harry Glasser.

John Ruskin ♦ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

Trade Notes from Near and Far

E. A. Menzel has opened a cigar store and pool room in Glencoe, Minn.

—

Edward Wodiska, president of the Havana Production Co., is in Cleveland.

—

Harry Jacoby is touring North-Eastern Pennsylvania, featuring Rancho.

—

John Walker, of Washburn, Wis., will open a cigar and confectionery store.

—

J. Juckovich has bought and is now operating a cigar and pool room business in Hurley, Wis.

—

Recent shipments from the United States to Vladivostok, Siberia, included 34 tons of tobacco.

—

It is predicted that the American Sumatra Tobacco Co. will do a record-breaking business this year.

—

Charles A. Krull, tobacco jobber of Philadelphia, came over to New York on business a few days ago.

—

From Japan nine tons of cigarettes and 13 tons of cigarette paper were shipped to Vladivostok in 1919.

—

Robert L. Jordan, president of the Central Cigar & Tobacco Co., of Memphis, is in New York this week.

—

E. G. Robbins, of the Fuller-Holway Co., Augusta, Maine, called at the New York tobacco houses this week.

—

A. L. Strawn will operate a cigar and pool business in a new building he is soon to erect in McLaughlin, So. Dak.

—

E. Asbury Davis, of F. A. Davis & Sons, of Baltimore, visited the tobacco market in New York City this week.

—

William Lonsberg of Platteville, Wis., will open a cigar store, with billiard and pool tables as side line attractions.

—

P. W. Fieldbach, of the Fieldbach Co., a wholesale grocery and tobacco house, of Toledo, Ohio, is visiting New York.

—

F. V. Dingman, representing Carl Upman, is making a tour of the Pacific Coast, with a full line of the Upman brands of cigars.

—

C. A. Dickinson of Morgan & Dickinson, tobacco packers in Hartford has leased the John Hamilton house on Maple avenue, Hartford.

—

The Winterberg Cigar Co., 353 E. 78th street, New York, are packing their goods in tin cans. They report that the package gives good satisfaction.

—

The Maryland Tobacco Co., Inc., at Baltimore and Pine streets, Baltimore, has taken over the long established and important business of B. L. Frey & Bro.

—

J. Reynolds Brady, whose territory includes Philadelphia, Baltimore, Washington, etc., frequently reminds his house, R. Gangemi & Co., of New York, that he is busy booking orders for Lucella cigars.

—

May sales of Montgomery Ward & Co. were $8,300,000 as compared with $6,700,000 a year ago, an increase of 22 per cent. Five months' sales totaled $49,800,000 against $36,500,000, an increase of 36 per cent.

—

A full page advertisement in the Davenport, Iowa *Democrat and Leader,* invited the public to inspect "Davenport's most beautiful store," at Third and Brady Streets, establishment No. 19 of the Martin Cigar Co.

—

J. L. Armyo, the affable office manager of the American Exchange Cigar Corp., New York, announces, with evident satisfaction, that last month was the biggest May Rancho has ever enjoyed; and *that,* he says, is "going some."

—

Charles J. Michaud, who has the contract for erecting the four story brick addition to the Fitzpatrick & Draper Cigar factory at Kingston, N. Y., has the work well started and will "hustle things along" until the building is completed.

—

Colombia, in 1917, exported to the United States 454,626 pounds of tobacco valued at $68,565. In 1918, Colombian tobacco exports to this country amounted to 780,098 pounds valued at $162,910. Figures for 1919 are not yet available.

—

G. Fred Pelissier, sales manager for the Connecticut Tobacco Growers Association, Inc., expects that crops grown on 2500 acres devoted to tobacco, will be sold through the

BUSINESS CARDS

HAVANA LEAF DEALER S

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 128. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Classified Advertisements

MR. EVARISTO RODRIGUEZ PACHEO, FORMERLY MANAGER OF WELL KNOWN CIGAR FACTORY, WISHES POSITION IN SIMILAR CAPACITY IN LOS ANGELES, CALIFORNIA. THOROUGHLY FAMILIAR WITH EXPORT TRADE IN JAPAN, CHINA AND MEXICO. PLEASE ADDRESS, 242 EAST 89th STREET, NEW YORK. J-10

WANTED TO BUY A FACTORY IN PENNSYLVANIA WITH A CAPACITY OF FROM 2 TO 10 MILLION CLASS B SHORT FILLER CIGARS. ADDRESS, "BUYER," CARE TOBACCO, 10 EAST 39th STREET, NEW YORK. J-10

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TRAVELING SPECIALTY SALESMEN

TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

Pacific Coast Representative

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

CIGAR LABELS FOR SALE

CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR LEASE AT HARTFORD, CONN.

FOR LEASE—AT HARTFORD, CONNECTICUT, IN TOBACCO WAREHOUSE DISTRICT, 49 COMMERCE STREET; BUILDINGS ON PLOT 100 x 150. WILL REMODEL FOR TOBACCO BUSINESS. EDWIN BURDICK, 271 WEST 90TH STREET, NEW YORK.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE. "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

office of the association at 241 State street, Hartford, next year.

—

The wholesale value of the motor car and truck output in 1919 in the United States was $1,885,112,546. The passenger car output alone was worth $1,461,785,925. If the value of extra parts, accessories and tires is added, the total reaches $3,166,834,594.

—

Ballan Mayers is looking after the interests of Asbury Park and other Jersey Coast resorts, taking orders from cigarists for Dubonnets, and Rancho. He returned to the home office in New York, the other day, and exhibited documentary evidences of his activities.

—

Contrary to expectations of the trade, there was not any tobacco of the 1919 crop offered at the Rotterdam sale last Friday, June 4. But according to reports received by H. Duys & Co., the extremely high prices on the older crop schedules were sufficient to attract much attention.

—

John Santonania, proprietor of a cigar store on Main street, Bridgeport, Conn., was attacked and beaten by thugs, near his home, Saturday night, a week ago. He was so badly injured that, for a time, it was feared he would die. But reports from the hospital now say that he is improving rapidly.

—

Retail tobacconists in Buffalo, N. Y., protest against further price increases. They assert that present prices for the former best selling brands of long standing are driving a large number of their customers to cheaper brands and that any further advance would curtail consumption more than they would bring income.

Hires Root Beer interests have acquired control of the Cardenas-American Sugar Co. and have changed its name to Hires' Sugar Co. The company has a sugar estate of about 50,000 bags annual production in the Province of Matanzas, Cuba. Acquisition was for the purpose of assuring a supply of sugar for the manufacture of root beer.

—

Lewis E. Pierson, First Vice-President of The Merchants' Association of New York, has been appointed Chairman of the Committee on Public Utilities of the Chamber of Commerce of the United States of America. F. B. Berard, Director of Research of The Merchants' Association, has been appointed a member of the Committee.

—

In Dominican Republic neither national nor municipal taxes are imposed on foreign travelers. Samples of no commercial value, as well as posters, catalogues, and other advertising matters, are admitted duty free. In the case of trunks containing salable merchandise a bond will be accepted by the customs authorities and returned upon satisfactory proof of the re-exportation of the goods in question.

—

The foreign trade of Chosen (Korea) for the three months ending March, 1920, as published in the Official Gazette of April 12, 1920, shows a total increase over the corresponding period of last year of $15,216,921, of which $7,366,608 was in imports. Exports of tobacco, during the first quarter of 1920, were valued at $400,301. Korean imports of tobacco during the same period were valued at $370,459.

—

M. A. Kalfon, star salesman for Louis Ash & Co., of 430 E. 59th street, New York, is back at headquarters again, after making a prolonged western trip, which extended out to Omaha, Kansas City, and other points. Mr. Kalfon reports that he did a land office business with the Gretchen brand; opening many new and important accounts, including such big jobbing houses as the Joseph Snyder Co., Buffalo, N. Y.; John Doran & Co., Akron, Ohio; Yahr & Lange Drug Co., Milwaukee, and the Blackney Cigar Co., Saginaw, Mich.

—

R. G. Dun & Co. report 547 commercial reverses in the United States last month compared with 531 defaults in May, 1919. With this exception, however, the present exhibit is the best on record for the period, and large decreases are shown in comparison with the May failures of many of the years prior to 1919, and from the high point of 1,707 insolvencies in May, 1915. The $10,826,277 of liabilities involved by last month's defaults are some $2,400,000 less than those of April this year and are the smallest reported for May since 1910, there being a contraction of fully $1,000,000 from the $11,956,651 of May, 1919.

—

The Schulte Cigar Stores Co. has leased, through Tankoos, Smith & Co., for a long term of years, at an aggregate rental of approximate $500,000, the entire ground floor store, being a frontage of 100 feet, in the "Powellton" at the northeast corner of Broadway and 97th street, New York, owned by the Peter Doelger Realty Co. The Schulte Co. now operates a branch store in the corner portion, and upon the expiration of existing leases will enlarge the establishment and offer for lease the remaining portion of the property. The Schulte Cigar Co. has recently acquired in the same vicinity the large corner property at Broadway, northwest corner 99th street, also the entire taxpayer at the southwest corner of Broadway and 96th street.

Around and About

Graham Davis, representing the General Cigar Co., left New York last Friday, on a selling campaign through the West.

—

Joe Ollendorf, a La Preferencia salesman, has returned to New York, after a two months' successful tour of New Jersey Summer resorts.

—

Cigar makers in Rochester, N. Y., demanded increased pay amounting to a raise of $2 per thousand on all sizes and shapes. A number of factories granted the raise.

—

Nathan Singer, president of the Superior Tobacco Co., sailed from New York for Italy, recently. He goes to Europe to complete contracts for supplying cigarettes. Happy Smoke, Hedjas and Tikvah are the brands that will be shipped to trans-Atlantic markets. Mr. Singer will make a rather extensive tour before he returns.

—

The United Cigar Stores Co. has obtained a 30-year lease on the Wiggins block, southeast corner Fifth and Vine streets, Cincinnati, agreeing to pay $2,000,000 to Max Goldstine, Chicago, for the term. Goldstine recently bought the block along with Emery holdings south of it on Vine street, which have since been acquired by the Fountain Theaters.

—

All plans were made for George J. Whelan to sail for Europe last week. There was knowledge of this in the financial district and, as has nearly always been the case under such conditions, the bears started a drive against the so-called Whelan stocks. Whether Mr. Whelan deliberately tricked the bears will perhaps never be known. At all events his passage was canceled at the last minute and the trip to Europe postponed for several weeks. The shorts were not a happy group of men when they learned of the changed plans. The drive was halted and some covering was done.

—

More than ever determined to remain at Tampa for the balance of his days, George Grahn, well known tobacco leaf dealer, has just returned from a business trip to Chicago. "A good way to handle the few men who kick about Tampa," said Mr. Grahn, "would be to send them to Chicago, have their train without dining car service, with six hours of delay on account of a wreck, and then force them to remain in the Windy City two weeks. Then they'd come back to Tampa in a hurry, and it would take a deportation committee to get them out again. And what applies to Chicago applies to other northern cities."—*Tampa Times.*

—

Stockholders of A. T. Securities Corporation at a special meeting voted to dissolve the company. The plan provides for the distribution of the common stock of the American Tobacco Co. held in the treasury against which A. T. Securities shares were issued. In the exchange, one share of American Tobacco common will be given for each four shares of A. T. Securities. It is expected that the distribution of American Tobacco will have been completed before July 15 so that A. T. Securities holders will be American Tobacco stockholders of that record date and will thereby be entitled to receive directly the 75 per cent stock dividend payable August 1 in class "B" non-voting common which has been declared by the American Tobacco Co.

—

I. Cohen, of the Vernon Castle Cigar Co., at 18 Burling Slip, New York, expresses strong opposition to the re-use of cigar boxes. He says that the re-use of boxes would lead to many evils, and that the annoyances would be even greater, far greater, than those caused by the present shortage of boxes. He points out, as others have also done, that the "bed-room manufacturer," would take desperate chances, and practice substitution; and that this in turn would lead to intolerable espionage, inasmuch as it would require the use of a fine-toothed comb to catch the miscreants; and the comb, he says, would undoubtedly be used indiscriminately. Furthermore, he says: "second-hand boxes could not, and would not be kept clean; men of cleanly habits would not smoke cigars from boxes that had been subjected to constant handling.

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EDGEWORTH
and
EDGEWORTH
Plug-Slice
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STANDARDS
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Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

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A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

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Key West, Fla.

New York Office
203 West Broadway

New Reynolds Stock Issue

A special meeting of stockholders of the R. J. Heynolds Tobacco Co. has been called for June 24 to act on the resolution of the board of directors providing for capital increases and the payment of a 200 per cent stock dividend.

The capital of the company will be increased from $40,000,000 to $140,000,000, divided as follows: 400,000 shares of common stock, par value $25; 100,000 shares of Class "B" common stock, par value $100; 2,800,000 shares of "new Class 'B' common stock," par value $25, and 500,000 shares of preferred stock, par value $100. The letter to the stockholders says: "It is the purpose of the directors to declare and pay the proposed 200 per cent stock dividend on the common and Class 'B' common stock as soon as practicable after the suggested amendments of the company's charter are made.

"The directors do not expect to sell any stock in the near future, but while recommending an amendment of the charter so as to provide sufficient stock for the proposed stock dividend, they thought it wise to provide for the authorization of additional preferred stock and new Class 'B' common stock so as to be in a position to take care of future expansion of the business."

Using Compressed Air in Tobacco Manufacturing

Lewis J. Brown, chief engineer at the gigantic plant of the R. J. Reynolds Tobacco Co. at Winston-Salem, N. C., is quoted by the *Compressed Air Magazine*. A description of the uses of compressed air in tobacco manufacturing is given by Mr. Brown as follows:

"Compressed air is used for blowing motors and machinery in general, to remove the dust, and in places in automatic machines where the fine tobacco droppings have a tendency to gum and clog the machine in a few hours; a fine jet of air was placed to remove this dust, the trouble was removed and the machine could run along its full time.

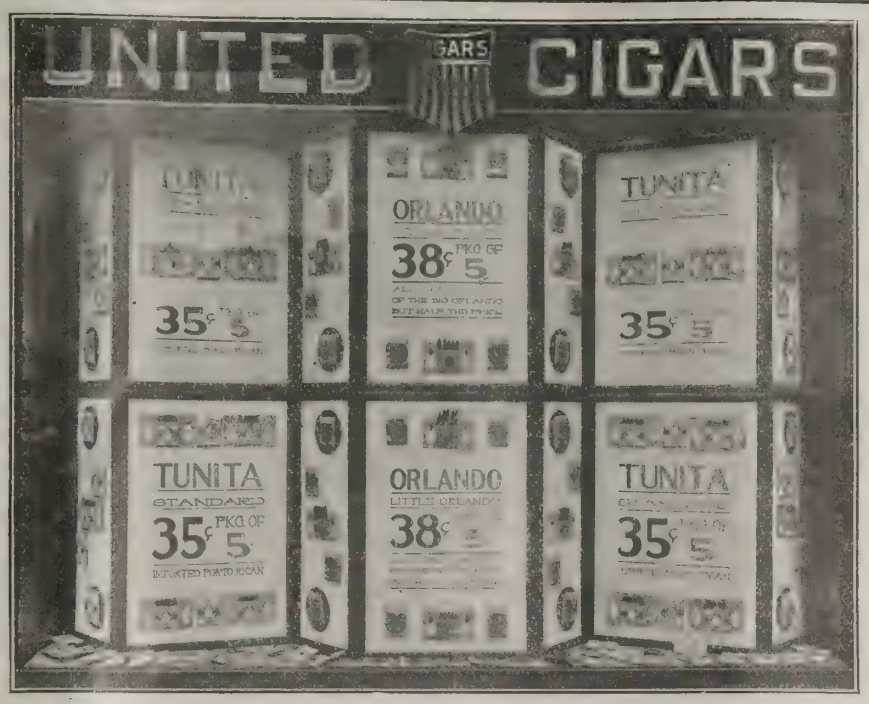
"The same principle is used in another process where it assists in drying and also blows away any dust while a quick-drying paste is setting. This has very extensive application in plants and has made the installation of several large compressors necessary.

"In making the 'Prince Albert' can tops they are blown clear off the die by air pressure, and just to show that it's an ill wind that won't work both ways, sheets of tin used in making the cans are picked up by means of un-compressed air, or a vacuum.

"A battery of boilers is so placed that they are below any drainage or storm sewer line. When these boilers are blown down a few inches under pressure, no complications result, but when they are cooled down naturally, as they should be, and so have no steam pressure on them to blow out their water up to the sewer, a compressed air connection empties them very satisfactorily.

"The air is of great use and assistance in spraying liquids for conditioning dry tobaccos. The sprayer acts on the principle of the ejector and will pick up the liquid by suction for several feet rise.

"With a pressure reducing valve in series, there is much use made of the compressed air, for the purpose of low pressure control of heating valves, humidity apparatus and similar equipment."



A window display of package goods that attracted unusual attention

Exhibited in the window of the United Cigar Store at 42d Street and Vanderbilt Avenue, New York, pocket packages of Orlando and Tunita cigars attracted more than ordinary attention. Why? Because the featured package obviously set forth the merits of the Stern container. At a glance, it could be seen that the package was of a size and shape designed to fit comfortably in the pocket where a man prefers to carry cigars. To so-called pocket packages a previous objection has been that most of them were "hard to get in or out of a front pocket in a coat or vest." The Stern container shaped expressly so it can be slipped into a front pocket without causing undue tightness or bulging, however, appeals immediately to a smoker who wants to carry a few of his favorite cigars around with him. Easy to take out, easy to return, a Stern container filled with cigars does not cause the pocket to be distorted and exert pressure on the body. Constructed along lines that adjust themselves to the standardized work of the tailor, the new container is adaptable to almost any suit. And the evident convenience of the container undoubtedly will boost sales of cigars in pocket packages.

Fixing the Cost of Production

LEXINGTON, Ky., June 4.—Investigation recently made by the college of agriculture of the University of Kentucky and the United States Department of Agriculture concerning the cost production of Burley tobacco shows that the 1919 crop cost the grower an average of 26c. a pound. Investigations were begun last March under the supervision of W. D. Nicholls, University of Kentucky, and F. W. Peck of the Department of Agriculture.

Fifty-three farms of the typical Burley district, Fayette county, Jessamine, Woodford and Scott counties, and 28 farms in Christian County, the typical "dark tobacco belt" were investigated and the range of the principal factors of the cost of production was discovered.

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SAY
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No Flying Sparks

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THE STANDARD SAFETY MATCH
FOR OVER HALF A CENTURY

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STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

THE STANDARDS OF AMERICA
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs
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111 FIFTH AVENUE NEW YORK

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

TOBACCO FROM CUBA.

(*Continued from page 21*)

S. Ruppin, Inc.	31
J. H. Goetze & Co.	25

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Bales
S. Ruppin, Inc.	46
L. Cantor	100
J. H. Goetze & Co.	148

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Barrels
W. Glasscum & Bros.	10
Greenhall Bros.	14
S. Rupin, Inc.	185

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Barrels
E. P. Cordero & Co.	33
S. Ruppin, Inc.	82

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Packs
Yocum Bros.	24
Consul Cigar Corp.	151
M. Menedez	5
S. L. Goldberg's Sons	37

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Packs
Waitt & Bond	64
Bernard Judea & Co.	214

Per S. S. Morro Castle. Arr. May 29.
Consignees:

New York—	Barrels
E. P. Cordero & Co.	24
Portocuba Corp.	15
J. Sutter Co.	63
M. Lopez & Co.	5
Breslin & Campbell	84
Alles, Fisher, Inc.	152
Greenhall Bros.	20

Per S. S. Morro Castle. Arr. May 29.
Consignees:

New York—	Bales
F. D. Grave & Son	70
D. Hovia	10
E. A. Kraussman	270
J. H. Goetze & Co.	100
L. Hussey Tobacco Co.	20
J. Bernheim & Son	195

Per S. S. Morro Castle. Arr. May 29.
Consignees:

New York—	Packs
P. Lorillard Co.	187
Garcia & Vega	14
J. Holzman	40
J. Bernheim & Son	651
J. Negeira	20
S. Ruppin, Inc.	178
Yocum Bros.	31
S. Rossin Sons	210
American Cigar Co.	182
Stern, Mendelsohn Co., Inc.	171
E. Rosenwald & Bros.	258
A. Wilson & Co.	38
Krauss & Co.	136
L. Hayden Tobacco Co.	75
Huquez & P. Capote	85
Hamburger Bros. & Co.	27
E. Ellinger	76
Hinsdale, Smith & Co.	90

FILLER TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Barrels
E. Ellinger & Co.	50
Greenhall Bros.	25
M. Lopez & Co.	22
Hinsdale, Smith & Co.	50

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Bales
S. Rossin & Son	96

STRIPPED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Barrels
M. Schwartz	122
B. Rosenbluth & Co.	25
Order	19

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Barrels
Welcher Bros.	5
E. Ellinger & Co.	113

FILLER TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Packs
General Cigar Co.	143
American Cigar Co.	51
J. H. Goetze & Co.	60

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Barrels
J. H. Goetze & Co.	31
M. Herzog	35
Greenhall Bros.	75
M. Lopez & Co.	50

STRIPPED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Packs
J. Bernheim & Son	273
Stern, Mendelsohn Co., Inc.	76

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Packs
Stern, Mendelsohn Co., Inc.	37

SCRAP TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Barrels
Sartorius & Co.	44
Hinsdale, Smith & Co.	10

SCRAP TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Packs
S. Rossin & Sons	5
M. Schwartz	16
B. Castillanos	10
Oppenheim & Co.	10

Per S. S. Matanzas. Arrived June 1.
Consignees:

New York—	Packs
G. M. Beyer	18

TOBACCO STEMS FROM CUBA.

Per S. S. Mexico. Arrived June 1.
Consignees:

New York—	Barrels
Hamburger Bros.	22

CIGARS FROM PORTO RICO.

Per S. S. Brazos. Arrived June 1.
Consignees:

New York—	Cases
United Cigar Stores Co.	32
Porto Rico-American Tob. Co.	125
E. A. Jacobs	10
Infanzon Rodriguez	34
Total	201

	Boxes
Habana Cigar Co.	2

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived June 1.
Consignees:

New York—	Barrels
Stern, Mendelsohn Co., Inc.	106
American Sumatra Tob. Co.	90
Total	196

Per S. S. Brazos. Arrived June 1.
Consignees:

New York—	Bales
Portocuba Corp.	15

Per S. S. Brazos. Arrived June 1.
Consignees:

New York—	Barrels
American Sumatra Tob. Co.	150
M. Lopez & Co.	69
E. Rosenwald & Bro.	300
Rosenstadt & Waller	150
J. B. Lichtenstein & Co.	63
Total	732

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EL DEMONSTRO and LA CARRIETA
The Maximum of Quality and Style
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AFFECIONADA
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BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

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"Each Cigar In Its Own Humidor"
Made ONLY by
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TOBACCO

ESTABLISHED 1886

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CASE MUST BE TRIED

Judge Stephens in Rochester Refused to Dismiss an Injunction Restraining Alleged "Substituters"

Sitting in Supreme Court, special term, in Rochester, N. Y., last week, Justice J. B. M. Stephens refused to dismiss an injunction granted to Jacobstein Brothers, Inc., against Burton Hermance, of Monroe avenue, to restrain him from advertising and selling cigars not manufactured by the plaintiff under a trade name. The case now must go to trial in equity term.

Jacobstein Brothers in the complaint allege that the cigars are made from imported and domestic tobaccos of selected quality and that the tobaccos are so perfectly blended in manufacturing that they have a distinctive quality and taste. The cigars are all hand-made and it is claimed that a uniform grade and quality of blending is acquired which cannot be acquired in a less carefully made cigar.

It is alleged by the plaintiffs that the defendant, Hermance, put cigars other than those manufactured by the plaintiff and which were of inferior quality in boxes bearing their trade name and sold them as their cigars, injuring the plaintiff's business. The plaintiff corporation therefore asks for an injunction restraining the defendant from continuing this practice.

Discrimination a Crime

In a decision enjoining certain deep sea steamship companies from refusing to handle merchandise barred by union labor, Justice Lewis L. Fawcett, New York Supreme Court, says:

"The representatives of the companies who decline to furnish service are violating the law, and the employers where strikes are threatened to compel them to violate the law are engaged in an illegal combination. The carriers have aided and encouraged the unions by seeking to evade their duties to handle plaintiff's goods without discrimination.

"While a man may enter any vocation he chooses, yet if he selects a field indissolubly linked with the rights of the public, such as a common carrier, he must subserve his own rights to that of the public welfare.

"The combination violates the United States Shipping Act and Section 5440 of the Revised Statutes. Under these statutes a refusal of the carriers to transport the plaintiff's merchandise is a crime, and the unions are engaged in an unlawful conspiracy when they induce, aid or abet the carriers in committing the same, and it is no excuse to the carriers that the employees threaten to strike."

Reports from Coblenz say as a result of the drop in the price of tobacco most of the tobacco planters in the valleys of the Meuse and the Waal decided to raise flax instead.

Sumatra Prices Are Higher Than They Were

Special cable to TOBACCO

Amsterdam, June 12.—At the inscription here yesterday, Sumatra prices again ascended, being higher than they were at the previous sale.

Running lots up to 1260 cents

The leading American buyers were:

H. Duys & Co., Inc., 1,529 bales.

Hugo Muller, 527 bales.

Consolidated Cigar Co., 426 bales.

American Cigar Co., 383 bales.

S. Rossin & Sons, 272 bales.

In all, Americans bought about 3,000 bales of the 1919 crop and 1,030 bales of old crops.

W. Crews Wooding

The new president of the Danville, Va, Tobacco Association, is a man well and favorably known on both sides of the Atlantic.

A LOSS TO J. G. GRAY

Petersburg Tobacco Warehouse Burns —A Stubborn Fire — Building and Contents Destroyed

PETERSBURG, Va., June 10.—Fire almost completely destroyed a warehouse belonging to J. G. Gray and burned a quantity of tobacco valued at $20,000. The loss amounted to $30,000, with only about $2,500 insurance on the building and stock.

The fire was one of the most stubborn encountered by local firefighters in several months, and the blaze was fought for more than three hours. Another warehouse belonging to Mr. Gray was threatened, but no damage was done. Several negro houses were also in danger for a while, but the firemen succeeded in keeping the flames confined to the tobacco warehouse.

Crippled Telegraph Service in Cuba

HAVANA, June 12.—Telegraphic service throughout Cuba is seriously hampered by the strike of government operators which began this morning, following a rejection of their demands for a salary increase of 100 per cent. President Menocal declared congress had failed to vote enough money to permit advancing salaries, and that the best he could do would be to guarantee them a minimum salary of $100 a month until the necessary legislation could be enacted.

Ohio's Cigar Output Increased

Cincinnati and the entire First Ohio Internal Revenue District is growing steadily in importance in cigar manufacturing. The figures of Collector McGrath for the month of May, 1920, show a total collection from cigars amounting to $128,930.99, an increase over the corresponding month last year of $39,806.21, or 45 per cent. Collections for the first five months of 1920 have amounted to $610,558.31, as against $370,122.94 for the same period last year, a clean gain of $240,435.37, or 65 per cent.

Despite the difficulty of securing competent labor in sufficient numbers to meet the existing demand for cigars of every classification, the output in Cincinnati seems to be steadily climbing with every indication of placing the district among the leading cigar producers of the country. There is a noticeable increase in the cigars under Class C, retailing from 8 cents to 15 cents each, while the cheaper goods under Class A showing a corresponding decline. The May output, compared with the corresponding month last year shows an increase of 3,003,900, or 20 per cent. The production for 11 months of the fiscal year ended May, 1920, shows an increase of 33,030,321, or 21 per cent, contrasted with the corresponding period of the last fiscal year, while the first five months of 1920 made a gain over the same period of 1919 amounting to 16,746,490, or 24 per cent.

Sumatra Sales Postponed

Special cable to TOBACCO

AMSTERDAM, June 10—Sumatra sales set for June 25 will be postponed until July 7 because of difficulties now encountered in discharging tobacco.

Yankee Sailors and American Cigarettes

Yarns About Borneo, Caraccas and Hongkong

By Logan E. Ruggles, U. S. Navy

Undeniably, tobacco is held in higher esteem now, because of what was learned during the great war. From commanding general down to the least conspicuous private, men at the front found it advantageous and desirable to have something to smoke or chew. A few cigars, a pack of cigarettes, a little sack of tobacco and a pipe, or just a bitten piece of plug, maybe, helped to make a "hellish situation" more endurable. What satisfaction and comfort can be derived from a bit of tobacco, only one who has been in battle can fully know. Whether he was a "doughboy," "shell-slinger," "leather-neck," aviator or something else, the man at the front counted it a hardship indeed to be deprived of tobacco. If the army became "addicted to the weed," the navy was equally quick to appreciate the virtues of the herb. Nearly all sailors use tobacco. In the trade attention again and again has been directed to the part our soldiers played in causing American tobacco products to be more frequently and eagerly demanded in Europe. Though less has been said about it, men of the U. S. navy have assisted often in making American tobacco and cigarettes better known in many parts of the world.

Long before our soldiers and sailors went forth to do battle in Europe, people of different races, color, and languages had acquired a liking for American cigarettes. How?

Well, here's one yarn that will help to explain. The story was told by J. P. Emmerling, one of the navy men who saw a great deal of service on the other side during the war. But he was an old-timer, previous to 1914, for he has been in the navy some fifteen years. During this time he has visited numerous ports and saw many strange people. For more than a hundred years ships of the American navy have been visiting new and unexplored islands and faraway countries. Therefore the men of the navy learn many things of interest to us all.

Emmerling tells of a visit to the Island of Borneo. While walking through the streets of a small village he suddenly became aware that he was being followed by a group of natives. They were chattering and jabbering, but he had no idea why they were "cruising after him." However, he found out so soon as he threw away the butt of his cigarette. He heard a scuffle behind him. Turning around he saw a sprawling mass of brown-skinned humanity having a battle royal over the coveted stub of an American cigarette. Presently he noticed a comely young Kayan woman free herself from the angry mob and stroll lazily to the door of a nearby hut. She seated herself comfortably in the doorway, and there she proceeded to enjoy the luxury of the much desired American smoke, while the remaining natives stood by, jabbering to themselves, and gazing at her through eyes filled with envy. Upon inquiring, Emmerling found that the village had been visited previously by an American man-o'-war, and the sailors had left a demand for cigarettes.

In some of the outlandish ports the natives soon learn to say: "Gimme make-e" or "gimme smoke-e." When visiting another port in Borneo, Emmerling found several well-known brands of American cigarettes and "the makings" on sale at a trading post.

The first time the writer had occasion to notice the fondness of natives of foreign lands for American smokes, occured some years ago when an American cruiser visited the quiet old port of Laguira, Venezuela. A party of ten men, of which I was a member, was given ten days' leave. We journeyed inland through great banana orchards, long stretches of palms and up the mountain side to the city of Caraccas. We entered the town by way of a street which led to the great market, where we saw large piles of tropical fruits and vegetables displayed upon the ground. These commodities were all sheltered from the torturing sun by roughly constructed sheds thatched with straw. Beneath these rude shelters we saw native women and men who announced in singsong fashion the prices and quality of their wares. Stopping before one of the stalls, which was attended by a young Venezuelan girl, we examined the fruits, native tobacco, dishes and earthenware she had for sale. She at once recognized us as Americans. And she surprised us by drawing somewhere from her scant attire a package of real American cigarette tobacco and a roll of native cigarette papers. (These papers were half as large as an American dollar bill.) And, while using her left hand to show us some articles she had for sale, she dexterously rolled with her right hand a large, brown, substantial looking cigarette in a manner that would put to shame a modern movie cowboy.

One of our lads could speak a bit of Spanish and he immediately asked her where she obtained the makin's. She explained that a friend of hers who lived in a sea port town, some time previously, had exchanged with an American sailor a Panama hat for two cartons of Bull Durham. Later, he delivered his prize haul to her to sell at vento ocho centavos (twenty-eight cents) a sack.

While the little business woman was conversing in a hap-hazard manner with our interpreter a native Indian came up and purchased tobacco from her which she measured out to him in his hat—a large Panama hat of the Mexican type. When filled, the "bonnet" reminded one of a large hatful of corn-silks. This hatful of tobacco set the Indian back dos centavos (two cents). He produced the required amount, but not until he had remonstrated with her loquaciously. Our man Friday gathered from the ravings of the Indian a word here and there and sandwiched them together, so coming to the conclusion that the Indian said that the merchants were robbing the working class. The girl behind the shelf—it was not a counter—seemed to take more interest in her cigarette than she did in the Indian's oration.

The little senorita informed our shipmate that she received seventeen cents per day for her work from the men who operated the fruit stands, and she hotly informed us that she was one of the highest paid sales ladies in Caraccas!

Personally, I have extricated myself from embarrassing positions a number of times by producing a "deck of makin's." Once, when the Big-4 was in Hong Kong, I entered what looked to me like a public dance hall, but it developed that the hall was a joss house or some sort of religious tabernacle. The Chinks were cavorting around swinging their arms and cutting all kinds of capers.

At the sight of an American intruding upon the privacy of their sacred gathering, they abandoned their holy stampede, which I had mistaken for some new-fangled shimmy dance. They gathered about me gesticulating, glaring and screeching in an unmistakably hostile manner. Seeing all chances of escape through the door were blocked, I began backing away from the crowd until I arrived at the end of the room. The tabernacle was built principally of bamboo and some sort of heavy paper. I brought up against the wall with such force that the paper gave way and I crashed through. To my surprise, I found myself in a garden of poppies lying flat on my back. Gaining my feet I quickly reached the cobblestone pavement of Ship Street, and I dashed madly onward until I reached the outstretched arms of a Sikh policeman. He escorted me to a convenient police station.

The official who came to investigate my strange case spoke no English to amount to anything, but after some lively gestures and tall explaining I found

(*Continued on page* 14)

Admiral Rodman Ashore in California

Two Navy Men Enjoying Themselves in Trinidad

The Dependable Pipe

Prospects of Procuring Potash in Nevada

Any Considerable Discovery Would Be of Benefit to Tobacco Growers—A "Laboratory of Nature" in Churchill County —Scientists Attach Importance to "Possibilities" Reported in the Vicinity of the Famous Salt Deposits at Diamond Springs—Engineers Estimate the Amount of Salt to Be from 100,000,000 to 600,000,000 Tons—The Constant Flow of Densely Saline Springs Causes an Area of More Than a Thousand Acres to Be Incrusted with Salt 99 Per Cent Pure.

Fertilizers largely are associated with success in tobacco culture. Of the fertilizers most approved by tobacco growers, potash is an important component. Before the great war, supplies of potash chiefly were obtained from Germany.

To obtain fertilizer containing the proper amount of potash, was made more difficult during the war. Nor is potash of the sort best suited for tobacco fertilizer either cheap or easily obtainable to-day. Consequently, to tobacco growers in this country, welcome indeed would be news concerning the discovery of extensive deposits of potash, somewhere in the United States.

Because of the wonderfully diversified mineralization of the land there, Churchill County, Nevada, has been called "the laboratory of nature." "Among the possibilities," or probabilities, if one may accept the opinions of scientists who have investigated, is the chance that Churchill County may supply the desired potash in immense quantities. J. F. Geisler, of 2 Harrison Street, New York, a noted analytical chemist, and otherwise qualified as an expert, a man often chosen by big concerns to make investigations, is one of those who are inclined to believe now, rather confidently, that Churchill County will be associated, importantly, with potash production. Geisler's opinion is based on investigations made in the region adjacent to the great salt deposits.

The immense salt deposits in Churchill County may be described as a queer freak of nature.

Gleaming like a jewel on the dry brown breast of the desert, flashing resplendent under the burning sun of Summer, a tract of land, about 1,260 acres, appears to have a covering of snow. The big, valuable and picturesque white patch on the arid plain indicates one of the largest deposits of rock salt on the American continent.

By different mining engineers the amount of salt in the deposit is variously estimated to be from 100,000,000 to 600,000,000 tons.

Coming up from the tertiary shales and sandstone sedimentaries underneath the deep deposit, a number of large springs, constantly flowing strong brine, cause the land in the vicinity to be incrusted with pure white salt, four or five inches deep each year. Ere evaporation commences, the density of the brine is from 26 to 32 degrees. Resulting from the flow of intensely salt water, exposed to the hot sun and fanned by the dry desert wind, the annual incrustation, on 1,100 acres, amounts to 200,000 tons. Analysis proves that the salt thus produced is 99 per cent pure. In his report on these salt deposits, A. E. Wiley, the geologist says: "Obtained thus cheaply by a natural process, this salt has purity beyond what could be obtained, on a competitive basis, by the use of refining machinery."

Reporting on the salt deposits, some years ago, Prof. G. F. Everett said: "It is the highest grade salt of its kind yet discovered. The character of the salt makes this natural product especially adapted to the curing of fish, meat and hides."

The Diamond Springs salt deposit is but a short distance from the old Overland trail. The white patch aforetime was a landmark serving to guide the hard riding messengers who made the "pony express" famous for speed and dependability. Near by are stumps of posts that once supported part of the first transcontinental telegraph line. Soon after "the talking wire" was stretched across the Nevada desert, the Piute Indians, distrustful of the silent, mysterious "conversation of white men," proceeded to chop down a number of telegraph poles. And the bleached "stubs," sticking up a foot or so above the wind swept sand, are evidences of former activities of hostile and superstitious Piutes. Other reminders of Indian wars, waged during "the fifties," are shattered stockades and ruined "forts" at Eastgate and Westgate. On the desert "everything endures that isn't melted by the sun or blown away by the wind."

In the desert to-day, the "Tin Lizzie" is replacing the patient burro. The Lincoln Highway runs where once was the dreary, toilsome path of those who crossed the plains in 1849, struggling to get to the California gold fields. C. W. Kinney, who obtained proprietary rights on the Diamond Springs salt deposits more than 40 years ago and still is the principal owner of the saline bonanza, is a Nevada pioneer. From the pine forests of Maine, he transplanted himself in the arid yet always wonderful desert, there to become a prospector and mining man, greatly distinguished for courage, good judgment and trustworthiness. Many years ago an adventurous Frenchman sought to solve transportation problems in Churchill County by utilizing a number of camels imported from Africa. Though the humped brutes proved to be somewhat serviceable on desert routes, the ungainly camels frightened so many horses and mules that rules were made requiring camel trains to operate only at night. Incidentally, the mule skinners, in describing the Frenchman's beasts, added many new and harsh epithets to Nevada's extensive collection of "cuss-words." But dependable motor trucks now do more work in a day than camel and mule formerly did in a week. And, to be in condition to transport large quantities of salt more quickly to distant markets, Kinney has procured a right of way and graded the route for a short railroad that is to run from the salt deposits 22 miles to Fallon, there to make connections with a transcontinental railway system. If, by having its hauling done on motor trucks, the Kinney enterprise can prosper by delivering salt F. O. B. at Fallon for $14 a ton, it can do business more profitably when the railway is completed.

And, should the potash developments in the vicinity of the salt deposits come up to present expectations, rather easily the way may be paved for important production.

However, as yet, a potash supply, procurable in Nevada, is defined as a reasonable hope rather than as an established certainty.

It may be said, too, that the discovery of oil, the success incident to sinking the first well, the rush to begin drilling in other sections of an area of 225,000 acres declared by geologists to have every indication of being rich in petroleum, has overshadowed, in Churchill County, the interest that ordinarily would appertain to the finding of potash in paying quantities.

What the Federal Trade Commission Did

WASHINGTON, June 15.—In its annual report for 1919, just made public, the Federal Trade Commission says: "At the request of the War Industries Board, the Commission ascertained the cost of producing those grades and brands of chewing and smoking tobacco and cigarettes that were purchased in large quantities by the War and Navy Departments. Reports were made during the latter half of the present fiscal year. These reports were needed by the War Department and Navy Department in adjusting prices and making settlements with the manufacturers. More than 20 brands of tobacco and cigarettes were covered.

Board of Trade Committees

For the Leaf Tobacco Board of Trade of the City of New York, President Joseph Mendelsohn announces the appointment of the following committees to serve during 1920-1921:

FINANCE.
Carl W. Wobbe, chairman, 158 Water street; John L. Fielding, Percival R. Lowe.

ARBITRATION.
Jos. F. Cullman, chairman, 161 Front street; Fred. Block, John H. Duys, Carl W. Wobbe, Chas. Fox.

LEGISLATIVE.
Chas. Fox, chairman, 166 Front street; Jos. F. Cullman, Benno Rosenwald, John H. Duys, Jerome Waller.

STATISTICS.
John L. Fielding, chairman, 127 Maiden Lane; Edwin I. Alexander, Henry Rothenberg.

CONFERENCE.
Jerome Waller, chairman, 162 Water street; Ernest Ellinger, Howard Friend.

BY-LAWS.
Fred Lederer, chairman, 131 Water street; John L. Fielding, Sig. Schluechterer.

REGULATIONS.
John H. Duys, chairman, 142 Water street; S. Ruppin, Henry Oppenheimer.

TRANSPORTTAION.
John H. Duys, chairman, 142 Water street; Chas. Fox, Fred Lederer.

MEMBERSHIP.
Chas. R. Goldsmith, chairman, 193 Front street; Jerome Waller, Percival R. Lowe.

INSURANCE.
Benno Rosenwald, chairman, 143 Water street; Colson E. Hamilton, Charles W. Duignan.

HOUSE.
Alfred R. Schmid, chairman, 138 Water street; Chas. Meissner, Carl W. Wobbe.

ENTERTAINMENT.
Alfred R. Schmid, chairman; Chas. Meissner, Fred Block.

Tobacco Freight Rate Hearing on July 20

WASHINGTON, June 16.—The Interstate Commerce Commission has announced that an oral argument will be held in this city on July 20 in Case No. 10,770 of the American Tobacco Co. against the Southern Pacific, et al.

In the "Laboratory of Nature"—Gathering Salt at Diamond Springs—Great Expectations of Potash Discoveries in the Vicinity

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JUNE 17, 1920.

SUBSTANTIAL ACHIEVEMENTS

Particularly representing, as it does, the oldest and most extensive division of the tobacco industry of this country, the Tobacco Association of the United States which meets to-day in the Hotel St. Charles at Atlantic City, N. J., is an organization that inspires pride and commands respect. Its history is a story of good work done, ungrudgingly, unhesitatingly, to put the tobacco business of the nation on a better footing. Ably led, wisely guided, advanced by enlightened self interest, the Association has gone ahead, steadily.

It succeeded, most speedily, usually, in accomplishing the things it attempted to do. True to its purpose, harmonious in its proceedings, strong in rendering assistance, determined to secure what was for the best interests of the trade, the Association has caused its achievements to be substantial rather than spectacular. It has not sought to advertise itself. Instead, it preferred to be conservative, asking only to be judged according to its work.

Having among its members, many of the more important and influential tobacco men in the United States the Association has strength that is more than numerical. It can be, it has been and is a power in the land. When it speaks there are many attentive listeners.

Never before was the Association stronger or in a better position than it is to-day. The present convention promises to exceed, in attendance and interest, any previous annual meeting of the Association.

THE POSITION OF THE PUBLIC

Everything that causes production to fall below normal adds to the high cost of living.

If production doesn't keep pace with demand, prices proceed to climb.

If distribution is impeded, retarded or suspended, what happens?

If traffic is interrupted, if shipments are long delayed, if transportation is made slower, more difficult and expensive, who will have "to pay the freight" eventually?

If disputes between rival organizations of 'longshoremen have developed into labor troubles sadly injurious to the commerce of America's greatest port, who will whistle back the business that is driven away?

Who is responsible for the losses? Who hopes to profit from the delay, confusion and strife on the New York water front?

T. V. O'Connor, president of the Longshoremen's Association, declared recently that "80 per cent. of the striking truckmen were in favor of calling the strike off." If O'Connor's statement is true, why does the trouble continue? Is the great majority of organized labor restricted, intimidated and coerced by a recalcitrant 20 per cent? Or is the boisterousness of striking truckmen a screen for the activities of certain companies that are trying to force up shipping rates?

Wherever the blame may lie, whoever the offenders may be, stern justice should be done.

The trouble on the piers of New York is more than a local scandal. The impositions, the delays, the hold-ups are unpardonable. The injury already done, in one way or another, affects all parts of the country. Failure to forward goods, destruction of perishable food, detention of supplies of all kinds may suit the purposes of the "labor transportation trust" but the public suffers.

THE PROBLEM OF PRICES

The problem of prices is acute, but it is not new. Every material change in the general level of commodity prices always has been accompanied by adjustments of production, distribution, the volume of labor employed, wages, credit, currency and even politics. When the problem shall be solved, either by Irving Fisher's "stabilized dollar" or otherwise, and there remain few, if any, adjustments to be made, we can guess that an economic millennium approaches.

Problems created by prices have occurred many, many times ever since the first medium of exchange was devised. No doubt it would be a delightfully simple method of solving the problem of prices to abolish all media of exchange. It would also be a delightfully easy conclusion to reach that the problems thus created would be infinitely harder to solve than those disposed of. But the immediate, concrete, acute problem in which are now interested is the one with which we are now struggling. What has caused the present high level of general prices? How long will those forces continue to operate? What factors would be likely to produce a change?

It is a common or garden variety of our business experience that in a freely competitive market an excessive production will reduce price and an excessive demand will advance price—as measured in an assumed stable unit of the medium of exchange. We do not need the fancy language of the economic text-books to understand that. As the medieval world had all of its thinking upset by Copernicus' discovery that the sun did not move around the earth, so of recent years we have been confounded and confused with the frequent assertion and the adduction of evidence that the medium of exchange is no more stable than is demand or supply of a particular commodity, and that in reality a dollar is not a dollar—that it is always something else than a dollar—and that you never know what that something else is. The dismal state of mind induced by these reflections might be palliated by the reminder that even Herbert Spencer was driven by the discovery that everything in the world is relative to the conclusion that there must be an absolute, else there would be nothing for the relative to be relative to. Howard S. Mott, Vice President of the Irving National Bank of New York.

EQUANIMITY OF SMOKERS

Did you ever sit down with a group of men, of an evening, after dinner, as one by one the pipes and cigars were lighted, and notice the peculiar feeling of quiet contentment and peace that seems to settle over the group as the blue-gray clouds float toward the ceiling? They don't say much, at first, but little by little the soothing effect of the tobacco begins to stimulate their brain cells to greater activity, and they begin to express their sentiments in a gruff, easy, natural manner. Honest men with pipes in their mouths have a great advantage in conversation over a similar group of non-smokers. In a company of smokers, you may stop talking as often as you will, but the silences and breaks in the conversation never seem disagreeable, being filled with the pleasant business of puffing the smoke. The discussion is resumed with awkwardness or any striving for effect. But in a group of non-smokers, the pauses that occur are frequently prolonged to the point of positive embarrassment, and difficult to break in a natural, unaffected manner. There seems to be a certain nervous impatience of manner.

This spirit of nervous tension contrasts strongly with the complacent, undisturbed equanimity of the smokers. The charm of the social pipe or the friendly cigar seems in some subtle way to harmonize the company, bringing them closer together upon a common ground of understanding. The pipe draws wisdom from the lips of the philosopher, and shuts up the mouth of the fool. There seems to be something about good tobacco that stimulates man's thought process, intensifying his power of concentration, and inducing the habit of clear and logical thinking, which in turn develops the faculty of originality. Mark Twain, Thackeray, Balzac, and many other master litterateurs have admitted that the pipe shared equally with the pen in producing the inspiration of their best works. The pipe has made a place for itself among men. May it never go out.—*Manco Record.*

AND TAXPAYERS WILL AGREE

Says Senator Smoot of Utah: "The administrative branches of the Government have undergone no fundamental change since the organization was devised by Alexander Hamilton.

"No other government in the world could have gone on as ours has done and paid the bills involved in our wasteful methods of administration. We have been able to do it because this country has had resources and wealth unparalleled. But the war has brought us at last to realize that these will not last always, and that we must begin to adopt efficient administrative methods.

"We need a complete survey of the whole situation de novo by a committee of men willing to recognize that it is a task of day and night for a year, and very likely two years. There must be no politics in it, but merely a determination to get results."

THE GREAT AMERICAN SMOKE

The Department of Agriculture is responsible for some rather startling estimates of the tobacco consumption of the American public. In 1790 some 29,000,000 pounds of tobacco were used in the United States and year after year the amount increased until for the last two years it averaged 914,000,000 pounds. Our consumption just before the Great War was eight times what it had been in the decade following the Civil War and it has increased enormously under the influence of war prosperity.

In the 'thirties and 'forties of last century, when English men of letters were so scandalized at our addiction to the weed, the average American used about 3.3 pounds of tobacco in the course of a year. Supposing that his wife and children did without their per capital share, we can perhaps allow him some sixteen pounds for his personal use. Immediately after the Civil War he was more abstemious for some reason, and had but two pounds to his credit, or, if he did the smoking for the whole of an average family of five, we may say ten pounds. But after 1874 the cloud of smoke grew denser once more as the years brought an increase of spendable national wealth. For the pre-war decade of 1905-1914 we must assign 6.4 pounds to every individual or thirty-two pounds to a family. Today the smoker has eight pounds in his own right and forty in the right of his family.—*The Independent.*

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FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

Danville Tobacco Association Makes Wise Decisions

At the Annual Meeting the Members Quickly Agreed on Rules and Regulations That Will Increase and Speed Up Tobacco Sales—Greater Warehouse Capacity—Improved Facilities for Receiving and Handling—Better Roads Will Be an Additional Advantage in Danville's Endeavor to Be the World's Biggest Bright Tobacco Market—The Report of E. G. Moseley, Acting President—A Summary of Business During the Past Season—The Present outlook—Illness Causes the Retirement of I. S. Bendall, Who Was Supervisor of Sales for 42 Years—W. Crews Wooding, of Dibrell Bros., a Tobacco Man Well and Favorably Known on Both Sides of the Atlantic, Is Elected President of the Association—Oliver Witcher Dudley, a Younger Member but Decidedly Popular and Capable, Is Made Vice President—Tribute Paid to the Late R. L. Dibrell.

DANVILLE, Va., June 12.—At the annual meeting of the Danville Tobacco Association held here Monday, were made rules intended to expedite, increase and safeguard tobacco sales. Also the association considered and enacted regulations designed to be helpful in the endeavor to make Danville the world's biggest bright tobacco market.

To the meeting was presented a summary of last season's business, and trade for the coming season was forecasted as accurately as circumstances would permit.

W. Crews Wooding, of the old established house of Dibrell Brothers, was elected president of the association. Oliver Witcher Dudley, Jr., was named vice president. The position of secretary and treasurer, also supervisor of sales, was passed over until a suitable successor to I. S. Bendall can be chosen. John Bustard, it is understood, will be named for the position. The resignation of I. S. Bendall, a Confederate veteran who, for forty-two years, has been supervisor of sales here, was necessitated by ill health. As this is written Mr. Bendall is critically ill. That his faithful service might be rewarded, he was retired on a pension. To him was paid a special tribute which was ordered inscribed in the minutes of the meeting.

The two newly elected officers are young men, some of the older members of the trade declared that recognition should be accorded to the younger generation. Mr. Wooding is well and widely known to tobacco men not only in this country but also in Europe, where he frequently goes on business.

It was decided to open the Danville market next season on September 20. This is later than usual, but the date conforms to prevailing crop conditions. Warehousemen sought to have an earlier opening, but other members of the trade urged that it was best to have the South Carolina season finished before the Virginia season opened, in order that a full corps of buyers might be here.

Prospects just now are not quite so good as they were last year, this being reflected in the report of E. G. Moseley, acting president of the association since the death of Robert Louis Dibrell. The foreign demand for tobacco is not as great now as it was this time last year. Most of the manufacturers abroad are largely stocked at the present time and restrictions on importation are general. Normal exports to Great Britain are not expected for some time. In Holland the receipts have so exceeded warehouse capacity that thousands of hogsheads of tobacco are stored on the docks awaiting disposition.

A similar condition exists in the Orient, the quantity delivered having exceeded capacity for handling. Shipping instructions in various instances have been cancelled until provisions can be made. The foreign exchange situation and chaotic financial conditions in Europe have militated against large buying in Europe.

Mr. Moseley's report showed that the consumption of cigarette tobacco in Japan has greatly increased; also in China there is a growing demand, yet the fact that both of these countries each year are enlarging their tobacco acreage foreshadows a gradual diminution in exports, perhaps.

The producers in this section are not promised the great financial yield obtainable during and immediately after the war. Says the report: "We are of the opinion that the demand for better grades of Old Belt tobacco will continue for years, but we are inclined to believe that the producers will not make so much money because of the greatly increased cost of production. The scarcity of farm labor and the great increases paid for labor conspire to make the cost of production fully fifty per cent higher than in former years.

"The construction companies have bid so highly for labor that the cities and towns have been magnets for laborers and the land has been denuded by proffers of high wages and through the activity of labor agents. Those who remain are asking high prices for their work so that unless prices during the coming season are well maintained the season will be a lean one for the producers."

Mr. Moseley in making a forecast of crop conditions could say little as the season for planting is from ten days to two weeks late. The shortage in labor virtually assures a slightly smaller acreage than last season.

All of the local warehouses are increasing their floor space so that by the beginning of the next season the market's capacity will be increased by one-third, the factories and rehandling plants also have increased their capacity. These steps were prompted by the costly lesson taught the market last season when at the height of a glut the local facilities

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were found to be too small and hundreds of farmers took their tobacco elsewhere to market.

The development of good roads in this section in recent months has been little short of phenomenal and it is already assured that the farmers will find ingress to Danville more easy in wet weather than it ever was before. Realizing what the city owes to the rural community, the people of Danville subscribed over a quarter of a million dollars to be spent in improving roads leading to the city. Last Tuesday the citizens voted a bond issue for $300,000 which will be spent in smooth-paving the main arteries of travel.

Statistics presented at the annual meeting of the tobacco men showed that during the last seven months' season, 108,000,000 pounds of tobacco were handled on the local market, this including what was sold here and what was sent here to be re-ordered. At present 4,097 hogsheads of tobacco are in storage here.

Loose leaf sales are shown by the following figures:

1918 Crop. 45,547,953 pounds sold for $15,546,443.74, average $34.15.

1919 Crop. 30,194,757 pounds sold for $16,726,715.28, average $55.40.

1919. Decrease, 15,353,196 pounds; increase, $1,180,271.54 price; increase of average, $21.27.

Steps taken to expedite sales of tobacco next season, pians which have been accepted by the trade, include a sales rate of 260 piles an hour to be rigidly adhered to, that no pile weighing less than 25 pounds shall be offered for sale during the rush weeks of the market; that tobacco bought and taken in on the sale cannot be offered but twice that day in the same warehouse.

Before the close of the meeting which was notably harmonious, a special tribute was paid to the memory of late R. L. Dibrell, pioneer tobacco dealer in Danville, the man whose efforts in the early days of the market did so much to win for the city the fame that Danville now enjoys. GERARD TETLEY.

The President's Report

As Chairman of the Executive Committee of our Association, I was requested only two days ago by Vice-President Penn to write the Annual report of the President. Mr. Penn was called out of the city a few days ago and requested me as next ranking officer to submit this annual report. It will be recalled during the month of December, 1919, Mr. R. L. Dibrell, who had so ably filled the position of president of our Association from September, 1918, to the date of his death, was taken from us. This was the first time in the history of our Association that it has been called upon to lament the death of a president, who as a member was worthy of the confidence reposed in him as a leader among us. Truly, indeed, may it be said of R. Louis Dibrell, he was a real asset not only to this Association, but every interest of the community had in him one who stood for all that was good. He was a leader among men. Much of the prominence attained unto by the Danville tobacco market is due to the energy and intelligence of our departed president, whose passing from us we lament. The duties of the president, upon the death of our lamented president, fell upon Mr. J. Pemberton Penn, the Vice-President of our Association, who has discharged same faithfully.

In taking a retrospect of the eventful seven months in which the members of our Association were forced to sell and buy over thirty million pounds of leaf tobacco, which six years ago required ten months to handle, we find that all records were broken, and it has been clearly demonstrated that the warehousemen and buyers are equipped for any emergency; that the strenuous lives led by those engaged in the tobacco business during the seven months was a severe tax upon their physical, mental and financial ability.

To think of handling a business in so short a period amounting to more than thirty million of pounds, costing more than sixteen millions and a half of dollars, with so little damage to the stock and with as few errors made, is a remarkable record. Few indeed were the dissatisfied producers who sold their tobacco on the Danville market during the past season. The accommodations accorded them amidst such a rush was all that could have been expected. The prices obtained for all grades and colors of tobacco sold was greater than ever known on this world-famed market. An average of $55.40 per hundred pounds for all grades, including scrap tobacco, was realized; this went "over the top" of any previous record of prices obtained on this great market. Never before have the producers and shippers who sold on the Danville market been so liberally remunerated for their offering of tobacco. To revert to the fact that this vast amount of business was transacted by so large a number of men with conflicting interest, without the least friction, is pleasing indeed, and commendable in any tradesmen.

The banking houses of our city are to be commended for their ability, as well as their liberality, in providing the necessary money to pay the sellers for amount of their sales upon the immediate presentation of checks for same.

We venture to say it would have been a physical impossibility to have handled the amount of tobacco within seven months' time, had not the Basket system been in vogue. The wonder is that this method of handling loose tobacco offered was not adopted many years ago. The committee in charge of this department are to be congratulated upon the very efficient manner in which they discharged their duty. Much credit is due Mr. John Bustard, the superintendent of this department, for meeting the constant demand made upon his time and energy to keep the supply equal to the great demand for baskets.

(*Continued on page* 10)

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We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

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We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

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Established 1818 Incorporated 1914

Manufacturers of

PLUG, TWIST,
CUT PLUG,
BIRD'S EYE

FOR

EXPORT

ALSO

CIGARETTES FOR EXPORT

A large variety of brands
also
Trumps Cigarettes

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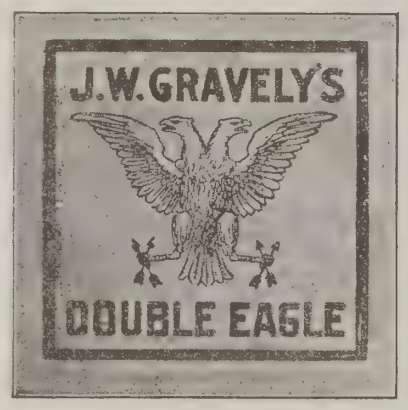
WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

Storage Capacity 5,000 Hogsheads

REASONABLE RATES



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A B C, 5th Edition
Arnolds & West. Union Codes

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Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

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Corner Wall and Water

30 PACKING FACTORIES

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CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

The Danville Report

(*Continued from page 9*)

The most liberal buyers on the Danville market were the five great companies who have established great plants in our city of tremendous capacity, which were used to the limit, many of them running night and day during the seven months' period to take care of purchases made the previous day. A large number of independent buyers bought very largely of the 1919 crop. The early purchases made were disposed of readily at satisfactory profits, but owing to foreign exchange conditions the demand later in the season was greatly reduced and their profits correspondingly so. This was the prime factor in bringing about the decline in prices at the close of the tobacco year. It can be truthfully said the producers who sold early in the season were the of the 1919 crop. They are to be congratulated upon reaping their deserved ones who derived the greatest profit out reward.

The amount of tobacco held by dealers in Danville for sale, including scrap tobacco, as per statement from each firm, aggregates 4,673 hogsheads or five million pounds. This quantity is made up of all grades, the medium and lower grades predominating, the better grades found a ready sale early in the year and the quantity remaining unsold is small indeed. The quantity of the other grades held by the dealers for sale is not as large as usual at this season of the year.

The five large tobacco companies doing business here have large storage warehouses in which they have stored large quantities of tobacco in hogsheads. In the two public storage warehouses in Danville there are stored 14,151 hogsheads., The greater part of this tobacco is held for the account of out of town firms in this and foreign countries. In private storage warehouses and factories there are held 4,097 hogsheads. In addition to the more than thirty million pounds handled by the trade, of stock bought in Danville, the deliveries of the railway companies show that 78 thousand hogsheads, or 78 millions of pounds was rehandled in Danville from May, 1919, to May, 1920. Making the grand total of 108 million pounds, re-ordered and packed by the firms composing the Danville Tobacco Association, in their respective plants here during the past season.

The foreign demand for tobacco is not nearly so great as it was this time last year. Most of the manufacturers abroad are largely stocked at present, indeed so great has been the congestion in England that the British Government had to restrict the importation to a very limited quantity, until prevailing conditions become more nearly normal. In Holland the receipts have so much exceeded the capacity to store that thousands of hogsheads are stored on the docks, awaiting disposition. In the Orient the quantity delivered has exceeded their capacity to handle, and shipping instructions have been cancelled until provisions can be made to care for same. The item of foreign exchange is greatly against their buying more than their trade demands. The consumption of cigarette grades of tobacco have greatly increased in Japan and China during the past few years, at the same time the area for the culture of such tobacco has greatly increased.

We are of the opinion that the demand for the better grades of Old Belt Virginia Cigarette tobacco will continue for years to come, but we are inclined to the belief that on account of the greatly increased cost of production, the producers will not make as much money out of the 1920 crop as was their good fortune the past year. The scarcity of labor and the great increase in wages conspire to make the cost of production at least fifty per cent higher than former years. To keep the farmers producing the needful quantity of tobacco without an actual loss to them demands the continuation of good values for their product.

The 1920 crop was planted at a higher cost for labor than that in former years. The unequaled demand for farm labor by the construction companies throughout the country caused many to leave country places to accept the extraordinary high wage offered them. Those who remain on the farm are demanding and receiving greatly increased pay, so, unless prices are fairly well maintained the tobacco crop will be anything other than a remuneration one to the producers.

It is too early to make a prediction regarding the 1920 crop. The season for planting was about ten days late, the weather being cooler than usual for the month of May, and the dampness necessary for successful planting was lacking, but early in June the season became more favorable. On account of the scarcity of labor we do not think that the acreage planted has been increased over that of last year. The outcome of the planting cannot be otherwise than guessed at this early in the season, there being so many contingencies to reckon with before the harvesting season. A decrease in acreage would be greatly to the advantage of the producer.

Nearly all of the warehouses in Danville have greatly increased the capacity of their sales floors, thousands of feet have been added to former large floor space. No expense has been spared in providing comfort and good space for their patrons. It is estimated that provision has been or will be made for the proper handling of a third more tobacco than could be cared for during the past season. Many of the rehandling plants of the buyers have been greatly enlarged; one new mammoth plant erected by Liggett Myers Co. New and improved machinery has been installed in many of the plants. The buyers in Danville were never so well equipped to handle a crop of tobacco as they are at this time. Such a thing as overtaxing the handling capacity of the Danville plants seems now an impossibility.

Violence would be done to the time-honored custom of our lamented president if this report was closed without some reference to good roads. He was a pioneer and continuous advocate of this important factor in the upbuilding of the trade of our city. He spent a great deal of his time and freely of his private means to secure due consideration of this necessity. The fruitage of his intelligent and zealous endeavors are to be seen in increased interest and endeavors along this line.

The highways leading to Danville have been or are being put in better condition than was ever known in this section. Members of this Association have contributed liberally of their means to secure to the farmers the very best possible facilities for the delivery of their crops to this market. The spirit of cooperation should be maintained, as it will mean much to the future growth of every interest of our city.

For thirty-seven years and three months, Mr. I. S. Bendall has been the faithful and efficient Supervisor of Sales and Secretary and Treasurer of our Association. A more faithful, competent and zealous gentleman could not have been found in all of these years to have discharged the numerous and responsible duties than was found in this employee of our trade. It will be a source of profound regret to every member of the Danville Tobacco Association to learn that on account of enfeebled health this officer, of his own accord, with this year lays down the work. His reward for faithfulness has not been found in the acquisition of great riches, but that to be chosen above this, "A Good Name." He has filled the position with honor to himself and great satisfaction to those he served.

Below will be found the comparative statistics of two years, showing the amount of leaf tobacco sold on the Danville market:

Crop.	Pounds.	Sold for	Average.
1918	45,547,953	$15,546,443.74	$34.13
1919	30,194,757	16,726,715.28	55.40
1919 Decrease, Lbs.		Increase Price.	Inc. Av.
15,353,196		$1,180,271.54	$21.27

(*Continued on page 38*)

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

Bulk of Samsun Tobacco Comes to New York

Relative to tobacco production in the Samsun district of Asia Minor, E. G. Mears, American Trade Commissioner at Constantinople says:

"Tobacco is the most important article of export from Turkey to the United States. As a result of territorial losses resulting from the Balkan wars, the two leading producing areas in Turkey are now Smyrna and Samsun. While the Smyrna district has a large production, the characteristic grade grown there is inferior to the Samsun product, a close rival to Xanthi tobacco.

"Three American firms have branch offices at Samsun, where they make their purchases from peasants, or sometimes from local merchants, and also have their own manipulating rooms. A strong preference exists for direct shipment from Samsun to the United States, especially marked now because of the congestion and heavy transit costs at Constantinople. The prevailing rate is $45 to $55 per ton, Samsun-New York.

"The following data on the tobacco cultivation and exports of the Samsun district was prepared by the Société de la Régie Cointeressee des Tabacs de l'Empire Ottoman:

"From 1913 to 1919 the number of tobacco cultivators in the Samsun district decreased from 30,751 to 9,414, or 70 per cent, the area planted from 149,191 to 56,030 deunums (1 acre=4.4 deunums), or 63 per cent, and the production registered from 13,247,253 to 4,273,000 kilos, or 68 per cent. (Kilo=2.2 pounds.) The Régie estimates that the final returns will show an increase of 10 per cent over the 1919 figures now available. The information with respect to the kilos registered is based on estimates made in connection with the permits granted for cultivation.

"The following table gives detailed figures as to the number of cultivators, area cultivated, and the production of tobacco in the various localities of the Samsun district during the years 1913, 1915, and 1919:

	1913.			1915.			1919.		
Localities.	Cultivators. Number.	Area. Deunums.	Production. Kilos registered.	Cultivators. Number.	Area. Deunums.	Production. Kilos registered.	Cultivators. Number.	Area. Deunums.	Production. Kilos registered.
Samsun (city)...	6,172	34,264	2,613,279	5,112	21,125	1,523,970	3,000	12,000	1,050,000
Tsarchamba	2,447	9,664	894,005	1,259	3,960	237,495	400	2,000	150,000
Kavak	122	328	34,625	52	93	9,660	.....	.....	.....
Amassia	7	43	2,929	.....	.....	.....	10	25	2,000
Hadjikeuy	293	1,085	85,645	72	270	20,730	300	1,300	90,000
Khavza	159	517	61,034	37	88	7,100	40	25	5,000
Ladik	3	9	455	.....	.....	.....	.....	.....	.....
Madjideuzu	10	42	1,411	.....	.....	.....	.....	.....	.....
Merzifoun	33	125	7,287	6	20	1,550	10	75	5,500
Vizis Kupru	94	255	31,558	9	10	645	4	5	500
Alatsam	2,311	9,589	829,500	1,694	4,866	343,100	1,000	4,200	300,000
Baffra	7,152	41,877	3,796,112	4,896	19,629	1,548,295	1,500	13,000	1,300,000
Erbao	4,009	19,499	1,933,420	759	4,388	394,320	1,500	10,000	820,000
Kardhissar	8	35	720	10	27	1,035	.....	.....	.....
Endress	260	706	29,650	.....	.....	.....	.....	.....	.....
Messoudie	5	15	710	.....	.....	.....	.....	.....	.....
Sinope	1,453	3,065	282,575	331	876	76,130	400	2,500	150,000
Guerze	518	1,548	115,965	117	521	37,415	.....	.....	.....
Ayandik	399	252	16,325	237	183	11,190	.....	.....	.....
Boyabad	45	69	1,515	48	60	1,305	.....	.....	.....
Yeni Khan	3	19	750	.....	.....	.....	.....	.....	.....
Gurun	5	10	240	.....	.....	.....	.....	.....	.....
Char Kichla	36	47	1,374	8	14	985	.....	.....	.....
Tokat	2,119	13,240	1,083,730	401	2,558	165,840	500	3,800	150,000
Nixar	1,843	7,258	826,130	281	935	67,090	400	2,600	120,000
Zele	1,139	5,456	581,240	99	599	40,585	350	4,500	130,000
Unia	11	46	4,470	.....	.....	.....	.....	.....	.....
Therme	44	74	7,320	.....	.....	.....	.....	.....	.....
Fatza	51	54	3,079	7	9	465	.....	.....	.....
Total 30,751		149,191	13,247,253	15,435	60,231	4,488,905	9,414	56,030	4,273,000

The figures given below indicate that the chief point of destination is New York, which took 3,389,248 kilos in 1913, or 33 per cent of the total exports, and 2,142,345 kilos in 1914, or 47 per cent of the total exports. As far as the ultimate markets are concerned, this does not truly represent the situation, as, because of the regular Austrian Lloyd service before the war, Trieste appears as the second port of importance. Actually, a large share of this tobacco was transshipped at Trieste, bound for New York.

	1913		1914	
Ports of destination.	Bales.	Net kilos.	Bales.	Net kilos.
New York	66,499	3,389,248	41,712	2,142,345
Fiume	17,192	948,091	6,015	245,485
Constantinople	18	910	.....	.....
Trieste	36,662	2,125,762	15,879	878,029
Venice	11,371	565,626	169	12,482
Bologne	2,468	127,570	.....	.....
Rome	6,119	298,443	.....	.....
Yacobstade	350	16,081	.....	.....
Naples	7,602	404,808	.....	.....

(*Continued on page* 36)

Cameron Tobacco Company

Richmond, Virginia

Manufacturers of

High Class Smoking Mixtures

"OUR LEADERS"

Eutopia--Jefferson--Kiltie Mixtures

PRIVATE BRANDS

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable: Austin, Greeneville Codes { Arnolds No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

FRIES & FRIES

Manufacturers of F. & F.

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NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

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Samples Sent on Approval

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Cable Address: "Bucky," Louisville. Code: Arnold's No. 5 and 15.
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Cable Address: "Lowbell" Established 1865

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Warehousing Inspecting Coopering Sampling

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OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American) }

DIRECT IMPORTERS OF TURKISH TOBACCO

1605-1607 Sansom Street PHILADELPHIA, PA.

Kentucky Tobacco Markets

LOUISVILLE, June 11.—In its weekly report the Tobacco Board of Trade presents figures as follows:

Tobacco Sales for the Week and Year to June 11, 1920.

Warehouses.	Week. Auction Sales	Week. Private Sales	Week. Total for Week	Year. Jan. 1st to Date
Turner	..	..	..	2,738
Kentucky	78	2	80	7,590
Main Street	35	1	36	5,086
Planters-Farmers	50	2	52	6,116
Tenth Street	12	1	13	4,613
Louisville	32	..	32	5,605
	207	6	213	31,748

Year 1919	217	34,668
Year 1918	491	43,946
Year 1917	157	34,474

Classifications of This Week's Sales.

	Old Crops.	1919 Crop.	Total.
Burley	103	87	190
Dark	7	16	23
	110	103	213

Classifications of Sales Jan. 1 to Date.

	Old Crops.	1919 Crop.	Total.
Burley	6,056	24,290	30,346
Dark	275	1,127	1,402
	6,331	25,417	31,748

Classification of Sales to Same Date in

	1919.	1918.	1917.
Burley	31,356	40,706	31,540
Dark	3,312	3,240	2,934
	34,668	43,946	34,474

Liverpool Monthly Tobacco Report

	VIRGINIA Leaf.	VIRGINIA Stripa.	WESTERN. Leaf.	WESTERN. Stripa.	NYASALAND.*	OTHER SORTS.		Hds. & Tcs.
STOCK, 30th April, 1920	58,990	34,799	13,902	16,831	873	1,127	=	125,922
IMPORTED in May	2,884	2,283	58	928	—	—	=	6,153
	61,274	37,082	13,960	17,759	873	1,127	=	132,075
DELIVERED in ditto	2,071	1,134	681	853	2	37	=	4,778
STOCK, 31st May, 1920	**59,203**	**35,948**	**13,279**	**16,906**	**871**	**1,090**	=	**127,297**

* There is also a stock of 2,304 Bales Nyasaland.

Against 1919	27,650	28,669	10,069	12,073	2,050	=	80,511
Ditto 1918	22,052	18,094	1,817	696	1,290	=	43,949
Ditto 1917	75,963	23,649	10,837	4,455	1,990	=	116,894
DELIVERIES—							
From 1st Jan. to 31st May, 1920	12,370	6,171	3,240	5,280	126	=	27,187
1919	22,274	10,597	3,541	4,997	72	=	41,481
1918	25,243	4,757	3,952	2,432	434	=	36,818
1917	28,453	3,795	4,976	3,536	272	=	41,032
EXPORTED in May, 1920	93	—	32	2	30	=	157

Of which to Antwerp, 86; Newport News, 50; Channel Islands, 12; Rotterdam, 7; Isle of Man, 1; Africa, 1.

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM

UNMANUFACTURED *Tobacco delivered, dry weight in lbs* REMAINING IN BOND.

	Month ended 30th April. 1920.	1919.	1918.	Four Months ended 30th April. 1920.	1919.	1918.	30th April.
* Home Consumption	11,624,227	13,411,654	10,948,545	51,264,973	50,985,031	43,700,240	1920... 324,850,000
* Export	890,120	507,629	19,766	3,696,565	779,936	202,164	1919... 182,531,000
							1918... 104,833,000
Total	12,514,347	13,919,283	10,968,311	54,961,538	51,764,967	43,902,404	1917... 231,620,000
							1916... 252,126,000

*These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy.

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS.

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS.
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,159,326
1916	128,690,290	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB.

STRIPS.	1920.	1919.
WESTERN—		
Filler	18 @ 21	18 @ 19
Medium	22 „ 24	19½ „ 21
Very middling to middling	25 „ 26	22½ „ 23
Good to fine	27 „ 30	24 „ 27
BURLEY	21 „ 30	22 „ 30
VIRGINIA DARK—		
Filler	24 @ 30	21 @ 23
Medium	31 „ 33	24 „ 25
Good to fine	34 „ 36	26 „ 28
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	22 @ 33	24 @ 29
Medium Bright	34 „ 47	30 „ 36
Good to fine	48 „ 70	37 „ 45
NYASALAND—		
Semi-dark to Semi-bright	—@24@—	Nominal.
Medium Bright	Nominal.	
Good to fine	„	

LEAF.	1920.	1919.
WESTERN—		
Filler	12 @ 15	15 @ 16
Medium	16 „ 18	16½ „ 18
Very middling to middling	19 „ 21	19 „ 20
Good to fine	22 „ 24	21 „ 22
BURLEY	18 „ 27	18 „ 26
VIRGINIA DARK—		
Filler	18 @ 24	16 @ 18
Medium	25 „ 27	18½ „ 20
Good to fine	28 „ 30	21 „ 22
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	20 @ 28	20 @ 25
Medium Bright	29 „ 43	26 „ 32
Good to fine	44 „ 63	33 „ 39
NYASALAND—		
Semi-dark to Semi-bright	—@24@30	Nominal.
Medium Bright	31 „ 34 „ 38	„
Good to fine	39 „ 48 „ —	„

During May this Market showed rather more animation, especially in Dark Western Tobacco of the better grades, sales of both Leaf and Strips of these classes being effected at prices somewhat in buyers' favor as against those previously quoted, and the figures asked for Fillers showed a reduction, although little actual business was transacted in this grade. Burleys and Nyasaland Leaf sold in a limited way at about previous quotations. Bright and Semi-bright Virginia and Carolina Tobacco, however, continued to be neglected by buyers, although this year's planting is late and will be less than originally contemplated owing to adverse weather, especially in the South.

EDWARDS, GOODWIN & CO.

DON'T HIDE YOUR WEEK-END TINS

IT amounts to *Buried Treasure* when you dealers don't display your Week-End Tins of Natural Cigarettes.

You'd be surprised at the brisk sales that attend a conspicuous showing of these handsome tins---tins that sell at a handsome profit to you. Why bury them in the case or on the shelves, when they'll sell themselves in great shape if you'll only set them out where people can see them?

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE

Schinasi Brothers, Inc., 1790 Broadway, New York City

Henderson Tobacco Company

HETOCO TRADE MARK

DEALERS IN LEAF TOBACCO

Correspondence Solicited.
Samples on Application.

LEXINGTON, KY.

Cable address: "Phelon"

J. S. PHELON & CO.

Leaf Tobacco Brokers

Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Owensboro, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition

J. W. RUDOLPH & BRO.

Brokers and Exporters Fired and Air Cured Tobacco

MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.

Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

B. O. BURR & CO.

LEAF TOBACCO DEALERS

All Grades one sucker Tobacco

Samples Submitted. *Correspondence Solicited.*

BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.
Louisville Ky., U. S. A.

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

No. 15 CORK TIP

FIFTH AVENUE

EGYPTIAN CIGARETTES

I. B. K. NEW YORK.

FIFTH AVENUE

A Union Made Cigarette of Quality.

Mouthpiece Plain or Cork.

EST. of I. B. KRINSKY

135 Grand Street
NEW YORK

Samples Submitted to Jobbers.

LOUISVILLE OFFICIAL QUOTATIONS. 1919 CROP

	Burley. Dark Red.	Burley. Bright Red.	Burley. Colory.	Dark. Manufacing.
Trash (green or mix.)	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 to 10	10 to 12	12 to 15	7 to 8
Common Lugs	10 to 13	12 to 15	15 to 18	7½ to 8
Medium Lugs	14 to 18	15 to 18	20 to 25	8 to 9½
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Common Leaf (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common Leaf	15 to 18	20 to 22	24 to 28	9½ to 12½
Medium Leaf	22 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1c to 3c lower.

HELM GLOVER, Secretary.

Quite a Deal in New Orleans

Another deal involving nearly a hundred thousand dollars gives the General Cigar Stores its second foothold in New Orleans.

The property obtained is the Vatter building at Carondelet and Poydras, in the Baronne and Perdido street block. It includes four stores on Carondelet and two on Poydras. The lease is for ten years, and the terms $800 a month.

The national chain of stores will have control of the entire building, and will make extensive repairs, then sub-leasing part of the store space, and the offices above. The company intends to secure other New Orleans corners, and will soon make its debut here on an elaborate scale, it is said. The company confines itself to cigars, and handles only the higher class brands.—*Times-Picayune.*

Haynie's Big Business

W. W. Haynie, of St. Louis, who does the buying for the cigar departments of various large drug companies and wholesale grocery concerns in the Southwest, is operating so extensively that he is said to be one of the largest cigar buyers in the country. Among the brands that Haynie handles are Paramount, Flor de Haynie, La Garnita, Haynie's Special, New York Hand Made, Decision, King's Trail, Garcia Delight, Selector, Playfair, San Juan Perfecto Sublimes, Smith's Broadway Grande, American Hand Made, Daylight, Como, Safety First, Montello, Havana Race, La Norma, F. Garcia & Bros., J. M. Martinez & Co., Robert Peal, Champagne, Boston Grande, Norma Martinez, Sunshine, Rigoletto, Havana Race, Boveda and Scotch Lassie.

Of some of the brands named, of course, the shapes and sizes are various. They retail all the way from 5 cents up to 50 cents each.

Sailors and Cigarettes

(*Continued from page* 4)

that I was getting more deeply in the mire. So I resolved to "pipe down" and give him a chance. However, I made it plain that I was innocent of intentional wrong and that it was my future desire to fight shy of Chinese tabernacles.

The judge, or whatever a Chinese investigator is called, seemed to be in deep study as I hauled forth a sack of makings and proceeded to "roll one of my own." As I smoked he seemed to lose all interest in the case. His eyes were fixed longingly upon the tobacco and papers in my little blouse pocket. It dawned upon me that this was a possible avenue of escape, so I passed the smokes over to him. Unable to roll them, he requested that I officiate. I readily complied with his request, and after he had taken a puff or two he gazed admiringly at the package as if he would say: "I'll square you for the pack."

Fortunately I had another package in my sock (that's where all good sailors carry their "sea stores") and I passed the makin's to him with a shove of my hand. But I was not through; the angry mob was waiting at the door to learn the verdict. So I sat down with John Chino and proceeded to teach him to "roll his own." This procedure took some time. Before instructions were completed the crowd of spectators had scattered.

A little "Bull" now and then is relished by the best of men.

And it's "a pipe" for a sailor to praise tobacco.

For smuggling in a car load of tobacco from Holland a wholesale merchant was arrested recently at Mannheim, Germany.

EXCLUSIVE PROCESS
UNION MADE
PATTERSON BROS. TOBACCO CO. TR.
RICHMOND VIRGINIA

V. H. Dowlen & Co.

Leaf Tobacco Brokers
Dealers and Exporters

Home Office

SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee
Fired and Burley Leaf
Wrappers, Spinners, Fillers
and
Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY
ESTAB'D 1907
LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS

THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.

Phone Morningside 6204

GROSVENOR NICHOLAS & CO.
INCORPORATED
DIRECT IMPORTERS OF HAVANA CIGARS
60 Broad St., New York
Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.
Price list upon application

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

PARK & TILFORD
are the
LARGEST IMPORTERS
of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Cigar Trade Stars Twinkle in the Twin Cities

It's a Pleasure to Call on Up-to-Date Dealers in Minneapolis and St. Paul—Real Merchants Who Are Always Doing Something Sensible to Build Up Bigger and Better Business—Despite Conditions Elsewhere Optimists Are Numerous in the Marts of the Northwest—Storekeepers That Attach Proper Importance to Window Displays—High Lights That Focus Attention on the Bright Side of Life.

TWIN CITIES, June 11.—"Yes sir—to be sure, one can say something good, always, concerning cigar trade in Minneapolis and St. Paul. It's a real pleasure to report what good fellows many of the dealers and salesmen are. And for the most part, business is flourishing, things are better in fact than one would expect, considering conditions elsewhere."

The Muriel 10-cent size has gone up to the 11-cent class and the new list price is $78.

Mr. Gay, from the New York office of Liggett and Myers Tobacco Co., is here over-looking the Spur cigarette campaign which is now on. Mr. Hunt, new to this market, has charge of the local sales for Spur cigarettes.

Jim Preston, selling Rey Oma cigars with George Watson of Sig. C. Meyer & Co., Philadelphia, called on their distributors a few days ago. The prices of several sizes of the Rey Oma brand have been advanced.

Louis Nathanson Co. shows Wm. the Fourth, made by Gares Bros., of New York.

Jimmy Handler of Garcia Grande fame is here again. He is busy calling on dealers and putting up neat Garcia Grande window cigars.

The Louis Nathanson stores now show the Gato brand in the 2 for 25, 15 and 20 cent sizes.

Ed Ganyon, a cigar broker from Chicago, made the rounds. He carries Salome, San Alto and La Sirena brands. He booked several opening orders.

Wm. Best, Jr., of the General Cigar Co., Inc., paid a flying trip to the jobbing houses that handle brands of the General Cigar Co. in Twin Cities.

Louis Goldstein, the "Red Dot" factory representative, has left for Sioux City, Iowa, on a selling campaign.

C. E. Isett, popular Falk Tobacco Co. sales agent, has returned to his Minneapolis headquarters after a long road trip. Charlie sure has the Herbert Tarreyton cigarettes selling fast in this market.

Pall Mall rounds will shortly be introduced here. They retail 50 cents the package of 20.

Harry L. Harris, of Harris & Son Cigar Co., New York, spent the week here introducing the new tin packings of the Romeo-Garcia brand.

A new United Retail store has been opened at 3rd and Marquette avenue. A large United Premium Parlor has also opened on 3rd street.

Dave Andrews has been engaged to represent the new St. Paul and Minneapolis jobbing house of the D. C. Glasser Tobacco Co.

A new scale of prices went into effect June 1 at all the local cigar factories. The cigar makers were granted a $2 raise on class B goods and $3 on class C.

Mr. Byrnes, representing the Jacksonville, Fla., factory of Gonzales & Sanchez, was a recent visitor.

"Murad" Stewart has returned to Minneapolis after a trip that took in Dakota territory.

Local United Stores have joined the Minneapolis Cigar Dealers' Association.

Neat ash trays bearing the Garcia Grand adv. are being distributed by the dealers here.

Harry Doerr has become manager of the cigar department of the Minneapolis Drug Co. Harry succeeds his brother George, who has many responsible departments now in his charge. Both the Doerr boys are stockholders in the Minneapolis Drug Co., one of the largest wholesale houses in the Northwest.

Al. C. Roberts has a large Cinco display in his Hennepin avenue window.

The Owl Drug Co., at 7th and Roberts, has a window full of Alhambra, a 5-cent Manila cigar.

Harvey D. Roth is working the Twin Cities for E. A. Coudax & Co. of New York.

A bill-board campaign for the Owl Cigar is now being staged in this market.

The Public Drug Co. stores have large Milola cigar displays.

At the Andrews Hotel a very classy Herbert Tareyton cigarette display is featured. It's some of clever Charlie Isett's work.

English Oval cigarettes have been introduced and are seen in many show cases. The retail price is 30 cents the box of 20.

E. B. Crabtree & Co., distribute Admiration cigars here. At present their stock is very low on account of the strike at Tampa.

The Dyckman Hotel has a neat window display of Melachrimo cigarettes.

At Santrizos & Co., El Escorto, a 5-cent cigar in cans, is being offered. The window shows Romeo-Garcia and Admiration cigars.

The Best & Russell stores have big display of Robert Burns, Van Dyck, Owls and White Owls.

Club Quality, old style panatelas made by Harris and Son Cigar Co., are sold by many dealers. It's a short sweeper-made smoke that costs 5 cents.

Clarke Cutler, representing Grommes & Elson, was here on his way to Duluth. Cutler showed the local dealers the merits of the Robert Bacon brand.

Carl F. Thomas features Norma, El Stefano, La Esperanza, Robert Bacon, Americus and Della Casa.

QUICK SALES
MADE BY
LIVE DEALERS

Our humidors obtain the appreciation of smokers who buy good cigars by the box.

We can suit the most exacting customers.

Write for catalogue and price list.

THE MUNDLER CORPORATION
318 East 75th Street
NEW YORK
Tel. Rhinelander 2090
HUMIDORS AND SMOKERS' STANDS

N. R. Price, who owns the cigar department in Powers' department store, is featuring the El-Sirrah cigar in the 10 cent Corona shape. A full display of this brand appears in the window.

La-Palina, that Java wrapped brand from the Congress Cigar Co. of Philadelphia, is handled by all the dealers and is some repeater in the Twin Cities.

Snyder & Co. display several sizes of the Pinzon brand made in Key West.

Walter Short, Inc., features the Misubrino cigar made by L. Golovine of New York.

"It is now a crooked path that leads to straight whiskey," says Charlie MacFarland, and several of the boys agree with him.

Carpe Diem, a shade wrapped brand made by Garcia & Vega of New York, is now on sale in all the Walter Short, Inc., stores.

A great many Sanchez Haya displays are in the windows around Minneapolis. This brand is staging a big "come-back" in this field.

The Hotel Dyckman has again changed hands. The new owners operate the Hotel Robidoux at St. Joseph, Mo.

Santrizos & Co. have taken on the La-Sirena brand made by Garcia & Vega. Ed Gonyon closed the deal a few days ago.

Santrizos & Villas, at 255 Second avenue south, are now covering Iowa and Minneapolis with a full line of cigarettes and candies.

St. Marie Cigar & News Co. has a display of Persona-Grata cigars made by Tunis Bros. of New York.

Noyes Bros. & Cutler have just closed with E. Gonyon a deal whereby they will distribute the Salome brand made by Heineman Bros. of Baltimore throughout their territory.

Ranfts, high grade chocolates are on sale. The reason, popular Fred Oakes sells this candy and has it placed in the better stores.

Ignacia-Haya and Romeo-Garcia are leaders with the Sweeny Cigar Co.

Mi-Lola in the 10 cent Buckeye size is again on sale. They are distributed by the Western Grocer Co.

Bouquet de Paris cigars, made by M. F. Minden & Co., are having a big sale at the Dyckman Hotel cigar stand. They are offered in the 15—20—25 cent sizes and the Rosebud package of 6 for 50 cents.

Charlie MacFarland, the Della Casa salesman, has put this brand over in big style in this territory. While the brand has only been on this market about four months, it is classed as one of the leading sellers here. The 10 and 2 for 25 cent sizes are strong in demand.

At the West Hotel stand of Lester Carson, Romeo-Garcia and Carpe-Diem cigars are featured.

Sam O'Rourke, at 6th and Roberts, shows a big display of the Gato and Cressida brands made by E. H. Gato & Co. These brands are his leading clear Havana sellers.

Art Drews, in the Arcade Building, shows several sizes of the Planco brand as a new offering.

Belvedere in the Apollos size is carried by the dealers and now retails for 7 cents.

R. R. Roberts, at 5th and Jackson, has a large window of La Flor De Romeo-Garcia, which is their leading seller in the cigar line.

The Twin Cities will have a new cigar jobbing house. The firm will be known as the D. C. Glasser Tobacco Co. and is composed of Powhatan Gordon, a cigar manufacturer of New Orleans, and Daniel C. Glasser of Dubuque, Iowa, the owner of the D. C. Glasser Tobacco Co. of Dubuque. They have rented St. Paul headquarters at 294 East 4th street and Minneapolis headquarters at 327 2nd avenue north. They will feature the Powhatan cigar over a wide territory and later on will add other lines. The sales force is now being completed and the firm will start out for business in a few days.

Philip Morris cigarette displays are noted in the windows of several downtown stores.

St. Paul has a retailer who always is happy. He is popular Fred Conhaim, whose business is going ahead by leaps and bounds. He is one of the leading dealers of St. Paul and carries a large line. At present he features La-Palina and Romeo-Garcia, mild Havanas in various sizes.

La-Teresa, made by Kraus & Co., is in demand. Gowan-Lemming & Brown Co., of Duluth and Minneapolis, have La-Teresa well placed throughout St. Paul and Minneapolis.

Noyes Bros. & Cutler report a healthy demand on the 8-cent El-Dallo brand, each cigar tissue wrapped.

Harry Johnson has just placed his opening order for La-Sirena cigars with Garcia & Vega, of New York.

Charles Gleason makes a leader of Aroma De Cuba, a private brand made by Cuesta Rey & Co. Della Casa from the El Predomino Cigar Co., Chicago, and Americus from Francisco Torre & Cia, of Tampa, and Egyptian Prettiest cigarettes are displayed at present in his show window.

Oleisky Cigar Co. reports a notable increase in the sales of Garcia Original, a mild Havana made in popular sizes. All cigar stores show this brand.

W. S. Conrad & Co. place the Muriel brand and let me say no store is complete without some size of this popular seller.

The Pinzon brand made by M. Perez, of Key West, was advanced $3 per 1,000 last week. All sizes went up in price.

Steve O'Brien is as busy as can be, booking orders for Robert Burns, Owls and Van Dycks from the Minneapolis trade. Steve also owns the Security Building cigar stand and, of course, his cases only show the brands made by the General Cigar Co., Inc.

White Owls have advanced to 10 cents straight and are listed at $73 less 2%.

The General Sales Co., located in the Endicott Arcade Bldg., acts as brokers for the Elmer Candy line made in New Orleans, the M. Perez Cigar Co., of Key West, and the brands made by Powhatan Gordon of New Orleans, which they have placed with many jobbers in Iowa, Wisconsin, Minnesota and the Dakotas. The firm is composed of Thomas W. Short and Harry Kimball, both widely known cigar men. They are placing a high grade clear Havana cigar made in New York and are about to connect with a line of Manila cigars to place with jobbers in their territory.

In the newspapers are seen the ads of Chesterfield cigarettes, "They Satisfy"; Murad cigarettes, "Judge for Yourself"; Camel cigarettes, "Right Off the Bat"; Herbert Tareyton, London cigarettes, "There's Something About Them You'll Like," and Riz-La Croix cigarette papers.

Minneapolis jobbing houses got together and now allow the trade only 15 days in which to pay bills. Owing to the banking conditions, delays in freight and the high rate of interest charged by the banks for loans, the jobbers decided that they could not allow their customers over 15 days in which to pay bills.

R. R. Roberts' cigar store is one of St. Paul's busy stores. They carry a large stock of many brands and feature Romeo-Garcia and Mi-Hogar brands.

Vic Huber is the manager of the cigar department of the Owl Drug Co., of St. Paul. A clever young man and a shrewd buyer.

Ida Shork, well known to the trade throughout the United States, is now at the Palace Building cigar stand of Louis Nathanson Co.

Fred Suss has written the trade that he will call as soon as he gets his samples of the Langsdorf brands complete. Fred sure will meet with a good reception when he strikes here. Everybody likes him.

The Minneapolis Drug Co. is almost cleaned out of La Venga cigars. Only a few hundred in the high priced sizes remain in their humidor.

Reporting to the weekly meeting of the Minneapolis Cigar Dealers' Association on their visit to the T. M. A. convention, Walter Short and Sam Margolies stated that they did not have a chance to get in a word as the "steam-roller" was well oiled and working in perfect order.

H. L. H.

E. V. Ludwig Willstaedter, president of the South German Cigar Manufacturers' Association, died at Mannheim two weeks ago. He was a member of the firm of Simon & Co.

Don't Let a Good Customer Get Away—

When a man says "Gimme a good pipe," don't take him down the line showing the poorer pipes first, saving the better ones for the grand climax.

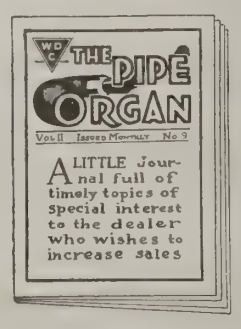
He may not wait for the finish. Show him W D C Pipes at the start. You'll save your own time and preserve his patience.

Besides, you'll speed up sales to the velocity they ought to go. Your turnover will revolve so fast that it will make your head swim.

And it's a great thing to be in the swim with this W D C Pipe and Triangle Tube business. There's a bunch of it floating around your door ready to be pulled in.

Your distributor can supply you with the necessary bait.

WM. DEMUTH & CO.
NEW YORK
World's Largest Pipe Manufacturers



Send this coupon for "The Pipe Organ"

Please place my name on your mailing list for "The Pipe Organ." It is understood there will be no charge and that I will not be obligated in any way.

Name .....

Street and No.....

City and State.....

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

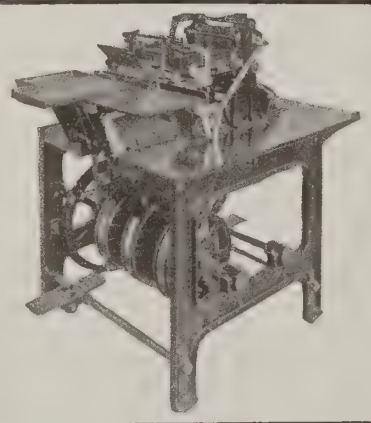
La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City



Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE
For
MAKING LONG FILLER BUNCHES
With
UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

COLWELL CIGAR MACHINE CO., Inc.
131 Washington St. Providence, R. I.

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO TRADE MARK WALLS COURT
FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

German Cigarette Manufacturers Form a Kartell

For Self-Preservtaion and Protection They Say They Had to Establish a Trust—The Combine Tells Each Retailer Just How Many and What Kind of Cigarettes He Can Buy—Retailers, Through Their Unions, Are Making Bitter Protests—A "Silent Blockade"—Cigar Manufacturers Push Sales of Cigarillos—German Trade Declining—Many Cigar Stores for Sale.

BERLIN, June 2.—Cigarette manufacturers producing more than 90 per cent of the German output, have combined. Three organizations of manufacturers, for years fighting one another tooth and nail, have formed a "kartell" or trust. The trust is a child of necessity, the manufacturers say. Since April 1 the cigarette is paying a high tax. The Government temporarily granted a 50 per cent tax reduction on the increase, but this rebate will be discontinued September 1. After that date the full tax will have to be paid.

The cigarette manufacturers, most of whom have introduced certain well known brands assuring the consumer a certain degree of quality, were facing ruin. They were confronted by two horns of a dilemma. "Retaining the high standard of quality," the manufacturers would be compelled to charge a price which the average consumer could not possibly afford to pay. Going into the cheaper grades would mean loss of prestige and profit. A free for all fight along new lines of competition threatened to upset the whole industry. In this emergency the manufacturers decided to bury the hatchet and to combine.

The combination does not mean combined production. Not yet. It does not mean a mutual purchasing agency, for that has been established as a war necessity some years ago and is still functioning. Each manufacturer is entitled to his quota of tobacco, apportioned by a central official distributor. The combination means joint selling to the retail trade. The "kartell" prescribes the price the retailer has to pay and the price the retailer has to charge. Besides, the "kartell" tells the retailer how many quality cigarettes he may sell and how many packages of lesser degree he is entitled to. In other words, the "kartell" forces the dealer to take a certain amount of quality cigarettes whether he wants to or not. With each order of cheaper cigarettes the dealer is compelled to take a certain ratio of quality goods. Thus the manufacturers expect to retain their quality business. At the same time they are preventing competition from upsetting the whole structure of the industry. No one manufacturer will undersell another.

Of course the dealers, who are organized in "unions," object to price fixing by the manufacturers' combine. They are particularly opposed to profit fixing by the "kartell." However, what arouses them most of all, is this system of apportioning the quality and cheaper grade cigarettes according to hard and fast rules prescribed by the trust.

Mass meetings of dealers have been held in every city. A few local "unions" excepted, no open warfare has been declared as yet. Their leaders advise a "silent blockade" against the "kartell." Of course, should any dealer discriminate against the goods manufactured by a member of the "kartell" no other member will supply him. The "outsiders" are unable to jump into the breach, so much more so as their supply of tobacco is rationed in accordance with the average business done by them previously.

In their extremity the dealers are pushing the sale of "cigarillos." The price of medium cigarettes is about 60 pfennigs and cigarillos may be sold at about 50 pfennigs a piece. The tax on cigars, including cigarillos, is by far lower than the one on cigarettes and the dealers are in a position to read a higher profit on the sale of those little cigars. The dealers are bent on popularizing cigarillos, and they are supported in this policy by the cigar manufacturing industry, which is eagerly grasping its opportunity.

There was never any love lost between the German cigar and the cigarette industry. The cigar has considered the cigarette an interloper. But supposing the cigar should ultimately kill the cigarette? The government would be compelled to place a higher tax on cigars, for it needs the revenue.

Trade journals representing the whole tobacco industry are advocating moderation. They advise cigarette manufacturers not to overreach themselves and counsel the dealers not to kill the goose that laid the golden eggs.

The German cigarette trade is facing a crisis. Manufacturing ceased for some months, partly because there was no tobacco and partly because foreign cigarettes were "smuggled" into Germany in car loads by way of the occupied zone. German producers, paying high taxes, could not compete with foreigners who were paying no revenue at all. Now the smugglers' "hole in the west" has been closed. Every cigarette smoked has to pay its tax. But the tax is much higher and everybody hates to pay taxes. The manufacturers are trying to put the burden on the dealers, fearing they would cut consumption and profits by putting it on the consumer. The dealers refuse to be the goat.

Today there are many cigar stores for sale in Germany. Dealers are giving up an unprofitable business. In Germany, cigar stores have been enjoying certain privileges. Restaurants and cafes, for instance, are not permitted to sell more than one smoke to a customer at a time, unless they are running a duly licensed cigar store as a sideshow. While there are chain stores, there are no wholesale selling agencies and distributing wholesalers. Consequently, the selling combination of the manufacturers' "kartell" means a revolution of the retail trade.

The after-effects of the war are certainly extremely hard on the tobacco industry. Many firms will fail and consumption as a whole is bound to decrease considerably.

But every German means to smoke when he can.

The Licorice Industry in Sicily

Alfred P. Daniels, American commercial attache at Rome, says: "Licorice root forms an important minor article of Italian export to the United States. Figures covering prepared licorice are not available; but shipments of licorice root for the year 1919 amounted to 1,304 metric tons to the United States alone, out of a total exportation of 1,899 metric tons. The bulk of Italian licorice is grown in Calabria, the southernmost Province of Italy, and the prepared licorice is manufactured in the city of Messina.

"The bulk of the manufactured licorice is exported to England and to Denmark, the present quotation being £20 per quintal (220 pounds) f. o. b. vessel, Messina, for blocks of five kilos each, while stick licorice is quoted at £30. The boxes of 130 kilos capacity, in which the product is packed for export, are expensive, costing about 20 lire each.

"The macerated pulp fiber left over from the process of production is now employed as a fertilizer, but experiments are being made for the conversion of this fiber into a tough quality of wrapping paper."

Drawback Granted to Liggett & Myers

WASHINGTON, June 15.—The Treasury Department has announced the allowance of drawback on cigarettes manufactured by Liggett & Myers Tobacco Co., of New York, at its several factories with the use of imported tobacco and cigarette paper.

WALTER E. OLSEN
PRESIDENT-TREASURER

DAVE S. SAQUI
VICE-PRESIDENT

LOUIS McCALL
VICE-PRESIDENT

J. W. MARKER
SECRETARY

Walter E. Olsen & Co.

Manufacturers of

EL ORIENTE
JEAN VALJEAN

HELIOS
LA GIRALDA

Daily Production 500,000 Cigars

"Products Sold the World Over"

Strictly Hand Made Cigars
of the Better Kind for
the American Gentleman

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TEMPORARY U. S. A. OFFICES:
Sixth Avenue, cor. 35th Street, Herald Square
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CABLE ADDRESS: "KIOSKO," NEW YORK

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

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Habana, Cuba

P. O. Box 495 Cable ANTERO

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Leaf Tobacco Dealers

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HAVANA, CUBA,
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MENENDEZ & CO.

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MENDELSOHN & LEVISON

Exporters & Commission Merchants

HAVANA LEAF TOBACCO

The Greatest Stripping Facilities in Cuba

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HIJOS DE DIEGO MONTERO

S en C
COMMISSION — EXPORTERS
LEAF TOBACCO

DRAGONES 106-108 HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HABANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Scant Prospect of Lower Prices in Havana

Conditions of Production Are Associated with Constantly Increasing Costs—And Cigar Manufacturers Will Dispose of Their Outputs Though the British Market Should Be Partially Closed—Prosperity in the Sugar Business Enables Even the Wage Earner in Cuba to Smoke Good Cigars—And American Visitors, Temporarily Forgetful of Prohibition, Assist in Stimulating the Cigar Business.

Having interests in Havana, and being in a position to receive immediate and accurate information concerning anything that may develop concerning cigars and tobacco, a well known New York cigar man returned from Cuba recently, fully persuaded that the present trend of prices is decidedly upward. Nor does he see any prospect of lower prices for some time to come.

In his opinion, even if Great Britain makes effective the proposal to increase greatly the tax on imported cigars, the partial closing of British markets will not jeopardize the business of Cuban cigar manufacturers. Because the loss of English patronage to some extent will be offset by a greater consumption of cigars in Cuba. The Cubans, thanks to the prosperity of the sugar industry, are smoking more cigars. Today, the employee in the sugar mill and the laborer on the plantation can afford to smoke good cigars. And many of them do. Probably 50 per cent of the cigars made in Cuba are smoked by Cubans. Also, prohibition in the United States and the creation of wonderfully pleasant winter resorts on the Pearl of the Antilles, will cause ever increasing numbers of well-to-do Americans to visit Cuba. As tens of thousands of tourists stream into Cuba, undoubtedly the trade in fine cigars will be stimulated.

"Right now, practically all of the American importers are sending larger orders to Havana. No importing house in this country has a surplus. It is a case of 'order and keep on ordering,' if a wholesaler here wants to meet the demand for imported cigars.

"Havana cigars and tobacco will keep up to present price levels. Or, more likely, they will go even higher. One assurance of the maintenance of high prices is the wages paid now to the workers who grow and handle tobacco. Despite the increased pay, it is hard to get labor enough for the tobacco fields. So many of the workers are attracted to the sugar plantations.

"Sugar long has been recognized as the leading product of Cuba. But of late, the enormous profits obtained from sugar have made tobacco profits seem small in comparison.

"And some of the tobacco growers are arguing now that instead of increasing production at extra cost, they should obtain better prices.

"Another intimation that prices will be higher perhaps, on cigars, is the decreasing number of good cigar makers. If only two per cent of the cigar makers drop out every year, the skilled working force is reduced, for, apparently, smart boys to-day do not entertain any desire to become cigar makers. There are not enough new comers in the trade to replace those who quit."

Many Building Improvements in Havana

"Havana real estate values have advanced with great strides during the past few months," says the *Cuba Review*. "Reputable real estate operators in Havana are of the opinion that considering the commercial values represented by properties which have changed hands recently in the downtown business district, real estate in Havana has not yet fully come into its own, and prices are still low."

The site of the "Molino Rojo," one of Havana's oldest theatre properties, was sold, not long ago, for approximately $600,000, having been purchased just a year previous for $300,000.

Another landmark which was recently sold is the Hotel Telegrafo site. The hotel has been sold to five former employes for the sum of $125,000 which is $25,000 less than was offered the owners by outsiders. While the amount of money involved in this transaction is not as great as that reported in some recent sales, the sentiment behind the change of ownership has made a wide appeal here.

The site of the very popular Café "La Florida," a favorite midday gathering place for Havana's business men, recently changed hands for a consideration of $100,000. This property was purchased by the proprietors of the Café from its owner, who resides in Barcelona, Spain.

A further commentary on the real estate situation in Havana is contained in the offer of the United States Government to spend $800,000 for a trade mark and patent building here, which offer was made to President Menocal by the American Minister, the Honorable Boaz Long, with the proviso that the Cuban Government give the land upon which the building is to be erected. The block across Colon street, in front of the Presidential Palace, was suggested, but it is understood that President Menocal has contemplated using this property for a public park.

Nor are these seemingly large advances in real estate values confined to the downtown business district. The wealthy widow of a Spanish merchant living in Vedado, a residential suburb of Havana, recently paid in the neighborhood of $100,000 for a lot adjoining her property, which represented a little over $83 per meter. Further out from Vedado, in what is known as "Almendares Heights," property that sold for $5.20 per meter just a year ago is being held for $25 a meter and sales are recorded daily at this price.

A concession has been granted the Bradley interests by the City of Marianao, which adjoins Havana, and a beautiful Casino has been erected at a fabulous cost, which bids fair to rival Monte Carlo. The site of this building adjoins the Country Club of Havana, and the type of architecture blends well with the surrounding landscape. This Casino formally opened Sunday night, the 18th inst., with a ball and a dinner, and Havana's elite were well represented on this occasion.

Although building operations are going on at an unprecedented rate, small relief for the house shortage in Havana is offered, since the great majority of the buildings being erected are private dwellings. Rents in Havana are unusually high on account of the shortage of

Cable "Quinto" P. O. Box 502

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HABANA, CUBA

houses, and a movement is now under contemplation for a large construction company here to erect a large number of apartment buildings. Construction of this kind will materially help the situation. Magnificent residences are being erected in Vedado and other residential suburbs.

Oscar C. Journey, manager of "Luna Park," Coney Island, has arrived in Havana, and it is understood he is to make a close study of the city with a view to opening a new large amusement park here. Havana now has a small park of this kind on Zulueta street, but it is reported that Mr. Journey will, should he find conditions favorable, erect a second Coney Island here. The City of Havana is a good place.

New Tobacco Company at Madison, Fla.

The Friedman-Goldberg Leaf Tobacco Co. is being organized at Madison, Fla., with Sol Friedman as president; W. Goldberg, vice president, and R. A. Goldberg, secretary and treasurer.

The new company will, within the next few weeks, apply for articles of incorporation. They have rented the McLeary two-story brick building on Range street, occupied for many years by the Fraleigh-Lines-Shelfer Company, and will use it for a packing house. In addition to this county, they expect to operate in Gadsden county, Florida, and Decatur county, Georgia.

The Goldbergs have been in the clothing and dry goods business for many years, and now conduct one of the largest stores in this section. Mr. Friedman, the president of the new company, is a tobacco man of many years' experience. He was formerly connected with the industry in Gadsden county and for the past year has been connected with the Fraleigh-Hardoe Tobacco Co., in Madison.

"Declined With Thanks" Says E. A. Kleine

In Reply to Offers Made by Various Persons Eager to Invest in the Enterprise Now Associated with Notable Prosperity Because of the Nationwide Favor Accorded the Medalist Brand—The "Golden Day" of a Man Who Succeeded—A Well Known Manufacturer Tells How Years of Endeavor Resulted in the Production of "a Wonderfully Gratifying Cigar."

"There is no sorcery in the cigar business," says E. A. Kleine, of E. A. Kleine & Co., 211-213 West 94th Street, New York. He who seeks to be endowed with enduring prosperity has a long, hard road to travel. There is no short cut, "no primrose path." Kleine knows. He can speak authoritatively. Honestly he has achieved distinction as a cigar manufacturer. Yet, in attaining eminence, in causing his fame to be far extended, in obtaining success and otherwise winning rewards, he has "paid the price." He spent "34 years doing one thing better, eight years learning how to make one cigar best."

Naturally, a man who has operated successful factories in New York, Tampa and Havana, catering always to critical smokers, must know cigars.

Epitomizing his experiences, Kleine declares: "I have made money, yes, but I derived my greatest satisfaction from knowing that the Carlton Club in London, the Johannesburg Club in Johannesburg, South Africa, the Union Club in Cleveland," (now note the extent of Kleine's claims), "the ultra clubs and cigar shops throughout the world, the perfect hotels, supplied my cigars because exacting men preferred them."

Acknowledgment of excellence may increase the desire to approach perfection as nearly as possible. Concerning his efforts in that direction, Kleine remarks: "Back in 1903, the State of California awarded me the gold medal for excellence of quality and workmanship. Even with such recognition, I was chafing under the urge to throw everything else to the winds and concentrate on the production of the best cigar made in America."

Thus instigated, he produced the Medalist, "a wonderfully gratifying cigar," a cigar that can be handed confidently to a connoisseur, an exquisite smoke, mild and agreeable up to the last puff.

Medalist is made only in the finer sizes. And the brand is "not for the masses. It is too fine. It costs too much to make—expert old-fashioned hand labor, the aging of quality tobacco in the leaf, the elimination of all kick by a natural process."

Though he has "hermetically sealed each box in a wax paper container," Kleine announces to smokers, "unless your club or hotel or dealer does know how to keep perfect cigars in perfect condition, I am not interested in having Medalist on sale there."

Despite restrictions thus placed on distribution, Medalist sales are nation wide. The factory constantly is called on to increase production.

Had he needed or desired additional capital when he began to manufacture the Medalist brand, Kleine might have encountered difficulty or met with refusal. But now, he finds that one penalty of success is the persistent entreaty of those who wish to participate. Almost daily by telegraph, mail or through "the good offices of friends," Kleine is importuned either to take a partner or to allow this good man or that to put some money into the business.

However, having persevered until prosperity is assured, Kleine is inclined to say "No" to all such proposals.

CAN BUY TOBACCO

On commission in Santo Domingo—well acquainted there in this line—merchants and croppers. Best lands, having my own truck for all the necessities of the business. Could place some money. Address, "Santo Domingo," care Tobacco, 10 East 39th st., New York. J-3

Cable: Romeca

Rodriguez, Mendez & Co.

Leaf Tobacco Dealers

53 Cardenas Street — Havana, Cuba

Sucesores de Casin

LOBETO y GARCIA S. en C.

Especialidad en Tabacos de Remedios Vuelta Abajo

Almacenistas de Tobaco en Rema

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PACKERS AND DEALERS IN

ALL KINDS OF HAVANA LEAF TOBACCO

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MANUEL A. SUAREZ & COMPANY

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GROWERS, PACKERS, AND DEALERS IN **LEAF TOBACCO**

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Cable, "Maxherz"

MAX HERZOG

TOBACCO BUYER

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IGLESIAS & VALLE, S en C.

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SEVERIANO JORGE Y CA.

LEAF TOBACCO WAREHOUSEMEN

Fine Partido and Remedios Tobacco a Specialty

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PACKERS AND DEALERS OF ALL KINDS OF

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CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.

PRADO 125, HAVANA, CUBA

FOYO & RODRIGUEZ

LEAF DEALERS

SPECIALISTS IN REMEDIOS

22 REINA AVE. — HABANA, CUBA

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PACKER AND LEAF DEALER IN

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100 Galiano Street — Habana, Cuba

Cable: Abella.

CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN

All Kinds of Havana Leaf Tobacco

129 Lealtad St., cor. Dragones St. — HAVANA, CUBA

MARTINEZ Y Ca

Leaf Dealers

Specialists in Sancti Spiritus and Semi Vuelta

114 Monte St., HABANA, CUBA

Banco Español de la Isla de Cuba

HABANA

Establecido el año 1856. Capital: $8,000,000 en oro.

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Realiza toda clase de operaciones bancarias y se hace cargo del cobro de giros, cupones, rentas, etc.

Sucursales y Corresponsales en todos los pueblos de la República.

THE OLDEST BANK IN HAVANA

Banco Español de la Isla de Cuba

because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

EMBLEMS OPORTUNOS

PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

Stylish as a Last Year's Straw Hat Up State

A. O. Ingerham Acquires Three New Sales Cars and Desirable Cinco Territory—The Rock-ribbed Domain of Louis Killeen—Again Noting Advances of Prices—Alderman Billy Knapp's Record for Punctualty—Energizing a Liggett & Myers Campaign—"Put Down Requests and What You Hear About Brands"—The Pondola Cigar Co. Makes Some Promises to All Who Possibly May Be Persuaded to Buy Stock—Urging Fewer Sizes for Cigars—A Switch from Smokes to Candy—Joe Mainzer Makes Plans for the Summer.

NEW YORK STATE CAPITOL DISTRICT,
Week of the Balibuntal, 1920.

"Gosh, Sam, it's rotten weather for a straw lid," objected Jim Stubb, taking his talcum cleaned balibuntal off and laying it down on the shipping table to warp with the rain. "And, let me tell you, it's also bum for business. Who ever heard of a rainy season with a March zip in the air 'way along here in June?'"

"So yuh should suppose that might be the reason smokers ain't buyin', hey?" ridiculed Sam Ash, opening up the N. C. R. net cash results for a peep at the silent figures. "Well, all I should say is that them there fellers which useter come in an' spend a Canadian quarter, unnerstan me, is now never lettin' loose on more'n a dime, no matter how much the weather man should predict fair-an'-warmer."

"Yes, business isn't just what it ought to be," commented DeForrest Ingerham, entering the Stubb & Ash, Inc., ringside forum, "but, nevertheless, we are preparing the A. O. Ingerham jobbing houses, both at Albany and Oneonta, for a busy year."

"To make this true, my brother at Oneonta has just purchased three new sales-cars to cover the six surrounding counties most, and, even more, thoroly. Two salesmen will run out of Oneonta, and myself, with another new man, will take care of the Albany end.

"This is absolutely necessary now, according to our recent agreeent with the Otto Eisenlohr Brothers of Philadelphia. For they have awarded us the sole sales agency for Cinco and Henrietta cigars in most of Otsego, Schoharie, Columbia, Ulster, Delaware and Green Counties.

"Every thing is included in this sweep with the exception of Albany itself, which goes to Louie Killeen of Schenectady. So we will make the Cinco our leading issue hereafter, continuing, of course, with our own private brands, tobaccos, and cigarettes, as usual."

"You've certainly got a good thing, Ingerham," congratulated Jim Stubb, searching his pockets for a letter from the Quaker City, "and right here in this Eisenlohr communication, you'll notice that they don't say anything about replacing Jimmy Stuart in this territory with a green man, but they do remark that Jimmy has quit, and that from now on, the Cinco will be a jobbing proposition for local distributors as designated, only."

"Yeh, an' here's one more from Louie Killeen, also-as-well," mentioned Sam Ash, as he sold two Cincos to a man who insisted on paying 16 cents, and the freight. "He admits he has Albany, Rensselaer, Schenectady, Montgomery, Fulton, Hamilton, Saratoga, Washington, Warren, an' a few more rock-bound Republican Counties, as his new Cinco assignment.

"An' Louie sez all his stores, warehouses, delivery equipment, includin' every boy an' girl on his pay-roll, will be right on the yob, y'unnerstan, to keep Cincos in the position they now occupy—'Leaders of the Market.' An' I bet yer a strawberry sundae next Monday that Louie will do so. Am I right or wrong?"

"You're absolutely correct, Sam," endorsed Jim Stubb, tossing over another letter from the General Cigar Co., New York and Elsewhere. "See what these people have to say. 'Effective at once, White Owl invincibles $73 the thou, ten cents per one, $4.75 the box o' fifty. Also a little boost on the Van Dyck brand, all popular sizes."

"How should they help it if prices keep on goin' up?" demanded Sam Ash, putting on his spectacles for a squint at still one more formidable yellow sheet. "Look here. This piece o' Pontiac Bond comes all the way from Chicago, y'unnerstan, to tell us about the Tampa troubles o' Berriman Brothers.

"They write it down like this: 'We expect shortly to be in full operation. All we ask is that our distributors assist by being as patient as possible while we make this fight on the closed shop principle, which is un-American, and also-as-well a direct violation of the Constitution as written by our ole friend Joe Jefferson, who also wrote it 'How to Sleep Without Workin'."

"Ask Billy Knapp how to do that, Sam," advised Jim Stubb, finishing with the mail, and now ready to give a little attention to the more important male members arriving for the biennial session o' the Hot Chair Club. Altho I think Billy has got the dope the other way, 'cause he works without sleepin'.

"Else how could he find time to attend to that cigar store on Madison Avenue, be Alderman of the 18th Ward, leader of the Council, former Supervisor for six years, and now, after seven years in the Council, never miss a single meeting of any kind in the thirteen-year total."

"Some record, alright!" admitted Sam Ash, at last sighting an arriving customer for a pack o' Piedmonts. "But here's another mebbe better: Boss Richtie o' the Liggett & Myers Tobacco Company sales-staff came to the Capitol District last week for a talk with Division Manager Pat Doyle, an' he never finished talkin' till the last train left Albany just before Governor Smith signed both the boxin' an' beer bills!

"Sure, he had a audience! Besides Cap'n P. V. Doyle, there was Sergt. Jim Barrett, Corporal Ward Relyea, an' the Chesterfield kitchen police, includin' Private Ben Ennis an' Al Groom. After chewin' the rag 'til there was nothin' left, y'unnerstan, except the cud, it was decided by the Army of the Center to eliminate that beau'ful burg o' Binghamton from this territory, unnerstan me,

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

an' present it to Majah Sheldon, o' Syracuse, as a mandate o' war.

"Then G. O. were immediately issued for all G. H. Q. attaches to bring in at least $600 worth o' cash business from each sales-car weekly, else appear forthwith to a G. C. M., with the other reason why. This made Cap'n Doyle think of the days he was manager of the two United stores down in Connecticut, when general orders came thru almost daily to beat yesterday's sales sheet, else close the store.

"Nothin', however, was done about the local Spur cigarette campaign. This waits upon better transportation and deliveries from the railroads. Upstate, though, the Spur stuff is goin' big, y'unnerstan, an' calls are already bein' made in the local stores."

"Calls for my goods are coming heavy, too," reluctantly whispered Dan Mahoney, putting his order book in an inner pocket so Park & Tilford needn't be bothered with any more business. "If you don't believe this, keep track of the demand you have for Mi Favoritas and El Telegrafos."

"At the same time, make a note of the spoken requests you have for La Teresas and In-B-Tweens," urged J. M. Redmond, wandering into the Board o'Parole with a grip belonging to Kraus & Company, Baltimore. "Don't order any goods, please, but just simply check me up. I may be wrong about the exact number of smokers who insist upon our brands, and I want the thing straightened out as it should be, that's all."

"Good suggestion, that," nodded Charlie Ferber, handing over a card of the Capital Cigar Co., Jersey City and Bethlehem, Pa. (not Palestine—Pennsylvania). "So put down what you hear about Lady Wallace. No scandal, just facts.

"And, when such people as Snyder and Brewster have the Lady with 'em upstate, I don't see why we can't make some small deliveries to the account of a Capitol District jobber. Such a distributor will be reinforced by us to the limit, and we want only a live house."

"Lots of opportunities for us, too, but few goods," sighed Governor Billy Hughes, spilling his Larus & Brother tobacco kit all over the main pipe case. "Edgeworth shows a greater gain, even at that, right here in this section, so far this year than it had in gross total all of last season.

"It is now planted everywhere. Especially in the smaller towns, where some dealers professed to be ignorant of the brand. Even in the municipalities of the Susquehanna Valley the Edgeworth smoker this summer may find his favorite on every shelf.

"And if it is necessary to help move it with a nice lil' ad, may be we can do that stunt, too. For only last week we wrote a small squib for the Clinton Square theatre, and darn me if it didn't git a booby prize!"

"Atta boy, Billy, it sure is advertisin' which brings the berries!" O. K.'d Jim Stubb, rising upon a point o' disorder to move Sara Katz off his balibuntal crownpiece. "For proof of this take a squint at the *Times-Union* ad of that there Pondola Cigar Company.

"They got a quarter page financial space in the recent evening papers, playin' up a heading like this: 'Eight Per Cent Interest and Share in the Profits!' And then they go on to say, 'Here is an investment right at home that has them all blocked off the boards!'

"In addition, they remark, 'More money manufacturing cigars at the present time for the amount of capital invested than any other business!' After which they go on to relate that the General Cigar Company paid dividends of 38 per cent last year. Numerous other successful cigar concerns are listed, with the corner-coupon invitation to the dear public to buy in Pondola stock at par of $10 for the preferred, plus a gratis of 50 per cent bonus of common at a $5 par.

"If you got any money, Sam, send it in to 26-28 Beaver street, Albany, and get a slice of the ground-floor offer before it is withdrawn by the Pondola directors. It's a co-operative institution with more orders on hand than can be filled in three months' time."

"Sure, I bet yer all us here see-gar fellers should git it more capital—punishment!" whimpered Sam Ash, hunting thru his alpaca coat for an extra pocket to keep his baseball tickets safe and sound for the mid-week division. "Why, unnerstan me, if these here birds in this business had what was comin' to 'em, they'd occupy a nifty lil' niche in the Hall o' Blame!"

"Well, what can the manufacturers do about it?" pleaded L. D. Zugsmith, throwing on his emergency brakes to avoid skidding against the assembled Hot Chair Club with his Duquesne Cigar Company grips.

"It's alright to talk about reducing the cost o' goods, but how can we start it? Right now, our factories can't produce anywhere near enough goods to fill jobbers' orders. And the only Albany wholesalers we are selling now are S. E. Fulder, the Dearstyne Brothers Tobacco Company and the Bruce Macdonald Company."

"You've got it just right, too," added Izzy Fleischmann, kicking his Metropolitan Tobacco Company outfit under the feet of the Boosters Bashful Band. "It's a conspicuous fact that we can't find boxes, foil, or any other packing material in sufficient quantities to put up even the small amount of stock we have now manufactured.

"No matter what a few fanatics say, prices are bound to go higher. Conditions at the shops are rotten, to say the least, and there's no immediate relief in sight, tell that to your wife's relatives!"

"Trouble is, I'm afraid, the average factory is making too many brands and shapes," put in G. C. Denike, opening up for the Tichenor-Denike Company, Peekskill-Albany and intermediate points. "Take the Meditation cigar, for example. It is made in nine styles. And I have been trying to induce the Gresh people to reduce this assortment to three shapes for some time past.

"To do that would enable us to receive and deliver a more uniform supply of goods. Because, just now, we only get 10 per cent of each size ordered. Then, when a customer tells us to duplicate his last order, we are obliged to substitute, say, the Challenge shape for the previous London Special.

"This creates unfavorable confusion to both the dealer and the smoker, giving them the idea that we are trying to switch a cheaper edition in place of a standard size. They don't like it, and they say so with a bad word.

"This week we are making a play on the Millionaire cigar. Our down-river trade on that brand is enormous, and we will soon have it equally well-placed right thru the Capitol District."

"My stunt exactly, except that my line has changed," smiled D. A. Bellinger, wearing the usual pink carnation in the customary buttonhole in the same happy way. "That is, I've changed my jobbing line from cigars to candy, but I still retail cigars in Syracuse.

"Until quite recently, I had three retail stands in the Salt City, selling out all except one. So I've concentrated my wholesale efforts on the Onondaga Candy Co., for which I have eight States for jobbing trade only."

"That's alright, too, but we have no objection to selling the retail trade," commented Harry Panetz, commencing to remove the bolts and bars from his B. Wasserman Co. sample-case. "Fact is, we cater to the best retail dealers with our line of imported cigars. You know we've been in business fifty years, and our business has been built up thru the retailer of fine goods."

"Some class to you, brother," interjected Jim Stubb, reaching around to reduce the third speed of the electric fan before it could blow Baby Epicure, sole surviving kitten o' Sara Katz, right off the pipe case. "And Bill Bente has put on a new plaid waistcoat, too. For, since quitting the cigarette department of the Liggett & Myers Tobacco Company as boss of the Rochester Division, he has gone over with G. W. Van Slyke & Horton, as a Peter Schuyler scout."

"Yeh, an' Boss Watts, of the L. & M. tobacco section, has made it a change, also-as-well," hinted Sam Ash, as he sold a can o' Velvet for seventeen cents, movie money. "Now he should make it his headquarters in Syracuse instead o' Utica, unnerstan me, addin' to his Capitol District territory such nice jail-an'-college towns as Auburn, Ithaca an' so forth."

(*Continued on page* 38)

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
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303-305 FIFTH AVENUE
NEW YORK CITY

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The World's Standard Cigar
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Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
VALERIANO GUTIERREZ, Sole Representative in United States and Canada
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HAVANA CIGARS
ROMEO
Y
JULIETA
The Leader in All the World's Markets
U.S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

Efforts to Expedite Production in Philadelphia

Help Being Somewhat Easier to Obtain Every Factory Is Trying to "Catch Up" on Orders—Prices Remain Firm, Having Perhaps an Upward Tendency—More Important Cut Price Stores—The Ideas That Bring Success and Wealth to Sam Welsh—After Extending Its Operations Considerably the Post Cigar Co. May Add to Competition by Invading New York—Havana Ribbon Boosters at Atlantic City—Cigars Coming All the Way from the Philippines by Sea Arrive in Perfect Condition—Notes of the Trade.

PHILADELPHIA, June 15.—How to produce and to deliver the goods for which consumers are clamorous, is still the burning question before the cigar manufacturers. If it is true that misery loves company, the manufacturers certainly are not lonely. All are in the same boat, all in the same quandary.

Not one of them as yet, however, has had to face the problem which confronts some producers in other lines in this one World's Greater Workshops, the bringing down of prices to a level which will attract. Prices continue at a high level, exceedingly firm, with a tendency to move upwards, rather than to go the other way. It is true that for several weeks there has been an absence of the revised upward price lists which so often appeared in previous months, but the probabilities are that new lists will not be deferred much longer. One of the more modest producers, Jose Alvarez, announced during the week an advance of $10 per thousand, effective June 15, on his brand, the Alvara. Because of the very decided jump taken by Porto Rican leaf and the belief that Havana will join in the procession, advances are not improbable, for manufacturers declare that they must not only consider the cost of leaf today but that they must figure on replacement.

There are not visible any factors making for lower prices. It is true that the suppy of labor is a little more plentiful than it was—considerably more, until quality is considered. But hands available to meet the requirements of high grade work still are scarce; none are willing to accept the slightest decline in wages or piece rates and despite pleas of foremen and superintendents, it has been found impossible to speed up production and thereby to reduce overhead. Boxes are a bit easier to obtain since the manufacturers have cut down on the number of shapes and sizes, and since local manufacturers have been able to add to their forces of pasters, and improvement in transportation has made possible drawing on supplies from out of town boxmakers. But box prices continue to advance. And finally rentals have not been checked in the skylarking, so that substantial decrease in overhead as a factor in bringing about lower prices, is not anticipated.

After all, however, the one serious question is to be able to produce the goods and then to get them delivered. The big Bayak Brothers' factory, for instance, working up to the very limit of its present opportunities, is still, according to Salesmanager Joe Carlisle at least 1,000,000 cigars short. His persistent goodnature is on the verge of the breaking point because of the contents of the letters, the telegraph and phone messages which flood into his office from distributors insistent on being supplied. The firm is gaining some ground—it was possible during the week to bring on stock from the Newark district by railroad instead of auto trucks, but Manager Carlisle still sees the flight of many weeks before production will overtake consumption.

Kohlberg Brothers report a full complement of hands in the factory at Second and Dock streets, but delivery obstacles still are aplenty. The firm is awaiting a shipment of leaf from Wisconsin which started on its way two months ago. In transporting cigars to its distributing house in Texas, the firm finds that the steamer can beat out the railroad.

Size and character of orders received indicate to manufacturers that retail conditions are good throughout the country. During the week there disappeared from the local field the restricted buying which affected the market in early June days. The improvement is ascribed to the fact that in the recent past and during the height of certain twenty percent retail price reduction announcements made by department stores, the buying public inclined to belief that cigar prices too were coming down, and that restricted buying resulted, but that with apparent assurance that high prices are here to stay for a long time yet, buying resumed activity. But reports from South and West indicate especially prosperous conditions there.

During the week there was made the formal transfer to the G. H. P. Co. of the five and a half story and basement building at the southwest corner of Third and Brown streets, purchase of which was announced in these columns several weeks ago. So great is the jam in the real estate business that weeks elapsed before the title papers could be prepared. The transfer was made to the G. H. P. Co. by Heymann & Brother representing the Hagerdorn-Merz Co. on a basis of approximately $100,000. The lot covers 85 by 103 feet. The Company proposes actively to push improvements and extension to the new buildings so that at the earliest possible date production can be started there. The factory now on Second street above Market street will be installed in the new quarters and subsequently the offices will be transferred there too, although months will elapse before the removal is completed. The G. H. P. Co. has a lease on its present home, which still has many months to run.

The sign of prospective Scarlett possession was attached this week to the big but dingy and long unoccupied building, 703 Chestnut street where enterprising Sam Welsh, proprietor, proposes to begin his invasion of select Chestnut street with a cut price establishment along about August 1 or after. The doors of his present stand will close for good at the end of this week. Out of a very long experience in the cigar business—more than a score of years and ten—Mr. "Scarlett" has reached some conclusions which will be enforced in the new establishment. He will not keep open at nights; he will not keep open on any holidays. He is convinced that sales forces get inefficient if they are too long on the job. He will not open any branch stores because he believes that unless personal attention is given to every detail of his particular kind of business, there is loss. He will not make an elaborate window display believing that exhibition of many articles at one time confuses the customers and tends to detract rather than to attract. Many of his ideas may be individual and perhaps peculiar—he admits that himself—but he says he had lived and learned and those who disagree with him are entirely free to proceed as they deem best. He proposes to adhere to the line taught by experience.

The Post Cigar Co. has decided to open formally its new Third and Market streets store on June 19 with unusual price slashing to mark the event. It is hopeful of being able to secure possession of the prospective branch store at Second and Market streets in the next month or two, an unexpired lease preventing occupancy at this time. Plans are being prepared to

KING EDWARD THE SEVENTH

Monarch of
Mild Havana Cigars

Made in 5 sizes, 10c and better.

This is the 10c foiled cigar.

Write for Full Particulars

Territory now being assigned.

Jno. H. Swisher & Son Newark, Ohio

make the Second street store quite as elaborate as the one at Third street and that will be one of the most attractive retail stands in the city. The Post factory is now installed and in full operation on the second, third and fourth floors of 430 Market street. Some idea of the business done is suggested by the fact that at the original stand 302 Market street one man is kept busy all Saturday doing nothing else than wrapping up cigars in boxes. Proprietor Affrime said this week that it was the firm's present intention not only to open other branches in central Philadelphia as soon as sites could be found, but at an early date, to enter the New York cut price trade.

In pursuit of its plans to expand, the Label cut price management this week secured a lease on a store on Germantown avenue just below Chelten avenue, a very central location for the Germantown section of Philadelphia. Other stores are to be opened in West Philadelphia and other neighborhood centers as quickly as suitable locations can be secured.

Final arrangements for the taking over by the Baum-Neely Co. of the Independent Cigar Store, Chestnut street, below Fifteenth street, conducted for many years by Harry Petroskey were concluded on Tuesday of last week, the new firm taking actual possession on Monday of this week. The sale long has been foreshadowed. It involved, however, only the transfer of the fixtures. Mr. Petroskey will dispose of his entire stock himself. The Baum-Neely Co. announces that it has taken a new five year lease on the store and that the store will be under the management of Jerry Flanagan who was behind the counter during the Petroskey ownership. The Baum-Neely Co. propose to utilize the new stand for the purpose of featuring its cigar lines, the leaders being the Blackstone, San Felice, Corona, Lobelia, High Life, El Verso and the E. A. Kline & Co.'s Medalist. The jobbing and retail store at Juniper and Arch streets will be continued as heretofore.

The Havana Ribbons Boosters constituted of the Bayuk Brothers' sales organization, left the city Friday afternoon in the best of spirits for a week end trip to Atlantic City and they returned Monday with the best of spirits inside them. A score of the Boosters with Secretary Harvey L. Hirst as guest, sped shorewards Friday afternoon on a special car, Sales Manager Carlisle joining them afterwards, having an engagement on the golf course which could not be broken. Officials of the Bayuk Company are honorary members of the Boosters.

The National Drug Store Co., formally opened on Saturday last its store at the northwest corner of Thirteenth and Market streets with Edward Zinkman in charge of the cigar department. A window display is being made of the Havana Ribbon, "44," Girard, El Producto and Muriel cigars and of Velvet, Tuxedo, Prince Albert and Lucky Strike smoking together with all the nationally advertised cigarettes.

The United Cigar Stores Co. is equipping three double front stores on Tenth street adjoining its stand at the southeast corner of Market street for a premium establishment.

Godfrey S. Mahn has completed renovations at his retail store southwest corner Second and Chestnut streets. As You Like It and Veracidad are being featured.

Segal & Lloyd, at Fourth and Chestnut streets have in contemplation the opening of a branch retail store near the Pennsylvania R. R. Ferry foot of Market street.

Henry M. Kreh, long associated with Hilbronner & Jacobs and engaged for several weeks in winding up affairs for the firm at Seventh and Jayne streets, closed the doors of the old establishment Saturday afternoon. An office has been taken in the Denckla Building Mr. Kreh henceforth will spend part of his time there continuing the liquidation. His own office, however, will be on the third floor of 49 South Front street from which he will continue to supply old Hilbronner & Jacobs customers with its brands taken over by him. Mr. Kreh is patentee of a novel container, a can which he believes, will overcome all the objections to cans as a substitute for boxes. But he is not yet prepared to place the article on the market.

I. Goldberg, the Coatesville, Pa., distributor, called on Bayuk Brothers during the week making the trip by auto; then he proceeded in the car to Boston.

E. D. Marshall, Pacific Coast representative of Sig C. Mayer, shortly will arrive at the home office for a conference with General Superintendent William Fox whose one thought, these days and nights, is to speed up production. Good progress is being made on the construction of the new Mayer factory to replace the one destroyed by fire several weeks ago. It has been decided to retain the old front but to add an additional story. The rear will be entirely reconstructed and will be of modern fireproof type.

Stockholders of the MacAndrews & Forbes Co. during the week approved an increase of its common stock from $6,000,000 to $9,000,000.

Maurice Jones, long the owner of a retail stand at 12th and Filbert streets, will open a store at Atlantic City on the Boardwalk.

A charter for the North Philadelphia Tobacco Co., capital $5,000, was granted June 6. On the same day there was granted at Wilmington a charter for the Harnsburger-McDonald Corporation with a capital of $1,550,000 to manufacture cigar and cigarette holders. The incorporators were M. L. Rogers, L. A. Irwin, W. B. Singer, all of Wilmington.

Nathan Garten, the New York importer, was a visitor here during the week.

John R. Young, leaf broker, returned during the week from Hartford. He reported the Connecticut leaf trade all sold out. Adolf Strauss of K. Strauss & Co., was another Philadelphia visitor to Hartford. He remained over in New York.

Reeves-Parvin & Co. report business in its cigar department last week as having broken all records. Howard Farrand, representing the firm, has placed the Planco in all the leading Atlantic City hotels.

I. M. Walters, of Bobrow Brothers, is on a southern trip.

Brucker & Boghien, Inc., 2213 N. Front street, prominent uptown jobbers and retailers, are featuring the High-Toned, a five-cent proposition.

President Paul Brogen, of Dusel-Goodloe & Co., is back from a trip to New York. During the week he entertained N. H. Green, representing Harry Green & Co., of San Francisco, agent for Walter E. Olson & Co., Manila lines. The firm unpacked during the week, the shipment of Manilas received on the *Cape May* by all-sea trip from the Philippines to New York. The cigars were found in perfect condition. President Goodloe is still continuing his efforts in development of a direct sailing from this city to Manila. Co-operation is being given by the Chamber of Commerce, which also has in hand the project of a steamer route to Havana.

The Congress Cigar Co. reports shipments daily of 130,000 to its Buffalo branch house. Large orders are coming in, especially from Detroit, Milwaukee and St. Louis, for its La Palina leader in Favorita, Corona and Chico sizes.

A charter has just been issued to the Spencer Morris Cigar Co., Inc., capital $25,000.

Charles Waters, of Yahn & McDonnell, has just received a most valued present. It's a boy.

U. S. Imports and Exports of Matches

WASHINGTON, June 15.—There was $148,750 worth of matches imported into this country during April, according to figures which have just been made public by the Department of Commerce. The figures of the Department also show that during the same month there was $36,744 worth of matches exported.

The government of Czecho-Slovakia is asking bids on cardboard mouth pieces for Virginia cigars.

In Munich, Germany, a man maimed in the war was arrested last month for selling 20,000 cigarettes containing sea weed instead of tobacco.

THE MASTER MILD SMOKE
CRESSMAN'S
COUNSELLOR
CIGAR
ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

The Topic of the Day

TOPIC
MILD HAVANA CIGAR
MADE IN 4 SIZES
Classic Size, 13c., 2 for 25c.
Senator, 15c. Straight
Corona, 15c. Straight
Delmonico, 3 for 50c.
Foiled Wrapped
A Mild and Pleasing Smoke
BOBROW BROTHERS, Inc.
Mfrs.
PHILADELPHIA, PA.
Makers of Famous "Bold" Cigars

Most Value *Most Quality*
LA AZORA
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HARVESTER
CASTELLANOS
EL SIDELO
DUTCH MASTERS
NEW BACHELOR
CONSOLIDATED CIGAR CORPORATION
NEW YORK CITY

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

Tobacco Growers More Careful and Particular

To a Greater Extent Than Ever Before the Farmer Realizes That a Quality Crop Is a Big Asset—Insufficient Help the Chief Cause for a "5 to 10 Per Cent. Reduction" of Pennsylvania's Tobacco Acreage This Year—"A Healthy Outlook" in the Fields of Lancaster and York Counties—Proposing to Try the "Sales Floor Plan" at Lancaster—Notes of the Leaf Market.

LANCASTER, Pa., June 11.—Concerning the acreage devoted to tobacco in the principal Pennsylvania districts this year, various opinions are expressed. Supposed authorities do not entirely agree. Some, who claim to be in a position to know, are declaring, rather positively, that there is an increased tobacco acreage. Others, with equal confidence, assert that a smaller area has been apportioned to the tobacco crop of 1920.

The writer, for his own satisfaction and more particularly to be more exact in any statements he might give to TOBACCO, made a trip this week through the more important sections where tobacco is grown. And, from personal observation, and from conversations had with many tobacco-growers, he can report that this year the tobacco acreage will be decreased from 5 to 10 per cent.

On a drive through the Druck Valley and along the River Road, and on detours in Lancaster and York Counties, he made notes and verified statements. The tobacco all looked healthy and fine. A good warm rain now would give the young plants just the boost needed to assure a large crop of quality leaf.

Pennsylvania farmers today are raising tobacco more carefully. To a greater extent than ever before, the farmer now realizes that to obtain the best price for his tobacco he must produce leaf of corresponding desirability. If he can't be sure of getting sufficient help when he needs it, he will reduce his tobacco acreage, confining his efforts to an area that can be handled advantageously. This is why not quite so many acres will be planted to tobacco here, this year. At that, the returns to the growers may not be diminished.

It's too early yet to attempt to predict positively what sort of a tobacco crop we will have this year. But the plants look nice and healthy and, with normal weather conditions, this county should produce some good tobacco. Inquiry for old tobaccos has no abatement. Numerous buyers are here scouring the market for desirable tobaccos. A. J. Shreiner & Co., local packers, have disposed of their entire holdings, between 1800 and 1900 cases of 1918 and 1919, recently. The buyers were Geo. Mann, representing the Consolidated Cigar Co., C. H. Spitzner & Sons of New York and Louis Kramer of Bayuk Bros. Co., Philadelphia.

Sechrist & Leonard of Mt. Joy, Pa., sold their 1919 packing of about 500 cases to B. Lipschutz of "44" fame. These goods are guaranteed to sample sound in August.

Chas. Tole, a local packer, has bought 100,000 lbs. of 1919 fillers in the bundle from Phares Nissley of Salunga, Pa.

Robt. Gans and Fred Bach of Max Gans & Sons Co., Inc., New York City, bought recently from T. J. Owens, a local packer, a large lot of 1918 "Tops" for binder purposes. While the writer didn't get the exact price he is reliably informed that it was "forty cents or over."

Benjamin Schwartz, the hustling packer at Ephrata sold a lot of 1918 wrapper grades this week. The price obtained was 28 cents, running sizes 16 inches and up.

The Seed Growers Tobacco Co. sold a lot of leafy 1918 "filler B's" last Saturday. They are big holders of 1919 both in wrapper and filler grades and have packed upward of 3,000 cases.

The natural sweated 1919 shows considerable black rot and lots of cases have to be "cleaned" and repacked. But the "bulk-sweated" goods are coming out fine; they show up wonderfully; they cure nice and dry in the case and are in condition to be put into cigars now. The amount of damage in tobacco handled this way is negligible, not more than 2 to 3 per cent.

The conservative and careful packer finds it pays to "bulk-sweat" his goods, as he is more than repaid for the extra trouble and expense occasioned. By having sound tobacco comparatively free of all damage and at the same time putting almost a year's cure on his product, he is the gainer.

Some day local packers will wake up to the fact that "bulk-sweating" is the one and *only* way to put up purchases.

A meeting of tobacco growers of Lancaster County has been called for Saturday afternoon, June 19, in the grandstand of the Lancaster Fair Grounds. The call was made by the preliminary board of the Auction Tobacco Sales Company of Lancaster. The purpose of the meeting is to acquaint the growers with the plan of establishing a public sales floor to be used for the marketing of tobacco by the farmers. Information as to the market conditions and instructions how to prepare the 1920 crop for sales over the sales floor will be given. The company has secured the Exhibition Building for the meeting.

In a letter sent out to tobacco growers by R. L. Kimbraugh, executive manager of the company, he appears for funds with which to carry on the work.

A heating plant must be installed in the Fair building and other equipment is required to make possible the handling of the tobacco.

The writer's opinion of this move is that it will not be a success. Southern methods will not work in this county. Farmers, ever since they have raised their tobacco, have sold direct to the packers and from interviews with various farmers it appears that farmers are almost unanimous in the opinion that they don't care to take part in this project. If their product was sold on a sales floor by auction they would have to pay a percentage or commission to the sales company, and this they seem averse to do. Besides, buyers driving around to purchase their crops at home are too numerous for them to take a chance of losing a sale by having their output on the sales floor. They doubt the feasibility of this project. It will be a herculean task to get the farmer to break away from his old method of doing business.

There will be a lull in business here during the next two months, not for want of buyers, but for lack of desirable tobaccos.

Buyers are here aplenty. They are flocking here every week and have about cleaned out the county of every desirable lot of 1918 and 1919.

Cigar manufacturers are all busy on high-grade cigars. As shipping facilities become better they are rushing their product to the market. All are doing a "land-office" business. Labor conditions are still strained. At least 5,000 more cigar makers could be employed in Lancaster and York counties, were they available.

George Crain and Louis Weinberg, representing S. Weinberg, 121 N. 3rd street, Philadelphia, are here selling Porto Rico, Florida, Connecticut and Havana tobaccos. They are touring the county in a "flivver," meeting with excellent success.

A. Bendno, of Imperial Tobacco Co., Cleveland, O., is here looking for 1919 "heads" for stogie wrappers. A. Ross, of Germantown, O., representing the Fendrich Cigar Co., Evansville, Ind., is here superintending the sampling of their 1919 purchase. This concern packed about 2,500 cases for use in their factories.

(*Continued on page* 38)

Universal Smiles

NOTE the General Manager's cheerful countenance! He's 100 per cent. satisfied with Model M Universal Tobacco Stripping and Booking Machines and his face shows it. He has compared the costs and results of hand-stripping with Universal stripping and he **knows** that the Universal is a **paying investment.**

It speeds up production, cuts down operating costs and satisfies the employees. In addition, it saves floor space and conserves tobacco. With the Universal every particle of the choicest portion of the leaf is put to its proper use instead of going to the "cuttings."

Every day you are without Model M Universal means just so much loss in the money this machine will make or save you. Used and endorsed by over 1,000 cigar manufacturers. Send now for descriptive catalog and price list.

UNIVERSAL TOBACCO MACHINE CO.

116 West 32nd St., New York *Factory: 98-104 Murray St., Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, LTD.

108 St. Nicholas Bldg., Montreal, Canada

FOREIGN SALES OFFICES

Paris, France—18 Rue de l'Echiquier.
Geneva, Switzerland—2 Route de Chene.
London, E. C. 2, England—19 Bishopsgate.
Manila, P. I.—Kneedler Bldg.
Durban, Natal—So. Africa
Soerabaya, Java—Dutch East Indies.
Buenos Ayres, Argentine—Transoceania 158, Aeconquista.
Sydney, Australia—10 Pitt St.
Madrid, Spain—Zorilla, 9.
Slagelse, Denmark—Slotalleen, 3.

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

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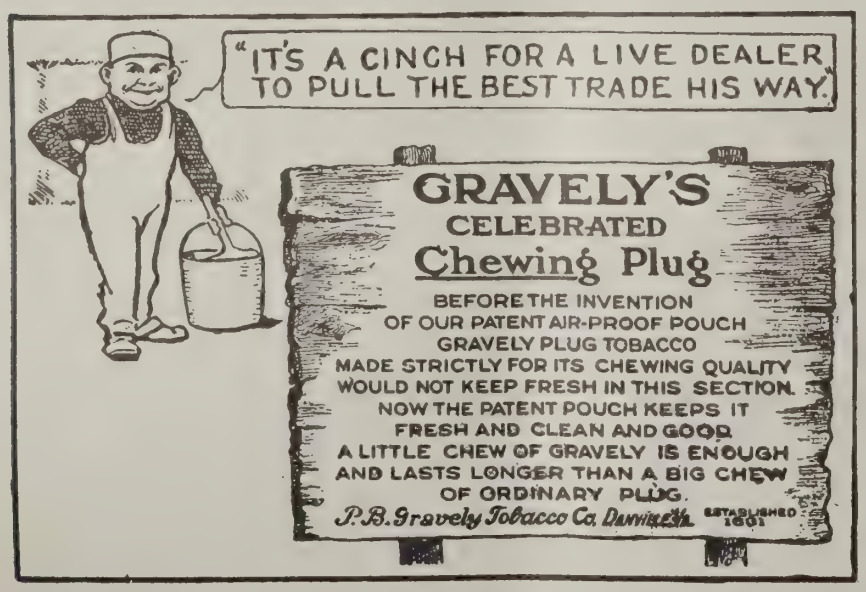
111 FIFTH AVENUE NEW YORK



Supply of Desirable Sumatra is Limited

Wrappers of the Sort Preferred by the American Trade Are Obtainable Only by Paying Very High Prices—While the 1919 Crop Is Good, Yielding Wide Leaf, Etc., the Amount Procurable Is Probably 30 Per Cent Less Than in Normal Times—The Demand for Sumatra Wrappers Makes Sales Figures Notably Stiff at Amsterdam.

AMSTERDAM, Holland, May 30.—After a period of enforced "rest" and delay incident to a strike of harbor workers lasting ten weeks, business proceeds again. At the sale, held here yesterday, Sumatra wrappers, the first of the 1919 crop, were offered. The bulk of the offerings, however, were 1917 and 1918 tobaccos, assortments of leaf representing what was left after the more desirable grades had been selected and withdrawn, in the East Indies, long ago to be taken across the Pacific and sold at the Sumatra inscriptions held in New York during the war.

The new crop as a whole turned out very well, good yielding, wide leaf, glossy and greenish colors. However, the quantity of desirable tobacco is very limited and will be about 25 to 30 per cent less than in normal times.

There were only a few lots offered, of which the Deli Maakehy 1 and Senembah Maakehy 1 K were by far the best.

Because of delayed sailings, occasioned by strikes, not so many American buyers were able to be present at the first sale. Yet the few who were present established the market by paying very high prices. The principal buyers were Cullman Bros., represented by Capt. J. F. Cullman, Jr., who bought about 1,200 bales of Deli My/C, Senembah My/K, Senembah My/SB and WrS/ deli/9.

Hinsdale, Smith & Co. acquired the lot Deli My 1, of which about 400 bales will be shipped to the United States.

William Quanjer, Inc., and the American Malaya Co., together obtained 700 bales of ASTCie/, Holl. Sum-Tob. My; Senembah My/LP, and SSTCy.

H. Duys & Co., Inc., in this deal being associated with Bayuk Bros., purchased a lot of Deli My/Deli Toewa, and further Deli My/TS and some JH/Deli.

Wertheimer Bros. of Baltimore secured a lot of Deli My/W.

Prices for running lots went up as high as 10 guilders 50 cents.

Of the new crop several companies disposed of their entire holdings unseen, thus far.

Deli Batavia Maakehy, Rotterdam Deli, D C M, L P C, S M/Sumatra, in all about 35,000 to 40,000 bales, of which only a small proportion will be shipped to the States.

SHIPMENT PREVENTED

Trouble and Delay Encountered in Forwarding 240 Cases of Tobacco to York, Pa.—Because of the Strike.

Chas. W. Salomon & Co., packers of leaf tobacco at 173 Front street, New York, for four weeks had been trying to make a shipment of 240 cases of tobacco to a customer in York, Pa. But railroad embargoes, freight congestion and inability to get cars, caused one delay after another. Eventually, however, came the welcome information that four cars were available to take freight to York, Pa. Salomon & Co. proceeded to do what they could to have the tobacco forwarded, at once. At extra expense, trucks were obtained to take the tobacco from the warehouse to the depot. But when the alert truckmen arrived at the warehouse, there was a fuss. Discovery was made that non-union men were employed by the warehouse company. Because of the strike in progress, the estimable truckmen became resolutely disinclined to haul or even touch tobacco stored in a warehouse that gave employment to non-union men. So, though they tried hard enough, Salomon & Co. failed to get the 240 cases shipped to the customer who is eager to receive the tobacco.

DETAINED AT THE PIER

Longshoremen's Strike Delays Delivery of Manila Cigars Arriving in New York Months Ago.

Henry Ottenberg, importer and wholesale dealer in cigars at 146 Front street, New York, is patient, good natured, shrewd, experienced, resourceful, energetic and not easily baffled. In the transaction of business, if he can't get what he wants done, it will be agreed by all who know Henry Ottenberg, then conditions are extraordinary.

At pier 50, in New York, Ottenberg has a considerable shipment of Manila cigars, Flor de Luzon and Emperatriz brands, of his own importation. Customers are clamoring for those cigars. Ottenberg is a man who will go far to be of assistance to a customer. But in this case, apparently, he can't help himself. The cigars have been at Pier 50 for two months. And, though he keeps on trying to get them, he is unable to obtain a delivery. Because of the confusion and strife on the water front, persistent trouble associated with the longshoremen's strike, merchants are put to all sorts of bother and expense. Even then, as in the instance related, they may be prevented for months from obtaining possesion of their property.

Unsanitary and Irregular Factories

Edward Dauer, of 96 Cranberry St., Brooklyn, who manufactures cigars, mainly private, brands for jobbers, is outspoken in his criticism of "bedroom cigar factories." He says: "The fellows who convert their living quarters into dingy sweat shops, and make slaves of their own children, are doing an incalculable amount of injury to legitimate cigar manufacturers.

"Many of the 'bedroom factory' fellows work in regular shops during the day, and work some more, in their own places, in the evening."

Tobacco Stocks

	Bid	Asked
American Cigar com.....	129	133
American Cigar pf.....	80	86
American Mach. & Fdy...	130	150
American Snuff	101	107
American Snuff pf.....	77	87
American Sumatra Tob...	87¾	88⅜
American Sumatra pf....	85½	91
America Tobacco	220	235
American Tob. pf. new...	86½	90
A. T. Secur.....	55½	56
Comp. Tab. Rec.....	49	50
Con. Cig.	64	67
Con. Cig. pf.....	78½	79¾
Conley Foil (new).....	25	27
Geo. W. Helme com.....	160	168
Geo. W. Helme pf.....	94	98
Gen. Cigar	65	66
Gen. Cigar pf.....	92	100
J. S. Young pf.....	90	95
Liggett & Myers.....	140	150
Liggett & Myers b.....	131	144
Liggett & Myers pf.....x	98½	102
Lorillard P. x	137	139
Lorillard P. pf..... x	92	100
McAndrews & Forbes....	165	175
McAndrews & Forbes pf..	80	90
Porto Rico Am. Tob.....	115	130
R. J. Reynolds "A".....	615	640
R. J. Reynolds "B".....	500	510
R. J. Reynolds pf.....	100	103
Tobacco Products	68¾	70
Tobacco Products	89½	91½
United Cigar Store.....	130	175
United Cigar Store pf....	100	108
United Drug x	125	130¼
United Drug 1 pf.....	48½	49½
United Drug 2d pf.....	90	..
Weyman Bru. com.....	160	170
Weyman Bru. pf.....	93	97

HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

TOBACCO

10c

Guaranteed by
The American Tobacco Co.
INCORPORATED

You pipe smokers, mix a little "BULL" DURHAM with your favorite tobacco. It's like sugar in your coffee.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

PACKERS OF
PORTO RICO TOBACCO
A SPECIALTY
Importers of Havana and Dealers in Seed Leaf Tobacco
MAX GANS & SON, 197 Water St., N. Y.

Tobacco Crop Well Started Earlier Than Usual

Ideal June Weather Aids Farmers in the Connecticut Valley to Proceed Advantageously in Transplanting—Fields in Fine Condition—Wild Deer Pursued by Dogs Damages a Seed Bed in Windsor—Meetings of Tobacco Growers Planned—Louis King Cigar Co. Brings Suit, Alleging Infringement—New Warehouse of Farnham Tobacco Co. Will Be Ready in October—A Show of Caution Saves a Truck Load of Cased Tobacco.

HARTFORD, June 14.—Ideal June weather, pleasant sunshine, timely rain, heat and moisture, just what tobacco growers wanted, and so most satisfactory progress was made in all the tobacco districts of the Connecticut Valley, last week. Either to get the land in the desired shape or to advance the growth of the young tobacco, conditions hardly could have been better. Fact is, more tobacco has been transplanted to date than was done by June 15 in previous years. This week will see the larger proportion of the crop transplanted. Started off advantageously, even now giving promise of being a banner crop, the tobacco is unusually even, because thus far there has been no resetting of plants.

Most of the growers have all the plants that they can handle. In some cases they have asked their friends to take some, as they cannot get the land ready fast enough.

It is not an unusual thing to see growers starting out with their machines by 9 or 10 o'clock in the morning and setting until 6 or 7 at night and getting three or four acres set during that time. Many are employing girls to pull the plants.

Some of the smaller growers have already finished transplanting. This week will see a record acreage set out. By July 1 the crop should be further advanced than ordinarily, and all that is big enough hoed out.

While the season in New England has been backward and the corn and potatoes are late, the tobacco crop is as early and more forward at this date than in former years, and the land is in as fine a mechanical condition as it ever was to insure the tobacco a quick start and plenty of moisture to carry it along and not being burned up at the start.

In Windsor, Conn., the other day, a wild deer, chased by a dog, sought to escape by plunging through the glass frames covering a tobacco growers' seed bed. Many panes of glass were broken and numerous plants uprooted and trampled down. But the deer, though badly cut by broken glass, managed to get away from the dog.

Plans for the tobacco survey of the State of Connecticut are being perfected and the work will begin at an early date.

The object of this survey is to ascertain the extent and kinds of troubles the farmer has to contend with in growing tobacco.

Benj. Southwick, county agent for the Hartford County Farm Bureau, will have charge of the field workers and he will visit all towns where tobacco is grown. Where there are any signs of trouble he will take samples of plants and of the soil if necessary.

The chemical and botanical work will be done at the experiment station at New Haven, and the extension department of the Connecticut Agricultural College is to co-operate with the survey, but the major part of the survey will be principally in charge of the Hartford County Farm Bureau.

Within the next few weeks there are to be two big meetings of the tobacco growers of Connecticut and Massachusetts, and in addition there are to be other field meetings.

The New England Tobacco Growers' Association is working out plans for a big meeting about August 1, and the Massachusetts Agricultural College at Amherst, Mass., has formulated plans for "farmers' week" the week of July 25, making tobacco day on the 30th. Mr. Hibschman of Pennsylvania and J. W. Alsop of Avon, Conn., are to talk on important topics. They will discuss the relation of cattle and dairy to tobacco growing.

Dr. George H. Chapman, research physiologist of the college, will speak on questions relating to shed burn, pole sweat, canker and other troubles of the cured and fermented leaf.

Dr. Chapman was in Porto Rico last winter studying curing problems and investigating methods used there in curing the crops.

Dr. Chapman claims that much of the damage could be avoided if the growers more thoroughly understood the matter of firing and the safety limits of humidity and temperature.

The Louis King Cigar Co., formerly of Hartford but now located at Philadelphia, brought suit last week against Robert King, Inc., of this city, the issue being alleged infringement of the trade name of the King Perfecto cigar, which for years was manufactured by Louis King, and now is manufactured by the company bearing his name.

Mr. King is not a member of the new company.

In November, 1919, Louis King sold his cigar factory, together with the right to use the name and the label of the "King Perfecto" cigar, and the trade name, the Louis King Cigar Co., to A. M. Davis, G. M. Kahn and J. J. Margulies, who continued the business here until the cigar makers' strike a few months ago, when they refused to grant the demands of the strikers and, being unable to secure help, removed the factory to Philadelphia.

Following the sale of the company last November, Robert King, son of Louis King, organized a company known as the Robert King, Incorporated, and commenced to manufacture the "Robert King Cigar," the sale price being about the same as the Perfecto.

The plaintiffs in their action ask that the defendant be enjoined from the manufacture of his cigar or use of the name under which he has been selling it. They also ask for an accounting of the business done by Robert King, Incorporated, and demand all the profits attained from the sale of the cigar, in addition to $5,000 damages.

The defendant will claim that the trade name is not "The Robert King" cigar as the plaintiffs charge, but "Robert King," and that the box and other details are different. He was in his father's employ before the company was sold.

There seems to be a good supply of labor, but at very high prices.

The demand for cigars seems to be steady and all shops are working full time on orders.

The Goodwin Drug Co. has remodeled the cigar department of their business, and is making special sales of local cigars at 11 cents each.

A little caution, shown properly at the right time, saved a Hartford packer from losing a truck load of valuable tobacco last week. The packer sold a few weeks ago a big lot of cased tobacco to a large cigar manufacturer in New York. The tobacco was to be shipped "as required." A truck driver appeared at the packer's office, bearing what purported to be an order from the cigar manufacturer for the delivery of a number of cases of tobacco. But as no case numbers were recorded in the order, the packer's suspicions were aroused. Immediately he got into communication with the manufacturer and found that the manufacturer had not given any order to a truck driver for any cases. The order was fictitious.

(*Continued on page* 38)

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

FROM THE FIRING LINE

Personal and Trade Jottings

Joe Diaz sailed from New York last week, on a voyage to London.

—

George M. Beyea, representing S. Rupin, Inc., is on a business trip through the West.

—

S. G. Athey, Vice President of the National Cigar Stands Co., is off on a short vacation.

—

Adolph Loewenthal, of P. Loewenthal & Co., New York, is in Milwaukee booking orders for tobaccos.

—

Mannie Hyman is making a tour of the Central West, starring Rodena and other Lincoln & Ulmer brands.

—

L. Schramm, of M. Rosenberg & Co., of 147 Water street, New York, is in Europe on a tobacco purchasing expedition.

—

Samuel Cohen is featuring Jean Bart in Brooklyn and Long Island. Sam says the new University Club size is making a sure hit.

—

Robert Haskins, and Lester P. Read, of the Leaf Department, Imperial Tobacco Co., returned to New York, last Friday, from England.

—

A special cable to H. Duys & Co., of New York, says that the Rotterdam inscription scheduled for June 25, has been postponed to July 7.

—

The new Schulte cigar store at the intersection of Fulton and Washington streets, Brooklyn, was opened for business last Saturday.

—

John A. Lahr, secretary of John W. Merriam & Co., is on a business trip to Mt. Carmel, Pa., and is expected to remain there for a few weeks.

—

S. B. Fisher, advertising manager of the United Cigar Stores Co., left New York last Saturday for Galveston, Texas, on a two weeks' vacation.

—

The Dominion Tobacco Co., of Brooklyn, has adopted a Summer schedule of working hours which eliminates Saturday work. The Saturday hours being added to the other five week-day hours, neither the factory nor office will be opened on Saturdays during the Summer.

David Heyman, Leaf Broker, at 166 Front Street, New York City, is calling on cigar manufacturers and leaf tobacco merchants in the up-State sections.

—

William Weil, representing the leaf tobacco house of P. Loewenthal & Co., of New York, is in St. Louis, seeking to satisfy the wants of cigar manufacturers.

—

G. O. Tuck, of the International Planters' Corporation, was booked to sail for home from Europe on June 11, but changed his plans, and had the booking cancelled.

—

Edward Wodiska, president of the Havana Production Co., is in Cincinnati this week. From there he goes to Memphis, and St. Louis, thence back to the New York office.

—

Carlyle Tobacco, put out by Martin's Limited, of London, is now being featured by the Stearn Co., of 35 Wall Street, New York. This company has the sole American agency.

—

Jesus Rodigues, from the Romeo & Julieta Factory, is in New York, introducing two new sizes: Short Corona, to retail at 50c, and Petite Romeo, to retail at 30c.

—

I. Booth, salesman for Manuel Rodriguez, cigar mnaufacturer, of 130 Maiden Lane, New York, is making the rounds among his trade in Eastern New York and Connecticut.

—

Morris Samuels reminds his house, Josephson Brothers, of New York, every day that he is very much alive and actively attentive to the wants of New Jersey cigar dealers.

—

Henry Everhardt's daily communications to Lincoln & Ulmer, New York, are to the same general effect that Rodena, Flor de Putnam and Garcia Superior are in steady demand.

—

Capt. Crozier is captivating New England with his winning way of presenting the claims of Rodena, Flor de Putnam, Garcia Superior, and so on to the end of the Lincoln and Ulmer line.

—

Juan Fares, and Andrew C. Goess, Jr., who for the past five years were partners in the firm of M. Rodriguez & Co., cigar manufacturers, at 118 Pearl Street, New York, have purchased the interests of the late Manuel Rodriguez, from the estate. They will continue the business under the firm name, as heretofore. They own and make these brands: La Melinda, Mi Adeline, La Flor de Manuel Rodriguez, Brunita, and others.

—

The Hub of Culture has Harry Loewenthal in its midst. Harry is there to provide the Boston cigar fabricators with tobacco from the stocks owned and controlled by P. Loewenthal & Co., of New York.

—

Guy Newman is traversing New Jersey, in the interest of P. Loewenthal & Co., of New York, and incidentally helping the Jersey Cigar factories to keep agoing, by providing them with much needed tobacco.

—

G. S. Nicholas & Son, cigar importers and wholesalers, of 43 Beaver street, New York, complain of their inability to secure a sufficient supply of staple cigar sizes. They say that every ship's cargo is over-sold.

—

Martin Pollowe reluctantly admits that Josephson Brothers have some star salesmen in the outer circles, but as the New York City salesman for the firm, he claims the right to recognition as a shining light.

—

Oliver M. Whallon, a well-known tobacco man, died Thursday, a week ago, in St. Elizabeth's Hospital at Dayton, O. He had been ill nine days. In Dayton he was the representative of C. H. Spitzner & Son, of New York.

—

Karl Cuesta, after making a tour of the Middle West, was in New York last week, on his way to Havana, via Washington and Atlanta. His mother and sister accompany him from Atlanta. He plans going with his father to Spain from Havana.

—

Benjamin Walldman, salesman for Josephson Brothers, has been hitting the cigar trails at a lively rate along the shores of Long Island of late. Ben says that so long as there is a "thirst" for smokes in his territory he cannot be content to take it easy.

—

The Dominion Tobacco Co., of Brooklyn, reports correspondence received from Europe concerning Indians, the American cigarettes made by this company, is very heavy. The indications are that Indians will go across in large and increasing numbers.

—

Samuel Fisher, of Storm, Fisher & Co., cigar manufacturers, is on a two months' selling campaign through the far Western States. He reports that there is a big demand for ten cent goods, and he adds that his leader, Lord Temple, in foil, is supplying the demand, in splendid style.

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

NEVER SAY MATCHES
SAY
VULCAN

No Heads Falling Off

No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH
FOR OVER HALF A CENTURY

Vulcan Match Co., Inc.
26-28 West 44th St.
New York

Telephone Vanderbilt 8176

Receptacles

That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

Your product is protected when handled in these receptacles, because the interest construction is smooth and flawless. Furthermore, these receptacles are sanitary and easily cleaned. The close texture and glossy surface of the fibre prevent the clinging of dust and dirt. The fine appearance lasts under the hardest usage, because the *in-built* color does not run, fade, chip, or wear off.

There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, doffing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate.

Send for special catalogue.

Diamond State Fibre Company
Dept. P.
Bridgeport, Pa. (Near Philadelphia)

In Canada—Diamond State Fibre Company of Canada, Ltd., Toronto

Perry Loewenthal, senior member of P. Loewenthal & Co., New York, is in Connecticut, examining the firm's purchase in Broad Leaf and Havana Seed. He reports that both packings are turning out to his entire satisfaction. He announces that sampling will begin at an early date.

—

Oscar Friedman, manufacturer of the Jean Bart brand of cigars, at 108 Grand street, New York, is now putting out a University Club size, in squares. He says that nearly everybody seems to want the new size and style, which makes it very hard for him to supply the extraordinary demands.

—

B. Wasserman Co. has taken title to the property at 77 Chambers street, New York, and is planning some alterations and improvements, which will better facilitate the handling of its very extensive cigar importing and wholesaling business. This has been its headquarters for many years.

—

B. Wasserman, of B. Wasserman Co., cigar importer and wholesaler, at 77 Chambers street, New York, who has been in poor health for the last six months, has improved to such an extent that he has gone to Belle Harbor, L. I., for the Summer, and it is hoped that he will make an early and complete recovery.

—

The Stearn Co., a cigar importing and wholesale house, 35 Wall street, New York, has become the sole U. S. distributors for the Egyptian cigarette supplied by Evans & Evans, of London, trading as Fribourg & Treyer. These cigarettes are imported direct from Cairo, and are just now on sale for the first time in this country.

—

The Globe Leaf Tobacco Co., of 225 Front street, New York, says that its Southern correspondents report a considerable falling off in the tobacco acreage this year. Likewise there is nothing to encourage a belief that prices will be lowered for a long time to come. They believe, in fact, that prices are more likely to go higher than they are to come down.

—

George W. Mason, Western representative of Josephson Brothers, New York, is setting a swift pace for his fellow salesmen, according to home office reports. Mr. Mason radiates from his home in York, Pa., and he has recently been putting in a lot of effective work in the Keystone State. José Hermanos and other J. B. brands, largely square, are having good runs.

—

Wholesale tobacco dealers in Wisconsin will have a definite central organization, according to articles filed for the Association of Wholesale Tobacconists, a non-stock Milwaukee corporation. The general welfare of the men involved, a clearing house of information on the business, formulation of rules for higher standards, and seeking or preventing of legislation as the interests of the business dictate, will be among the purposes.

—

M. B. Cohen, president of the Dominion Tobacco Co., returned to the headquarters in Brooklyn, a few days ago, from a visit to the tobacco growing sections of the Middle West. Mr. Cohen says that the acreage is almost up to last year's crop, and the farmers believe they will get as much, or more, for the present season's production as the previous one brought. While away, Mr. Cohen visited various cities, notably Cleveland, Columbus, Detroit, Milwaukee and Chicago. He reports the business prospects to be very encouraging.

Non-resident traveling salesmen can now take orders for cigarettes in North Dakota, in an opinion handed down by A. E. Sheets, assistant attorney general of that State. The sale is made when the non-resident dealer accepts the order and the state is without jurisdiction, the opinion holds. The sale of cigarettes is barred in North Dakota, but the dictum handed down by the attorney general's office is expected to have a far reaching effect in that it will allow the shipment of cigarettes into the state on sales made according to the opinion.

—

John H. Goetze, of John H. Goetze & Co., tobacco brokers, at 203 Pearl Street, New York, says that the brisk demand for tobacco to-day, and at unheard-of prices, which he says will go even higher, compared to the sluggishness in the trade a few years ago, when the weed was a "drug" in the market, is simply marvelous. Mr. Goetze says that he has nothing to complain of at the present time, except the prevailing scarcity of certain kinds of tobaccos. He predicts that the pronounced shortage of Sumatras that is now being keenly felt, will become far more acute within the next two or three months.

—

The balance of the $6,564,000 of American Sumatra Tobacco Co. 5-year 7½% sinking fund convertible gold notes not subscribed for by stockholders will shortly be offered for public subscription at 98 and interest, to yield approximately 8%. Chase Securities Corp. and Tucker, Anthony & Co., underwriters of the issue, announce that the distributing syndicate will be headed by themselves, Central Trust Co. and the Federal Securities Corp. of Chicago, Frazier & Co. and Graham, Parsons & Co., Philadelphia, Hambleton & Co. of Baltimore and Hayden, Miller & Co. of Cleveland.

Trade Notes From Near and Far

The United Cigar Stores Co. opened a store Monday in San José, Cal.

—

E. Paulick has sold his cigar and pool business at Grygla, Minn., to V. Anderson.

—

U. G. Orris, of Jordon, Minn., has sold his cigar store and pool room to J. Zellaha.

—

Joe Stone is to open a cigar store with a confectionery department in Trommold, Minn.

—

A. Swanson has sold his cigar and pool business in Staples, Minn., to G. H. Saunders.

—

W. Kopp, of St. Peter, Minn., has sold his cigar store and side lines to P. Zimmerman.

—

Billy Perkings is all smiles in his new cigar and confectionery store in Rhinelander, Wis.

—

E. Regensburg & Sons have purchased a factory building at Tampa from Y. Pendas & Alvarez.

—

A. A. Gatchell has purchased the cigar store and billiard parlor conducted by M. P. Moe, in Pillager, Minn.

—

The Farmers' Tobacco Warehouse Co., at Frankfort, Ky., has increased its capital from $20,000 to $40,000.

—

S. Karon, proprietor of the Western Tobacco Co., Rock Island, Ill., is a business visitor in New York, this week.

—

Louis Klein, the best known retail cigar dealer of Cleveland, Ohio, was in New York, Monday and Tuesday.

—

E. Rosenwald & Bro., of New York, bought a hundred and odd cases of tobacco last Friday at the Rotterdam sale.

—

George E. Mainardy, assistant advertising manager of the American Tobacco Co., is indulging in a week's vacation.

—

Poulides Brothers, cigarette manufacturers, at 69 Pearl street, New York, are "kicking" about the top-lofty prices of tobacco.

—

Louis Urbanek, proposes to try his hand at the cigar and buffet business in Two Rivers, Wis. Hope he will swim to success.

—

R. Goldsmith, of R. Goldsmith & Son, leaf tobacco dealers, at 190 Pearl street, New York City, is calling on cigar factories up-state.

—

M. J. Cassidy & Son, Leaf Tobacco Brokers, at 173 Front Street, New York, say that it is much harder to buy tobacco than it is to sell the weed.

—

On account of slack business, the Supreme Cigar Co., of 197 Pearl Street, New York, laid off all of its cigar makers last Saturday, for an indefinite period.

R. E. Leary, of F. Lozano & Sons, is receiving the sympathy of numerous friends and acquaintances in the cigar trade because of the death of his mother, who passed away Tuesday, at her home in Brooklyn.

—

Except that numerous cigar makers more and more are inclined to believe that the union made a sad mistake in forcing a strike, conditions in Tampa are reported to be unchanged.

—

The United Cigar Stores Co. has secured a long lease on the property at the northwest corner of Fourth and Main streets, La Crosse, Wis., now occupied by Hebberd & Co., druggists.

—

Further assurance that foreign market conditions are growing more encouraging daily with the increased European effort to stabilize exchange, is derived from latest trade reports by the Guaranty Trust Company of New York.

—

Tom. Connor, representing E. P. Cordero & Co., of New York, is shaking hands with, and taking orders from numerous cigar dealers through the Middle West. He is expected back in New York, about four weeks hence.

—

C. R. Sherlock, vice-president of the United Cigar Stores Co., returned to New York from Chicago, Monday, quite satisfied, feeling assured that the choice of the convention is a man who will be approved by the people on election day.

—

Henry Ottenberg, Cigar Importer, of 146 Front Street, New York, says that the Manilas now being brought into the market, are vast improvements over the importations of previous years. Their quality and styles, he says, are not to be "sneezed at."

Camel Cigarettes

YOU get a customer set on buying Camels-by-the-carton and you've put yourself in line for quick-turnovers. Start that sales-system working in your store for bigger business!

Camels have the quality, flavor, and body that keep a man sworn in on Camels for a life-time. And, the Camel carton habit appeals to a smoker for its convenience and satisfaction.

Give customers the Camels-by-the-carton talk. Display the nifty Camel carton on your counter! Get those money making quick-turnovers.

R. J. Reynolds Tobacco Co.
Winston-Salem, N. C.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

UNION LEADER

SMOKING TOBACCO

The Tobacco Products Corporation has fixed the period from Friday, July 2, to July 12 as the vacation season for its sales force. Those who find it necessary or expedient to stay "on the job" during the time set for rest and recreation will get a lay off later.

—

John G. Duncan, vice-president of the Morey Mercantile Co., the big wholesale grocery house, of Denver, is in New York, making many important purchases, among them being a large stock of La Confesion cigars, rapid sellers, manufactured by Benito Rovira Co.

—

The cigar depot of Grosvenor Nicholas & Co., has everything in smooth working order in its new headquarters at 60 Broad street, New York. Manager Somerville says that the corporation is now in better position than ever before to handle its enormous cigar business.

—

C. P. Cadot, of the Liggett & Myers Tobacco Co., delivered the principal address before the Richmond Rotary Club at its meeting in the Hotel Richmond, Wednesday evening, a week ago. Mr. Cadot spoke on the progress of the welfare work of employers among the employees of the tobacco factories.

—

The Fond du Lac Cigar Co. is working on plans for the addition of eighteen feet on the rear of the building at 83 South Main Street, Fond du Lac, Wis. The entire store will be re-decorated and another billiard table added. Improvements will be started at once and it is believed the work will be finished in two weeks.

—

H. L. Judell & Co., of San Francisco, have decided in the future to confine their efforts to the cigar, pipe and candy lines, as due to their increasing trade on these goods the entire space of their large Front street premises will be required. They will therefore give up entirely the sale of tobaccos and cigarettes, which lines they have carried for the past eighteen months.

—

John J. Sander, dealer in cigar manufacturer's supplies, says that his sales lately have been confined chiefly to presses and molds, and these have been coming in at exasperatingly irregular intervals; so much so, that when he would announce the arrival of *molds,* there would be a furious rush for them, resembling the scramble at a department store's once-a-year bargain sale.

—

Another co-operative movement coincident with the adoption of the co-operative store plan is the intention of cigarmakers to start a co-operative cigar factory in Springfield, Mass., in the near future. The announcement was made last week at the central labor union meeting by Business Agent H. P. Hansen of the cigarmakers. It is understood that the project has been under consideration.

—

As many as six striking cigarmakers from Tampa called during one day, Monday, of this week, at the New York offices of F. Garcia & Bros. These men were all conservatives, and looking for work. They declare that they did not want to strike. These workers say that the radicals, who forced the strike, are such extremists that there is not much probability of the Tampa strike ending for many long weeks to come.

—

The Independent Retail Tobacconists' Association will meet hereafter at the Harlem Palace, 115th Street and Fifth Avenue, New York. The next meeting of the association will be held on the evening of July 2. A special program has been arranged for the occasion and refreshments will be served. The association is in good financial condition, having more than $500 in its treasury, and attendance at meetings is increasing 150 per cent.

—

The cooing dove of peace is once more proudly perched over the portals of the S. H. Furgatch & Co. factory, at 1414 Avenue A, New York. A compromise having been effected, the striking cigarmakers went back to their tables Monday, after being away for six weeks, during which time both sides were losers. And now, Mr. Furgatch says, the piper must be paid. He adds that the price of cigars will have to be raised to meet at least a part of the substantial increase that has been allowed to the cigarmakers.

—

Charles W. Salomon, of Charles W. Salomon & Co., Leaf Tobacco packers of New York, returned early last week from a trip to Pennsylvania; he reports that the Cigar factories of the Keystone State are now turning out cigars that are far superior to any of their former products—the sizes, shapes and quality of tobacco used, all being greatly improved. This general improvement is explained by the fact that the present-day-production cost will not warrant the manufacture of an inferior article. A cigar must be made that will bring a price.

—

Harold M. Mannheimer, for ten years in charge of the Leaf Tobacco Department of the General Cigar Co., has joined the forces of Hilson-Reis Cigar Corporation, which is to be the new title of the company succeeding Hilson-Schloss, Inc. His services will greatly increase the efficiency of the organization. It is the intention of Paul M. Reis and Edwin I. Hilson to increase the production of the Hilson-Reis Co. as rapidly as is consistent with conditions. They have taken over another factory, hoping to have their third plant in operation in a short time. The demand for Kenway mild Havana Cigars is steadily increasing, and the company reports that its distributors are on an allotment basis.

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED

DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

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IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

The Newest Creation
Croix de Guerre
(The French War Cross)
SIX SIZES
French Cabinets
English Coronas
American Perfectos
Italian Panetelas
Belgiura Blunts
American Puritanos
JUAN OVAREZ CIGAR CO., 253-255 Church Street, New York
Makers of LORD MILFORD Mild Havana and JUAN OVAREZ Clear Havana

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

"TOBACCO" is published 52 Times a Year.
"TOBACCO" costs *$2.00 a Year*, less than *4 Cents* a week.
Send in your subscription NOW. Try "TOBACCO" for *Six Months* anyhow, $1.00

United States Production During April Compared

Figures Supplied by the Bureau of Internal Revenue

Products.		April, 1919.	April, 1920.
Cigars (large)			
Class A	No.	146,248,014	146,759,900
Class B	No.	196,607,135	215,438,322
Class C	No.	162,918,249	289,461,332
Class D	No.	1,876,188	7,945,714
Class E	No.	2,707,908	3,972,311
Total		510,357,494	663,577,579
Cigars (small)	No.	73,314,273	56,548,853
Cigarettes (large)	No.	1,956,044	9,144,188
Cigarettes (small)	No.	2,650,182,742	3,756,989,397
Snuff, manufactured	lbs.	2,929,118	3,483,204
Tobacco, manufactured	lbs.	29,883,710	34,327,970

Tax-paid products from Porto Rico for the month of March.

Products		March, 1919	March, 1920
Cigars (large)			
Class A.	No.	240,135	3,697,525
Class B.	No.	439,805	3,516,850
Class C.	No.	909,730	7,251,550
Class D.	No.	.....	250,100
Total		1,589,670	14,716,025
Cigars (small)	No.	.....	1,000,000
Cigarettes (large)	No.	.....	50,000
Cigarettes (small)	No.	.....	100,000

Tax-paid products from the Philippine Islands for the month of March.

Products		March, 1919	March, 1920
Cigars (large)			
Class A.	No.	18,787,138	17,393,850
Class B.	No.	6,526,563	8,088,305
Class C.	No.	438,837	2,021,114
Class D.	No.	2,500	2,650
Total		25,755,038	27,505,919
Cigarettes (small)	No.	305,380	114,200

Samsun Tobacco Shipments Classified

(*Continued from page* 11)

Copenhagen	46	3,999	47	4,781
Rotterdam	5,276	288,627	1,473	98,680
Liverpool	848	41,643	180	8,380
Barry	4,840	266,280	.....	.....
Bremen	2,971	226,557	1,156	93,018
Palermo	1,899	95,596	.....	.....
Turin	1,360	78,874	.....	.....
Hamburg	12,143	775,585	10,239	742,729
Odessa	66	3,139	.....	.....
Petrograd	115	4,973	27	1,262
London	3,411	178,561	303	14,440
Boston	33	1,173	36	1,560
Malta	138	8,006	157	10,059
Piraeus	820	25,379	35	1,264
Tunis	10	630	.....	.....
Aden	588	48,844	361	32,040
Geneva	22	961	24	1,217
Philadelphia	472	11,222	290	5,950
Marseille	626	36,733	95	4,550
Viborg	150	6,880	100	5,132
Antwerp	1,090	50,521	1,495	90,082
Berlin	50	2,213	32	1,667
Ancona	4,867	262,124	.....	.....
Frankfort	105	4,848	60	2,670
Cape Town	100	4,446	.....	.....
Helsingfors	100	7,701	161	12,681
Stockholm	349	20,931	475	34,374
Bombay	120	6,157	.....	.....
Moscow	10	505	.....	.....
Melbourne	5	183	5	176
Bristol	.....	.....	1,157	76,581
Constanza	.....	.....	87	7,696
Tientsin	.....	.....	12	652
Vienna	.....	.....	206	7,270
Algiers	.....	.....	4	181
Amsterdam	.....	.....	29	2,541
Brussels	.....	.....	1	5
Hongkong	.....	.....	31	1,359
Total	190,911	10,339,820	82,053	4,541,338

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.
Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE
The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.
H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

LUCKY STRIKE CIGARETTE

IT'S like this. Flavor is the thing that makes your cigarette enjoyable.

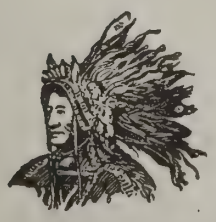
All right, then: Lucky Strike is the cigarette that gives you flavor. Because it's toasted.

Toasting! Flavor! Think of the appetizing flavor of a slice of fresh buttered toast.

And—it's wonderful how toasting improves Burley tobacco.

Isn't that all plain common sense? Of course. Get the Lucky Strike cigarette for flavor. It's toasted.

? Are you a pipe smoker? Then try Lucky Strike tobacco—it's toasted.



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The American Tobacco Co.
INCORPORATED

—which means that if you don't like LUCKY STRIKE Cigarettes you can get your money back from the dealer.

IMPORTS OF CIGARETTE PAPER

For the Week Ending June 12

Consignees: New York.	Per steamer.	From	No. of Cases.
The Surbrug Co.	Philadelphia	Havre	25
Bernard Judae & Co.	"	"	5
Liggett & Myers Tobacco Co.	"	"	20
" " " "	La Touraine	"	50
Gluckmann & Co.	"	"	7
American Tobacco Co.	"	"	306
P. J. Schweitzer.	Rochambeau	"	6
Max Spiegel	Duc d'Abruzzi	Genoa	34
Liggett & Myers Tobacco Co.	Patria	Marseilles	50

Up State Stories

(*Continued from page* 23)

"Good places to work, but I'm thru working," laughed Joe Mainzer, closing his William-Bill case with a bang, and shoving the pipes which wouldn't go in down into the waste basket of the Chit-Chat-Circle. "For I'm on my way to Mandalay, which, in this case, is Bay Shore on the Great South Bay.

"There I'll stay all summer in a cottage by the sea, fishing for eels and dog-shark, y'know, using a favorite motor-boat to stir 'em up and make them think a millionaire is at the end of the line.

"After tiring of such knightly sport I may dive into the surging surf, else ride thru my landed estates in my Pierce Arrow landaulet. This will continue without intermission 'til September or October, I guess. Anyway, the pipe business is slow in the summer, and the factory is sold completely out till Fall, without a single additional order.

"And, with briar blocks advancing from the old price of $3.80 the gross to approximately $24, the outlook for cheaper pipes is very poor indeed. American briar we have tried out to our sorrow. This wood we obtained somewhere in Nebraska, and it just about broke every tool in the factory. It was hard, alright, but not at all suitable for commercial manufacture."

"Looks to me as though all sorts o' commercial manufacture had been stopped," lamented Walter Branche, as he looked thru his mail for a shipment of R-B cigars from the Rosenthal Brothers factory, and consigned to the Branche Brothers Cigar Co., Albany. "Why, I've had R-B's on the road from New York since May the eighth, and I'm all sold out, without a chance to do any work."

"You should worry, Walter," cheered Jim Stubb, making ready to adjourn the Hot Chair Club until the Committee on Committees had reported. "If you can't work, do as I do—put your vest in the seat of your pants, and pretend you've just bought a $100 suit."

"Uh-huh, a feller might do that," yawned Sam Ash, glad that the Hot Chair Club was going out to cool off, "but, unnerstan me, if a goof should need it the suit, an', at the same time, wanna save it the old vest for next Winter, why shouldn't he let some of them there see-gar bills stay on the file e. o. y. —'til the end-of-the-year?"

THE SMOKER.

Connecticut Notes

(*Continued from page* 30)

Owing to the slow deliveries made on shipments of cased tobacco by the railroads during the past month, a large number of cases have been shipped by express to western points.

M. J. Gans has remodeled his warehouse in this city.

The Farnham Tobacco Co. has been delayed remodeling their newly acquired warehouse on account of necessary materials being slow in arriving, but they expect to have the warehouse ready by October to work the 1920 crop.

At their plantation, work is being hustled and they are employing over 100 people getting the crop started.

X. Y. Z.

Lancaster Items

(*Continued from page* 26)

Jos. Froelich, of Jos. Froelich & Sons, Milwaukee, accompanied by his son, Harold, of the firm, is here looking for fancy packing of Pennsylvania to supply Western trade. Mr. Froelich says he has been in business 38 years and still retains customers whom he has served all this time. He says no tobacco is too good for him to buy. He claims, rightfully, that "Give a man a run for his money and he will come back."—DICKIE.

Danville Report

(*Continued from page* 10)

Of the amount sold, 12,438 packages, or about ten million pounds, was delivered to the warehouses by two railway systems entering our city.

To all who have contributed to the continued success of our market by cordial co-operation and splendid ability, due acknowledgment is made.

We trust the coming season has in store for the seller, as well as the buyer, one of great prosperity as well as the continued splendid fellowship that has ever characterized the members of the Danville Tobacco Association.

Respectfully submitted,
E. G. MOSELEY
Chairman Executive Committee.

CIGARS FROM PORTO RICO.

Per S. S. Caracas. Arrived June 11.

Consignees: New York—	Cases
Cien Porciento & Co.	20
Villar Lanza & Co.	30
F. Bonilla	7
Order	3
Total	60

Classified Advertisements

FOR SALE—The following cigar labels with titles:
14,500 sets Alexander the Great-Ins, outs and edging and 500M Bands for $400.
11,000 Sets Lord Vincent, 3 pieces, and edging, for $250.
7,500 Sets Eugene Sue—Ins, outs and edging, and 100M Bands, for $200.
4,800 Sets The Hofbrau—Ins, outs and 83M Bands, for $125.
8,000 Sets Cambridge—Ins, outs, tags and 86M Bands, for $200.
7,500 Sets Lizella, 4 piece set and edging, for $100.
3,500 Sets Charmion—Ins and outs, for $25.
6,000 Sets Grandioso—Ins and outs, for $75.
7,000 Sets La Vio—Ins and outs, and 200M Bands, for $200.
5,000 Sets America—Ins and outs, for $25.
3,500 Sets La Soretta—Ins, outs and edging, and 380M Bands, for $200.
JOHN W. MERRIAM & CO.,
101 Spring St. New York.
Ju-8

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TRAVELING SPECIALTY SALESMEN

TRAVELING SPECIALTY SALESMEN CALLING ON THE CANDY, CIGAR, DRUG AND KINDRED TRADE TO SELL "WORLD'S BEST" PENNY PEANUT VENDING MACHINES. BIG DEMAND. LIBERAL COMMISSIONS. NO SAMPLES. AD-LEE NOVELTY COMPANY, 172 NO. MICHIGAN AVE., CHICAGO, ILLINOIS.

Pacific Coast Representative

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS, PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

CIGAR LABELS FOR SALE

CIGAR MANUFACTURER WILL SELL SOME GOOD LABELS AT LOW PRICES. IF INTERESTED WRITE "LABELS" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. WRITE AT ONCE. "READY" IN CARE TOBACCO, 10 EAST 39th ST., NEW YORK.

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 East 63d Street, New York City

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

Manufacturers of
Cigar, Tobacco and Cigarette Machinery
desiring live wire representatives with offices and selling force in Europe, are requested to communicate at once with Box 10, care
TOBACCO - 10 East 39th St., New York

New OPTIMO
BEST OF THE BEST

BEST OF THE BEST
MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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"The Better to Promote and Defend the Trade"

Many Prominent Tobacco Men at the Convention—Much Interest Attached to the Annual Meeting of the Tobacco Association of the United States at Atlantic City, June 17, 18 and 19—Everything Satisfactory—Excellent Speeches Made by T. M. Carrington, Allen Walker, J. P. Magill and Wm. T. Reed—All the Officers Re-elected—A Silversmith's Masterpiece Presented to the President as a Token of Regard—Dates Fixed for Opening the Markets in Georgia, the Carolinas and Virginia—Steps Taken to Obtain Increased Membership—The Organization Will Do Its Part, Opposing Anti-Tobacco Propaganda—An Enjoyable Dinner at the St. Charles Hotel.

In convention assembled at Atlantic City, the Tobacco Association of the United States, first of all, manifested its friendliness. Towns and cities may strive to outdo each other; between localities there are eager rivalries; each section asserts its own importance; opposing claims to supremacy are made by various districts; throughout tobaccodom, competition is keen, yet, when members of the organization get together, they are genuinely glad; though they are competitors, they welcome an opportunity to meet and talk things over. Additional pleasure was afforded, during the three days devoted to the annual meeting, because of the chance to exchange ideas. While secondary to the work of the convention, the incidental conversations and discussions assisted, undoubtedly, in making the meeting more advantageous and interesting. Proportionate to prestige and ability, usually, is readiness to dispense with minor formalities. Outstanding importance is not diminished by elimination of non-essentials. Progress may be made more satisfactory and rapid by pursuing a direct course. In a way, at once comfortable and dignified, the Tobacco Association proceeded to do business.

The convention met in the assembly hall of the St. Charles Hotel. Upwards of 80 delegates were present when the meeting opened, Friday morning. Col. T. M. Carrington, president of the Association ever since the Association was organized, called the convention to order. No time was wasted on needless preliminaries. Straightway, the president, presented his report. President Carrington's speech (which appears in full on another page) though purposely not optimistic, was heartily approved. All present agreed that Col. Carrington very clearly and faithfully had depicted the conditions now existing in the tobacco trade.

Col. G. E. Webb, the secretary and treasurer, then read his report (which is printed elsewhere in this paper).

President Carrington, in introducing Allen Walker, manager of the foreign trade bureau of the Guaranty Trust Co. of New York, as "one who could speak authoritatively concerning foreign exchange" paid a high tribute to the Guaranty Trust Co., "the biggest trust company in the world." And he illuminated some of the helpful methods of the huge financial institution by telling an interesting story of his own experience as a customer.

"Of Paramount Interest to Every Citizen"

Mr. Walker began by stating that before proceeding to discuss foreign exchange he would like to touch upon one or two observations made by the President during the course of his address. He said:—

"I was interested in what Mr. Carrington had to say in regard to the alleged iniquities from which we suffer on account of the professional politician. He seemed to deplore the fact that we leave all the processes of Government to the whims of those who make a profession of politics—to time-servers and opportunists—men who do not place the safety and welfare of the nation before every other consideration. If this be so, I would like to ask you gentlemen whose fault it is. Is it the fault of any other than ourselves? What have you business men done, or what are you doing to correct such a state of things? Have any of you ever stopped to reflect how this condition has come about?

"From the settlement of this country by the Pilgrims in New England and the Cavaliers in Virginia to the close of the Civil War in 1865, matters of govern-

President Carrington in the center of the front row. Next to him is Secretary Webb holding a portfolio. In front, in the fourth place from right to left, is Col. O. W. Dudley.

At the Annual Meeting of the Tobacco Association of the United States, at Atlantic City, June 18

ment—local and national—were of paramount interest to every citizen. Men of affairs either were *in* the government, or *expected* to be in the government. Men like George Washington, John Marshall, Robert Morris, Thomas Jefferson, James Madison, Benjamin Franklin and men representing prominent families in every part of the country were not only intensely interested in but took an active part in all government affairs. This interest by prominent men—men of affairs drawn from the professions and industries of the country—continued until 1865.

"Prior to the War of the Rebellion, a fortune of a hundred thousand dollars was very unusual, and a man who possessed that much property prior to 1860 would rank as a man today who has a fortune of twenty million dollars.

For example, Governor Coburn of Maine, was the richest man in the State in 1859, and his total property was a little less than a hundred thousand dollars.

"During the Civil War there were unusual opportunities for making money, and larger fortunes were made in this country than ever before. When the war ended there was an enormous industrial development, involving the construction of railroads, building of canals, increase in manufacture—all for the purpose of making money, the appetite for which had been stimulated by fortunes won during the Rebellion.

"The All Absorbing Thought"

"This desire for money soon became the all-absorbing thought and purpose of the men of affairs in the United States. Their whole time was devoted to money making. Necessarily they accumulated large fortunes. This went on for many years until it was noticed that prominent business men were dying early in life from overwork. Then came the realization that it was useless to bestow all this effort for something that could not be taken away after death and which these rich men could not find time to enjoy while living. Business men began to seek recreation—more outdoor living—and they gave less time to business. It had been the custom for busy men to be at their offices at seven o'clock in the morning and stay until they finished their work any time during the night. This close attention to business extended over a long period. Few men could stand the strain, and broken health of body and mind was a frequent occurrence.

"Gradually, big business men began to give more consideration to the care of their health. During these years, however, no attention was paid to the government, little attention to family life, still less attention to the training of children—very little attention to anything except the selfish pursuit of wealth and such meagre care of body and mind as would enable that pursuit to be prolonged.

"After awhile, men noticed that when other men died possessing large wealth their children, without training and without the right sort of education, spent the money not only foolishly and heedlessly, but with injury to themselves and to those about them. Business men began to ask themselves the question as to the use of making a lot of money to have it disappear in the next generation. Why not see that the money was properly cared for, that the fortunes accumulated—properties to be regarded as a great trust—were conserved and the heirs to the fortune trained to use it wisely? Then came a change towards more attention to family matters, to the education of sons and daughters, to the training of boys not only as to the value of money, *but as to how it should be spent.*

Responsibility Can't Be Evaded

"Still, up to this period no thought was given to questions of government. No thought was given to employees. *Their* welfare was not a matter of consideration. The employment of labor was a matter of business—so much labor, so many dollars. How labor lived or how it used its dollars, or whether it had dollars enough, was not considered. This situation, of course, led to the effort of employees to obtain more for their labor. It created labor unions which brought about strikes as factors in the struggle to obtain better conditions for the laborer. This aroused the attention of employers and made them stop and think as they had stopped and thought about their own health, about their families, and about the training of their children. It caused them to think about the welfare of their employees.

Allen Walker
Manager, Foreign Trade Department, Guaranty Trust Co. of New York

"But last and not least the neglect of government continued—*and it still exists.* Is it to be wondered at when first-class men—and even second-class men—paid no attention to the government of which they were intended to be the largest part, that third and fourth-rate men should contribute most largely to the making of our laws? You cannot have any other than third and fourth-rate laws while third and fourth-rate men occupy the halls of legislature. Two generations have grown up and passed away since 1860. After all, is it not even a little surprising that the Republic still lives?

"In elaborating the point which your Chairman touched upon, I merely want to emphasize this matter of neglect of government. The remedy is business leadership, but it requires thoughtful, unselfish and concerted action such as we have never dreamed of before. It requires a new attitude on the part of business men towards one another. It requires insistence on the part of every citizen that the rights of individuals shall never be sacrificed to the threats of a class. Above all, it requires a realization of individual responsibility. When we refer to those who make our laws, we must ask the question,—who is responsible for them? Who are they? What are they? And above all, why are they there, and who put them there?

"Another point made by your Chairman had reference to certain fears which he entertained as to the development of an anti-tobacco campaign. I know what you will say to those who express doubts concerning its seriousness. You will remind them that people at first paid little attention to the prohibition movement and that they suddenly woke up and found prohibition a fact. But do you really believe that the people of the United States so thoroughly welcome legislative infringement upon individual liberty that they will stand for the elimination of the smoking privilege? I cannot believe it. I believe that there is a national reaction against all organized effort which attempts to threaten the personal liberties of the individual granted under the Constitution of the United States, and that any continued attempt to make men and women observe more strictly certain interpretations of the moral law will have the very opposite effect—an effect which may easily sweep the reformers into oblivion and bring about a state of public morals much more to be feared than that which the reformers have publicly deplored.

Increased Production Essential to Prospecity

"Without wishing to impose upon your patience, there is still another point made by your Chairman which I cannot easily pass. It has reference to his advocacy of a curtailment of production in order to maintain prices. I ask you, gentlemen, is it not true that every intelligent citizen in the United States should be anxiously seeking to bring about increased production in every branch of industry and agriculture? Not the United States alone, but the whole world is suffering from the malady of under-production—and in many quarters, from a wilful curtailment of output. We have been pointing out to organized and unorganized labor the folly of decreased production and the shortsightedness of any philosophy involving the performance of mediocre work plus wage profiteering. How can you now as business men logically continue to urge this and, at the same time, suggest an agreement to curtail the production of tobacco leaf, in order to maintain prices? In 'expanded markets' and not 'decreased production' is found the answer. There is no straight-thinking business man in the United States who can justify curtailment of production in any line whatever, and I respectfully suggest that this phase of your problem be given serious reconsideration.

The Question of Foreign Exchange

As to foreign exchange, concerning the difficulties of which your Chairman has spoken, I do not think the problem is a very difficult one to understand at the moment. Money is like every other commodity. When the offerings or symbols of a certain currency are plentiful in a given market, the price of that currency depreciates. When there is a shortage of those symbols and high competitive bidding for them, the price of such currency goes to a premium. When other countries are making large purchases in the United States market and there is a plentiful supply of their forms of remittances to pay for these purchases, then their exchange rate goes down and in the universal bidding for the American dollar—since it is the custom to pay in any and every market in the currency of the country in which the purchases are made—the cost of the dollar goes up.

"Of course, the volume of paper money issued by some of the European nations and the disparity between this volume of paper currency and their gold reserve also act as a depreciating factor, plus national obligations already incurred. But generally speaking, the illustration I have given explains foreign exchange.

"In answer to questions as to what the immediate future offers by way of a restoration of money parities, I can only say that it seems to be expected that the position of the pound sterling will gradually strengthen. With the strong condition of British finance and the soundness of her reconstruction process, British exchange may be expected to gradually improve all the time—except for such occasional fluctuations as a sentimental market may develop. France and Italy have been economizing strictly and have refrained from buying products which they sorely need. They will finally have to make additional purchases and since this is the only available market for a number of important products in demand by these countries it does not seem possible that the franc and the lira have the same opportunity for a steady climb. The movement of the Fall crops from this country will begin in two or three months and that is always a factor affecting European exchange. There is every reason for optimism, however, as to the ways and means by which Europe is recovering. Both France and Italy are making splendid strides towards the restoration of their business structure. In rigidly balancing their budgets and economizing in relation to all government expenditure, they are giving the world every reason to believe that they are on the right road to a sound financial condition. Belgium has already reached the broad highway of financial and industrial stability once more and, as I have already indicated, England will soon be on her economic feet again. In regard to Germany, it is impossible to say anything definite. The fixing of a total sum of indemnity and a certain progress in the handling of problems by the Allied councils, seem to have helped the exchange price of the mark a little lately, and we know that the business people of Germany are making every endeavor to get the country back to work. But the continuance of issues of large amounts of paper money makes us wonder what is back of certain activities of the German Government, and prohibits us from putting anything but a question mark opposite Germany's exchange. The immediate future of Russia, of course, is an entirely unknown quantity and there is no answer to be found until the political skies have become a little clearer.

The Shortest and Surest Route

"There is no short-cut whatever to the solution of the foreign exchange problem. There is no merely artificial effort to be made to restore exchange balances which would not create greater difficulties later on or mean anything more than a mere postponement of the evil hour, with accrued obligations to be met in the end. The whole world requires an infusion of common sense and the sharpest adherence to thrift and economy of every kind. There is needed a definite realization that buying what you do not need is the shortest and surest route to needing what you cannot buy, and that five minutes of restraint with the pocketbook is worth ten years of cursing the profiteer. It is true that we have our difficult problems at home, but we shall come through them, as we always have, if we can keep steady hands on the wheel and carefully chart the seas through which we must sail for the next year or two. No mariner ever reached any port by putting careless helmsmen at the wheel and refusing to look at his charts. A little less hysteria, a little more sanity, a little more vision and a little less parochialism, a little more courage and a little less fear of the troubles that never really happen, will go a long way towards helping us during the next few years to make America the kind of country we all want America to be."

From a Steamship Operator's Viewpoint

J. P. Magill, of Harris, Magill & Co., Inc., steamship operators and ship brokers of New York, referred happily to a previous tobacco convention, held at Old Point Comfort, Va., a year ago. "Then," he said, "gentlemen, you had an opportunity to see one of the world's greatest and best harbors, Hampton Roads, and the vicinity. It will be tremendously to the advantage of the South, yes, and to the entire country, to have American commerce derive all possible assistance incident to a larger, more profitable use of the sea facilities at and adjacent to Norfolk. As natural terminals for practically unlimited ocean traffic, the shipping points convenient to Hampton Roads are unsurpassed. Geographic and climatic conditions are such that ocean borne trade can be concen-

(*Continued on page* 17)

President Carrington's Wise, Candid, Timely and Wholesome Advice

"Have Faith in the Future of the Tobacco Trade"—Apt Statements—Helpful Information—Exhortation to Be Particularly Careful—Encouragement to Endure and Become Stronger—Wisdom, Prudence, Diligence, Moderation and Justice May Be Associated With Assured Prosperity—Clear Explanations of Present Conditions—An Eloquent Plea for Intelligent, Vigorous, Concerted and Persistent Activity—Deep Interest Attached to Every Word of the Address Delivered at the Annual Meeting of the Tobacco Association of the United States.

Tobacco Business, Past, Present and Prospective—Relative to Crops and Prices—In the Bright Tobacco Districts—In the Sections Where Burley Predominates—In the Areas Devoted to Dark Tobaccos—Regarding Foreign Exchange—Because of Delay in Peace Negotiations—The Attitude of Labor—Tobacco Production in Foreign Lands—The Activities of the Association—Transportation Problems—Liberal Loans from Banks Necessary to Finance Tobacco Purchases—A Steadily Growing Membership—Concluding Admonitions—"Statistics That Speak for Themselves."

"In presenting the President's report for the Twentieth Convention of the Tobacco Association of the United States, I find it very hard indeed to say anything worthy of the occasion and to take the advantage of what should be an opportunity of presenting some constructive ideas for the future of the various branches of our calling.

"A year ago, after quite a period of dullness in the tobacco trade, with the adjustment of peace-time conditions, trade became very active, and there was a demand for practically every type of old tobacco, either for export or manufacturing purposes.

"We entered the 1919 crop with possibly 25% increase in planting over any previous bright tobacco crop and with probably an equally large Burley crop and also a large crop of dark Kentucky.

"The prices started off in South Carolina the first few weeks at a very low average. Part of this was due to the number of markets which had to be covered, with poor shipping conditions and with apparent growth on the hill of more than would take care of any imaginable needs. A long spell of rainy weather damaged the crop in the Bright, Burley and Dark Kentucky sections. This was especially applicable to the Bright and Burley tobacco. It has been variously estimated that the damage, due to these bad weather conditions, was around 30%. In bright tobacco the continued good demand, especially for export bright cigarette and the finer types of cutting and cigarette grades, carried the market steadily up until the latter part of December, when, with bad railroad conditions and overproduction by the manufacturers, the foreign demand especially called a halt on activities, since which the trade has gradually simmered down to one that principally developed in hopes with a very occasional realization of anything tangible.

"The bright tobacco grown in 1918 was estimated to be around 450,000,000 pounds, which averaged very high values (something like 35c.). This large crop was practically absorbed, which was followed by a 470,000,000 crop, averaging over 50c., the greater part of which has also been taken up, which, on its face, must suggest the pronounced increase in the consumption of bright tobacco, principally from cigarette consumption, and as demand is the fundamental basis of values, the supply now available, and from reports regarding the new crop, which are not particularly encouraging from many sections, it would appear that the supply should be somewhere in the neighborhood of demand. Of course, the very high prices in 1919 offered every inducement for planters to increase their crops and for new territory to commence cultivation of this species. However, the scarcity of labor and the very high price if it can be obtained at all, the high price of fertilizer and building material for new barns, have all been factors that entered into the crop to be kept within a compass of reasonableness.

"At the suggestion of representatives of Eastern North Carolina, your president attended a meeting at Wilson, N. C., put out a circular stating the facts that existed regarding the demand and the adverse conditions against exporting tobacco, and warned the farmers against planting any more tobacco than would produce any larger crop than was made in 1919, and it is believed, by those who were in position to know, that this had some effect. To what extent, it is hard to make an estimate, but from reports received of the planting of bright tobacco, it is possibly a little under that of last year (certainly no more), and this surely reflects great credit upon the sense, judgment and foresight of the farmers, who were not so badly fooled by the excessive prices paid for the 1919 crop as the buyers who bought it. The prices paid in 1919 were wrongly high, and therefore consideration should be given the matter of conservation by those who buy tobacco in sufficient quantities to be a factor in establishing values.

"Again the attention should be called to the unfortunate repetition, though not so marked this year as last, of the great decline in prices at the end of the season. Of course, the reason given by many is that the crop had been underestimated, but we all have to pay for our mistakes, and I respectfully submit that it is an obligation of the large buyers if they make the mistake of underestimating the crop to stay in and see that those farmers who do not rush the tobacco and thereby contribute to heavy gluts are not penalized.

"There were 315,000,000 pounds of Burley produced in 1918, which averaged about 32½c., and under this stimulus of high prices there was a very large crop planted, and the bad seasons cut this crop considerably in point of color and to some extent in weight, but nevertheless a large crop was produced, estimated to be 295,000,000 pounds. The prices of this tobacco started fairly high and continued with an upward tendency until later in the season, when such a large proportion of medium and common tobacco could not find the demand necessary to take it, and the averages were considerably reduced, but at no time was good, desirable tobacco, either colory or red Burley, very much depreciated in value. Burley now enters very largely into cigarette manufacture, and cut plug smoking seems to be increasing in popularity without cessation.

"The Kentucky crop started fairly well in prices but gradually reduced on account of foreign conditions, and as most of this tobacco goes to Europe the reason can be very readily understood.

"The dark Virginia crop was very small and of very poor quality, but sold at good prices where the tobacco had any quality.

"The future of the dark crop is very uncertain, as much depends on the seasons almost as the planting, and it is hard to venture any intelligent opinion. To sum the matter up, the great reduction in value came about when European conditions became so complicated that exchange got very low, and outside of England exchange was and still continues at such a low ebb that some system must be worked out, that has not been up to this time, of shipping tobacco needed in foreign countries. With anything like normal exchange the demand for tobacco would be very large.

"Regarding exchange, it seems to be based on an old theory of balance of trade, which means practically that when the United States ships more to a foreign country than it receives just in such unknown proportion exchange in that country is depreciated, and we must have the hope that these countries, one of these days, will settle down to work and productiveness will again be the order of the day and exporting to this country will resume its old-time position. Personally I have the conviction that most of these conditions arise from the failure of the United States Senate to authorize this country to become a party to the treaty and also declining to allow this country to become a part of the League of Nations. Vindictive partisanship defeated these measures and was a poor demonstration of representative government. Of course the Peace Treaty was made by the victorious nations, who were worked up in the most intense manner, due to the fiendish manner in which the Germans carried on the war, but a treaty that would serve notice on the enemies of the Allies that they had been whipped and could only be treated as vanquished was the only method of impressing upon them the fact that they had been conquered, and the failure of the United States to become a party to this treaty gave every incentive to every enemy country to take comfort that the United States was not in sympathy with her allies, which resulted in hopes of conquered nations that they could again assume their old-time places and possibly methods of government as in the past. The League of Nations was inaugurated by an ex-Republican President (William H. Taft), and its principles undertaken to be put in concrete form by our Democratic President (Wilson), but bitter partisanship asserted itself, and the United States is still without a hand in the great constructive hope of the future peace of the world. However imaginative this document may be, or however impracticable its application might turn out, nevertheless it does appear that something of this sort should be put into operation or the governments of the leading nations of the world will have to continue to apply their energies chiefly to making preparations to defend themselves against future aggressions which finally lead to wars.

"Many of our leading statesmen have taken the position that this country should not be embroiled in any foreign complications on the ground that this was the theory of the Government under Washington. They evidently did not take into consideration the fact that Washington and Jefferson considered this country an agricultural one and never expected it to be a manufacturing one to the extent of exports. Neither could the wildest vision contemplate the 'globe trotters' who crowd the steamboats to visit all parts of the world (sometimes on business, but mostly to spend a big roll of their surplus wealth), and under these conditions certainly no wars of any widespread nature could fail to draw us in, as exporters will continue to export and people will insist upon traveling, with both classes demanding protection of their country.

"The fundamental trouble is that politics has become a profession, and in our country, and no doubt it is true of others, respective political parties consider their existence of more importance than anything else, at the expense of sane, businesslike, fair, co-operative methods. The best minds, as a rule, are now only in the avenues of trade, finance and profession, and pay unfortunately very little attention to the selection of men who have to make and administer laws on which the happiness and welfare of the country so much depends, and it looks as if it would take some great effort or revolution to arouse our leading citizens to an obligation of their civic duties.

"The great difficulty lies in the reverse proposition of the 'office seeking the man,' and whether it be a county supervisor or the President of the United States, the voter is importuned by a propaganda of advertising and legal solicitations which involves, in the higher offices, an expense that no one without large means or he with an inordinate appetite for office can undertake, and as long as this condition exists so long will we have to suffer the penalty and be governed by professional politicians. It almost makes us believe that the fears of Washington, Madison and Marshall have been realized, when just after the Revolutionary War their correspondence shows that they were wondering if democracy was not a mistake, due to the fact, then as now, of the majority of the votes being cast for other reasons than those of selecting the best man for office.

"To all of these troubles I add the attitude of labor, for which attitude the financial powers of our country are to a considerable degree responsible, and the neglect of this responsibility is an added factor to the politicians listening with a most anxious and responsive ear to the demands of labor. The bulk of this agitation is due to the foreign element that has been brought to this country, not for its good, but in order, first, for the steamboats to make money out of it through their passage and, second, for the development of the industries that need common labor, which, while adding a great deal to the wealth of our country but especially to individuals, has been a most troublesome factor, and this development and this wealth has caused this country a great deal of unhappy conditions that spasmodically, but almost always exist wherever there is a large population of the foreign element. Happily in the sections of the country from which members of this Association came they are comparatively free of this foreign element, and may it continue so, although some of us may not thereby be able to become millionaires. The common labor, in the part of the country in which we are interested, is the negro, who, with some exceptions, is uider good control, and if he is let alone by the theories of uplift of the black race by those who originally brought them over, then sold them to the South, and his political ambitions are not aroused by scheming politicians we can hope to continue on the present status.

"In the last report attention was called to the quantity of tobacco produced in foreign countries. In India the increase is no doubt going on, and Japan is still producing around 100,000,000 pounds of tobacco. China is still making tobacco, but of such quality that unless entirely new methods have developed it will come very little into competition with our bright cigarette tobacco. All of these countries are more and more offering opportunities of importing into them the manufactured article from the United States.

"The activities of our Association for the past year have not been very pronounced, but we did take up the very important matter with the Revenue Department and finally succeeded in getting the regulations arranged with the least possible bad results and doing away with as much extra work as possible. The committee having charge of this matter had every co-operation of the Commissioner of Internal Revenue (Mr. Roper), but the law had been passed, which he could not change, and the regulations of course had to conform to the law. There have been several different interpretations by the many deputy collectors throughout the tobacco territory, but in the main there has been no serious difficulty and certainly no serious trouble. As a rule, they all recognized that they were new and time had to be taken for the different trades of tobacco to adjust themselves to the new conditions. We also, in co-operation with warehousemen, arranged dates of sales satisfactorily.

"It was suggested, at the last meet-

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NEW YORK, THURSDAY, JUNE 24, 1920.

The Killers of Joy

Tobacco next! and then—Heaven knows
To rob us of what else they'll try!
Those pitiful anæmic foes
Of all the things that dulcify
Our mortal lot—poor you and I—
Making their mission—and commission!—
Where Pleasure is to peer and pry
Why not prohibit Prohibition?
'Tis time to make an end of those,
The sneak, the tell-tale, and the spy—
Poking about with pruient nose,
And fingering everybody's pie,
Looking with sanctimonious eye,
And sick tibilinous suspicion,
On all the fun beneath the sky—
Why not prohibit Prohibition?
—*Richard Le Gallienne in Judge.*

HARDLY DENIED

Any adequate consideration of the problem of national defense must include a consideration of universal military training; and no consideration of universal military training is adequate which ignores the vital relation between the two subjects. A system of national defense must provide manpower. It must also provide for the organization and training of that manpower. Without these, there can be no army. Theoretically, the entire manpower of the Nation is liable and available for defense, but organized and untrained men, however numerous, do not constitute an army. The immediate, practical problem of defense, therefore, is how to make the manpower of the Nation available, at the least cost and sacrifice to the Nation and the individuals composing it.

Organization and training can, of course, be carried to the highest point of efficiency in a permanent army of professional soldiers; but every consideration of expediency and economy forbids exclusive reliance on such an army. The only alternative is a potential army, which can spring into existence and function at call when needed. Service in such potential army must be either voluntary or compulsory; if the system of voluntary service proves inadequate in any emergency, there is no escape from compulsory service. As a matter of fact, the volunteer system proved inadequate in our Revolutionary War, in the War of 1812, and in the Civil War. Resort to the forced draft was necessary in the Civil War, and conscription in the recent war. We could not have raised a sufficient force for the World War by voluntary enlistment; nor would we have dared to risk it. Necessity is not the only consideration in the choice between these two forms of service. Citizenship involves equal obligations as well as equal rights. It is not to the best interest of society and the State that the "willing worker" should render all of the public service.

Conscription provides manpower but does not reach the questions of organization and training. The question then narrows itself down to this: Shall organization and training be postponed until the extreme emergency arises, or shall we prepare beforehand for any possible emergency?

HOW OPINIONS DIFFER

Charges that prohibitionists are behind a movement to wipe out the tobacco industry were made in some instances, last week, when a canvass of Louisville dealers and manufacturers was undertaken.

So asserted W. D. Collins, president of the Louisville Tobacco Board of Trade. Others engaged in putting one of Kentucky's leading products on the market held similar opinions.

"It is the prohibitionists, a portion of them, anyway, who would take away the satisfaction of the cigarette and the solace of the pipe," Mr. Collins said.

Another pointed out that the fight against tobacco has not progressed far enough to be alarming.

"We are not worried," he said, "but we have begun to take precautions."

According to John G. Hager, manager of the National Tobacco Works, there is no concerted action among anti-tobacconists in Louisville.

"The fight seems to be centered in the East," he said.

Mr. Hager would not have "the tobacco people caught in a net like the whisky people."

"Nor will we be caught," he asserted. "The whisky people made their mistake when they waited while the prohibitionists grew giantlike.

"We are defending our interests chiefly by pro-tobacco propaganda. Perhaps you have noticed advertisements of large companies. They mean to nip the 'anti' movement in the bud."

As quoted by the Courier-Journal: "Another Louisville manufacturer declared, however, that only a small part of the prohibition strength is against tobacco.

"The majority favor the industry," he said.

THE WHOLE THEORY OF THE LAW

Fair practices are the normal. Unfair practices are the abnormal and they are symptoms of a business disease or disorder. Unfair practices divide themselves, generally, into combinations and monopolies on the one hand and unfair competition on the other hand.

In the beginning of English law, unfair competition contemplated almost solely the protection of trade marks, and originally the wrong was conceived to be merely a wrong against the owner of the trade mark.

The next step was when the courts extended the principle so as to recognize that not only the owner of the trade mark might suffer from its infringement, but his customers—that is the public—had an interest which it had a right to have protected. The public had a right to be guarded against substitution. It had a right to get what it asked for. The element of public interest thus introduced has steadily grown both in statute law and by court decision, until it is no longer the private right but the public interest about which revolves the whole theory of the law with respect to fair and unfair trade practices as well as monopolies and conspiracies in restraint of trade. While the private wrong is still recognized and a remedy by private suit is provided for it, the private wrong is secondary. The public interest comes first.

It was in Queen Elizabeth's time that the state began to move against monopoly. One of the most pleasant pastimes of royalty in the ancient days was to grant monopolies to its favorites. The granting of special privilege and so creating a privileged class, seems to be a universal vice of all forms of government and one that first weakens and then destroys the government itself. In Queen Elizabeth's time, almost four hundred years ago, a monopoly was first declared to be illegal. It was for the manufacture and sale of playing cards and twenty-five years later, namely in 1624, Parliament enacted the Anti-Monopoly Act. About half a century after that the King was forbidden to create or grant new monopolies.—*William B. Colver.*

MANY MEN ARE OUT OF WORK

"A factor not to be overlooked at the present time," says the National Bank of Commerce in New York, "is the increasing unemployment. In some districts large numbers of men are out of work as a result of disorganized transportation. This effect has been especially noteworthy in the coal regions and in the great centers of automobile manufacture. Refusal of the public to accept increased prices, or even to maintain a volume of purchase equal to that of recent months at the level of prices then prevailing, has reacted sharply on some sections of the textile industry and on the garment trades. Considerable unemployment in these industries has resulted. If this is of brief duration, it need have no serious effects, but prolonged and widespread unemployment rapidly destroys buying power and produces social unrest, so that a far-seeing policy will indicate its avoidance if this is at all possible.

"The agricultural districts continue to suffer from labor shortage, but it is now believed that reasonably adequate help for the harvests will be secured. The agricultural outlook is on the whole quite favorable for the grain crops. However, a large part of the wheat crop is now in its most critical stage, and considerable variation from the present estimate is not unlikely. Corn is late through wide areas, but it is yet too early to draw any conclusions as to the crop. The estimate of condition of cotton as 62.4 per cent of normal, the lowest on record, is not of so much concern to the South, which is each year less dependent on cotton, as it is to the cotton textile industry of the world."

SALESMANSHIP COMING BACK

Salesmanship in many lines of industry has become a lost art because of the abnormal conditions of recent years. One result is that the place of the salesman and the sales manager in the structure of an organization has been lowered. Directors, presidents and leading vice-presidents have been concerned almost wholly with problems of production, not distribution or consumption. The sales manager has too often come to be looked upon as a somewhat ornamental part of the machine. The production men have towered up as the giants of the organization. The voice of the sales manager has commanded little respect or attention. Sales managers, salesmen, salesmanship consequently have suffered. Their status has gone down.

We are facing changed conditions. Sales managers and salesmen are to have opportunity to come into their own again. Their services are to be needed. Their counsel will be sought. Their voices will be listened to. A new period is opening. Directors and chief executives are to learn that production is not the be-all and end-all of all industry. They are to learn what many of them have tended to forget, namely, that production without adequate distribution is of no avail. Production of itself fills no pay envelopes. Wage-money comes from sales.—*Forbes Magazine.*

Striking cigar makers in Tampa are said to be "discouraged and disgusted."

A Tobacco Trust Trying to Get in Dutch

The N. V. Tabaks Unie Endeavoring to Absorb Important Competitors in Holland—International Tobacco Traffic and the Tabakindustrie v/h Gefrs Philips Are Prime Movers in the Huge Combination—The Planned Consolidation of Big Tobacco Concerns Is an Outgrowth of Government Control During the War—Netherlands Tobacco Business Briefly Reviewed—The Development of Cigarette Manufacturing in Holland—Dutch Manufacturers Have Obtained Much Trade Formerly Controlled by Germany.

AMSTERDAM, Holland, June 5.—A huge tobacco "trust" is in a formative state here. The N. V. Tabaks Unie is said to be seeking to buy up practically all companies and firms doing important business in Holland. The scheme is being pushed rapidly, on the stock exchange as well as in counting rooms and factory offices. The plan assumes to include the planting and cultivation of tobacco or the trading in leaf and the manufacture and sale of cigars, cigarettes, etc.

The principal founders of the new trust are the International Tobacco Traffic and the Tabakindustrie v/hGebrs. Philips. Both of these concerns were eager to enlarge their fields of activity without cutting each other's throat by competition. Therefore they formed a combination to absorb other competitors. The paid-in capital of the new trust will be 10,100,000 guilders at the outset and the capitalization will be enlarged as more firms and companies are absorbed. The plan is not a mere scheme of stock speculation but a serious business undertaking. It is so serious that it has alarmed not only the retail trade but also the consumers. So far, however, definite measures have not been taken by either party, for the concrete results of consolidation have not been felt as yet.

Consolidation is a natural (or unnatural) product of the war. Dutch tobacco interests certainly had their ups and downs of prices, government control, embargo and blockade, variegated, bewildering and staggering.

A review of those kaleidoscopic changes, published in the 23d annual edition of *Sumatra Tabac,* by Henri Dentz, of Amsterdam, is very interesting, although some of the things depicted make statesmen, economists and politicians appear "about as rational as a chicken whose head has been chopped off."

When war was declared a panic ensued. Dealers having remnants of the 1913 crop on hand were vainly trying to dispose of such tobacco as they had. Manufacturers were holding back, afraid to buy. A number of weeks elapsed before manufacturers recovered some of their confidence. But prices remained low. In those days everybody thought or at least hoped that the war would be over in a few months. In 1915, however, the tobacco business settled down on a war basis. In the Fall prices began to rise, all around. There was an accentuated demand for Crossohs. Prices rose continuously, to drop whenever there were rumors of proximate peace.

During 1915 Holland did a good business in Germany and Austria. Then the Allies tried their hand and forced Holland to form the NOT (Netherlands Overseas Trust) an organization to control exports. The NOT put a practical stop to open tobacco exports, as far as Germany was concerned. But the German and German hinterland's demands for tobacco, concentrated upon Holland, were too vigorous to be denied. Tobacco did go into Germany, with or without consent of the NOT, so much so indeed that Germany, in August, 1916, put a ban on tobacco imports. The Kaiser did not want so much money to go up in tobacco smoke. He said he preferred the smoke of powder. This caused dismay in Holland and sharp talk on the part of smokers in Germany. The result was the formation of the Detag, a corporation having semi-official control of tobacco in Germany. In 1917 the prices were high, partly on account of the quality of the crop. At the same time even the tobacco manufacturing industry in Holland began to feel the scarcity of leaf tobacco. To please domestic manufacturers the Dutch government placed an export embargo on tobacco. This led to a smash in the tobacco market. The importers and merchants sent up a howl and the Government was forced to recede. In June, 1917, the Allgemeen Tabak Syndikat saw the light. It was to satisfy both importers and manufacturers. The export embargo was lifted July 3, 1917. As a consequence, the prices of all grades rose rapidly. The upward movement was enhanced by the Allied blockade, interrupting communication with the Dutch East Indies. The scarcity led to "chain trade," the tobacco passing through a number of profiteering hands on its way from the importer to the manufacturer. The top notch of prices was reached in January and February, 1918.

Then the Rijksbureau voor Tabak was formed by the government. This bureau controlled imports and exports as well as distribution of domestic supplies and manufacturing. In May, 1918, the bureau placed another embargo on all raw tobacco exports. The scarcity had become acute at that time, since the Allied blockade had become more absolute than ever. The embargo was not lifted until July last year, seven months after the signing of the armistice.

Central control of the whole tobacco trade by the government, initiated during the war, really originated the plan for a huge trust controlling the entire business. After going through the vagaries and vicissitudes of war conditions, the tobacco business of Holand was about ready to turn over a new leaf, it was thought by leading tobacco capitalists, and the attempt to make a turn now attracts attention.

In the meantime the Dutch cigarette industry, practically unknown and nonexistent before the war, has grown to be a very husky war baby. In fact, the Dutch baby has already swallowed much of, if not the whole, foreign cigarette trade formerly enjoyed by Germany. Five years ago only a few small firms manufactured cigarettes in Holland. Dutch cigarette smokers, as a rule favored foreign brands. At any rate, Holland imported large quantities of cigarettes, and she exported none to speak of. The war changed all this.

The ban on imports stimulated manufacturing at home, if it did cut the profits of the big importing and exporting houses. Dutch cigarette manufacturers increased their production in order to supply domestic demands. Factories were enlarged and manufacturers of cigars branched out into the cigarette business, a line formerly rather despised by the august cigar kings.

Suddenly there was a scarcity of cigarette tobacco in Holland, as the Dutch had never imported much cigarette tobacco and staples were limited in consequence. To overcome the shortage, cigarette manufacturers used tobacco not ordinarily destined to be rolled in paper wrappers.

When the armistice was signed and cigarette tobacco became available foreign firms again sought a market in Holland. The Dutch again preferred the real cigarette to the Dutch cigarette, consisting of coarse tobacco. Dutch manufacturers had huge stocks of their cigarettes on hand, but Dutch smokers were unwilling to buy the inferior cigarettes.

Dutch cigarette manufacturers were forced into the exporting business. They had to seek foreign markets in order to get rid of stocks which they could not sell at home. Thus millions and millions of Dutch cigarettes were shipped to Poland, Finland and other countries where smokers were not so particular as the Dutch. At the same time the Dutch manufacturers went after real cigarette tobacco. They bought all the Oriental tobacco landed on Dutch docks. Most of this tobacco originally was booked for Germany. But when the German mark began to drop, German manufacturers were unable to pay the higher prices and were glad to sell their tobacco to the Dutch.

At the same time the drop in money values caused a smash in Turkish, Greek and Macedonian tobaccos. The Dutch profited by this situation. They supplied the home market, cutting out foreign competition, and gathered in the foreign markets abandoned by the Germans. Dutch manufacturers claim they are now supplying practically all the foreign trade formerly controlled by German firms. So the Dutch built up a large trade in the short space of five years, simultaneously excluding foreign trade from Netherlands markets.

In order to maintain their newly acquired business the Dutch have induced Turkish and Greek tobacco experts to settle in Holland. Many Turkish, Greek and Macedonian cigarette makers have been drawn to Holland, where they are earning high wages. In consequence some of the new Dutch brands are now in demand the world over. Among the leaders are the products of the Victoria Egyptian Cigarette Co. of Rotterdam and of Gebroeder Philips of Maastricht, although the latter concern manufactured cigars only up to the war.

Philips Brothers are leading and active promoters of the newly formed trusts.

Thus cigar and cigarette manufacturers are exerting themselves in the endeavor to make the Dutch cigarette as well liked as the Dutch cigar is in all the markets of the world.

Samsun Tobacco Production in 1919

S. D. Karadish, importer of leaf tobacco at 25 Beaver street, New York, commenting on the information supplied by the Regie Ottoman to E. G. Mears, American Trade Commissioner at Constantinople, and published in TOBACCO last week, takes note of the fact that the Regie's Samsun statistics for 1919 were based on permits granted to planters. And, he says: "According to figures received from our office in Samsun, the exact Samsun production in 1919 was 883,000 kilos Baffra, 1,152,380 kilos and Tsarchamba 40,450 kilos.

Switzerland has raised the duty on cigars and cigarettes. The increase on cigars in woden boxes is 30 per cent and on cigarettes 60 per cent. The increase was ordered to take effect immediately.

Pictured above are ten particular reasons why shipments of Bayuk Bros. goods should be made promptly. The ten autos were provided by the McMahan & Leib Co., of Indianapolis, to assure quick distribution. For additional details apply at once to "Joe" Carlisle, sales manager for Bayuk Bros.

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - - NORTH CAROLINA, U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

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LEAF TOBACCO

MARTINSVILLE VIRGINIA, U. S. A.

Cable "Tyack" — Codes { Western Union, Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES

CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

President Carrington's Address

(*Continued from page 5*)

ing, that several committees should be appointed, but this work has only been carried on in a desultory way when the occasion arose to call for some remedy. In fact, the whole country, in all of its various branches, has been in such a chaotic condition that very little intelligent action could be taken. The matter of transportation, of turning the railroads back to private ownership, and the proposed advance in freight rates, with the assistance that the Government has rendered them, should, in a little while, improve conditions very much, and the roads should have a chance to prove that they will measure up before any drastic action should be taken against them. Allow me to suggest that we give the transportation companies every co-operative assistance by promptly unloading cars and making the carload lots as full as possible, and in gaining their confidence in this co-operation let us insist that men of high-class integrity, as well as ability, be put in charge by the 'powers that be,' and that these 'powers' should not be too insistent on profits, which, very frequently, can only be made at the expense of injury to the commercial community. As a rule, the gentlemen in the transportation companies, with whom we come in contact, are of the highest type, but are very frequently hampered by conditions they cannot control.

"Foreign steamboat transportation, which was under much discussion at our last meeting, has gotten more satisfactory since we have had very little to ship. During the fall, however, the conditions were about as bad as they possibly could be, and there was absolutely no recourse to any authority that could make a ship take tobacco that promised to carry it on a certain date, but we hope that after this Presidential year is over Congress may settle down to business and the majority of them not apply all of their time to the future salvation of the party, and that some suggested legislation can be enacted that will initiate some improvement as to contracts with steamship companies.

"In insurance, in the State of Virginia, there were many improvements made in the rules and regulations, and as these laws apply individually to States, it is a matter that each State will have to take up according to its requirements.

"In finance, the foreign exchange has been touched upon. and as far as money is concerned for our own uses, it seems that we are facing rather complex conditions. The Federal Reserve Board has seen fit to put in operation certain rules and regulations to discourage high finance, which has certainly been operative in a good many directions, and they regard this as necessary, but like all laws that are made to control the guilty some of the innocent have to suffer, and we should all thoroughly try to appreciate and understand that unless some effort is made to curb the many adventurous spirits inflation will become absolute. That the Federal Reserve System should charge 6% for Government bonds, that were taken for patriotic purposes, does seem hard and inexplicable, but there are so many ways for ingenious people to get around rules, when exceptions are made, that this may have been necessary. I think the Southern bankers, however, ought to appreciate that the crop of tobacco must be paid for in cash, and the Federal Reserve banks, in the several tobacco growing districts should be as liberal as possible with the banks that are financing tobacco buyers. This money is only out for a short time, and the great bulk of it gets back into circulation very quickly. I would suggest that it might be in order to appoint a committee to take this matter up with the Federal Reserve banks, in the districts in which our tobacco interests are situated, and place the facts squarely before them, in order that they may appreciate that their member banks will need liberal treatment in moving the crop of tobacco this season, especially under the circumstances that the foreign shipments, for some time, will probably be very small, and therefore we will not be able to get foreign money, which is the only real surplus that gets into the country.

"Our membership, I am glad to say, is steadily growing, and we have many additions from a very important part of the trade (the warehousemen), who possibly have the hardest duty to perform in the several personalities of the tobacco trade, as they have first got to please the farmer and keep the friendship of the buyer, and as their interests are absolutely antagonistic they have got to be as wise as a serpent and as harmless as a dove, with the qualities of a diplomat and the patience of a saint. We are glad to have one of the Associated Warehousemen at the meeting at this time and will have the pleasure of hearing some of their points of view before this convention adjourns.

"Referring again to the acreage of tobacco, it does seem that this Association should try to work out some plan by which information can be gotten to the farmers as to the amount, under prevailing conditions, that should be needed. Of course, in these times, and especially in reference to foreign conditions heretofore alluded to, it is very uncertain, but if they ever become normal again a pretty fair estimate can be made, and if possible this knowledge should be circulated through the offices of the agricultural bureaus of the States interested.

"Another important factor is the bad results of crowding the small buyers out. They are needed to steady prices and to take care of large crops, and for no other reason than that of expediency should this matter be given consideration.

"And in conclusion I beg to submit what would be the acme of desirable conditions in our tobacco business, subject to amendments or eliminations or additions that the viewpoints of each member of this organization may call for.

"1. To be let alone regarding the use of tobacco. It does no harm unless used to excess, which is a condition that applies to any and everything upon the face of the earth.

"2. Prices high enough to keep the farmers planting enough tobacco to keep the trade properly supplied and no over-production so great as to depress prices below the cost of production.

"3. Insurance rates based on what a man can do and not on what he should do.

"4. Money to be available for all sensible and practicable purposes of the tobacco business, and the banks to exercise judgment in not letting it out where it would lead to extravagance and over confidence.

"5. Let everybody attend to their own trade and nobody get stuck on the idea that the tobacco business is ever going to be for a few.

"6. Revenue regulations to be carried out and no trouble caused unless it is found impracticable to do so.

"7. All to take pleasure in their business and be particularly careful not to do anything that they would be sorry for afterward.

"8. That this Association obtain the membership of every one deserving of

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers — Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

a place in our ranks, and that hearty co-operation and unselfish purposes actuate every cause which they may undertake.

"With these precepts carried out, I believe I can surrender this office to my successor with a feeling that I have earned a rest, and also that I should have no everlasting title to the honor of the office of the president of this Association. My connection with it has been most pleasant in many ways and friendships have been formed that will ever be a grateful source of pleasure in my memory.

"I beg to append the statistical situation, both as to manufactured and leaf tobacco, which speak for themselves:

Flue-Cured Tobacco.		
Old Belt, North Carolina } Old Belt, Virginia }	183,684,000	$54.00
Eastern North Carolina	213,860,000	46.50
South Carolina	8,125,000	20.00
Georgia	9,100,000	17.50
Dark Virginia.		
————	35,000,000	31.00
Dark Kentucky.		
Clarksville District, Paducah District, Owensboro District	200,000,000	19.00
One Sucker District	45,000,000	15.00
Henderson District	33,000,000	14.00
Green River District	45,000,000	25.00
Burley.		
Kentucky, Ohio, Indiana, West Virginia	295,000,000	33.00

PRODUCTION OF MANUFACTURED TOBACCO, SNUFF, CIGARS AND CIGARETTES DURING THE PAST LISTED CALENDAR YEARS.

Note:—These tables are compiled from an annual abstract statement of manufacturers' accounts, prepared by Collectors of Internal Revenue for their respective districts at the close of each calendar year, and they relate exclusively to tobacco, snuff and cigarettes manufactured in the United States.

	Tobacco and Snuff Manufactured						Cigarettes.
Year.	Plug, Pounds.	Twist, Pounds.	Fine-Cut, Pounds.	Smoking, Pounds.	Snuff, Pounds.	Total Pounds.	Number.
1905	156,805,981	10,147,689	11,684,184	165,208,982	23,671,078	367,517,914	3,673,727,411
1906	165,069,127	11,680,674	12,742,345	175,664,091	26,115,285	391,271,522	4,512,007,137
1907	159,745,491	12,257,022	12,457,917	179,172,512	24,175,219	387,808,161	5,270,556,938
1908	164,712,863	14,476,730	12,086,725	192,229,890	24,035,738	407,541,946	5,760,501,296
1909	173,418,223	14,625,975	12,481,100	202,374,654	28,454,958	431,354,910	6,836,652,435
1910	174,352,625	14,580,022	12,857,930	214,056,402	32,445,178	447,292,157	8,663,700,484
1911	160,895,589	13,845,761	11,027,986	209,367,475	28,943,754	424,080,565	10,486,379,819
1912	160,248,195	15,531,133	11,006,561	217,330,409	31,363,651	435,479,949	13,183,693,899
1913	164,338,510	14,893,789	10,934,526	220,809,688	32,898,056	443,874,569	15,570,798,437
1014	158,502,776	15,987,339	10,961,100	228,888,866	30,595,640	440,935,721	16,869,520,463
1915	150,658,608	14,829,376	10,045,001	234,927,827	31,898,407	442,359,219	17,980,114,482
1916	165,630,918	15,998,082	10,846,358	239,720,776	33,969,594	466,165,728	25,312,486,611
1917	179,413,107	15,174,350	11,286,561	243,586,164	33,516,802	482,976,984	35,355,860,177
1918	174,697,408	17,499,465	9,809,225	257,893,440	37,180,382	497,079,920	46,680,317,081

Secretary Webb's Report

"Looking back over the eventful year that has passed since our last annual meeting, it is gratifying to report that the Association has made a record of progress in behalf of the great tobacco interest of the country. Owing to the nature of the work that devolves upon the organization, and which is performed by its officers, there is nothing spectacular in its activities, and for this reason many persons both in and out of the trade fail to be impressed with the purposes and accomplishments of our body.

"I may be pardoned just here to succinctly emphasize the fact that the Tobacco Association of the United States stands in the same relation to the entire tobacco interests of the nation as do the superintendent and watchman of the tobacco manufactories and warehouses, *i.e.*, the superintendent to constantly supervise the work and point out where improvements can be made, to eliminate waste and hurtful practices, etc., while the watchman is ever on guard to protect the property from molestation or harm of any kind. This illustration is given in order that the nature of the secretary's and president's duties may be understood, for it falls to their common lot together, to a considerable extent, to carry on the Association's work. Combining the functions above outlined, it is primarily required that they be 'on watch' all the time for the purpose of discovering any threatening harm to the trade and at once setting in motion such efforts as are possible to combat and defeat such hurtful attempts; also to discover any new needs of the trade and assist in bringing about their fulfillment.

"As all of you know, tobacco has suffered numerous assults from numerous quarters during the last twelve-month, and some of the assaults are still in progress and will continue indefinitely. In its struggle to raise more money, Congress has turned to tobacco again as a source of unfailing supply, and schemes have been proposed to lay such additional taxes upon the weed as will be onerous in the extreme and hard for the trade to bear, besides being out of all reason when compared to taxes on other articles. To combat these ill-conceived efforts it has been necessary to conduct an almost unceasing campaign of enlightenment and protest, and this has been no easy task. Again, the onslaughts made against tobacco by various so-called 'uplift' organizations has called forth unceasing labor to offset their fanatical propaganda. This has entailed the assembling of facts and figures in great volume and presentation of them in such manner as best to meet the contentions of those who seek to destroy our great business.

"As previously stated, our work is

(*Continued on page 22*)

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

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Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

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Codes Used: A. B. C. 5th Edition, Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. WILLIAMSTON, N. C. **Leaf Tobacco Dealers**

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate o. Insurance.

FRIEDBERG BROS., Inc. **LEAF TOBACCO**

Dealers in All Kinds of

BRANCHES
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311 S. Charles St., Baltimore, Md.
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Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohi

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

Cable address: Trahern, Clarksville

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TRAHERN TOBACCO CO.

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CLARKSVILLE, TENNESSEE

Dealers and Brokers

in Clarksville and Springfield, Tenn. types of

DARK WESTERN TOBACCO

ALSO ALL TYPES OF STEMS AND SCRAPS

Every Hogshead guaranteed to be packed uniformly throughout.

Our own packing plants and storage warehouses enable us to handle orders to the best advantage.

Inquiries solicited for samples and quotations.

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms,

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts

Western Kentucky Districts,

Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

Correspondence Solicited

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.

Louisville Ky., U. S. A.

Kentucky Tobacco Markets

Comparisons with Previous Years.

Sales.	1920.	1919.	1918
Total sales of new crop to date	28,799	36,856	47,476
Sales of new crop to date. Original inspection	23,718	31,787	43,239
Rejections.			
Rejections this week — Burley	66	....	....
Rejections this week — Dark	..	....	....
Rejections this week — Total	66	8	22
Percentage of rejections to auction sales — Burley	29	....	....
Percentage of rejections to auction sales — Dark	..	....	....
Percentage of rejections to auction sales — Total	27	10	12
Rejections Jan. 1 to date — Burley	7,798	....	....
Rejections Jan. 1 to date — Dark	333	....	....
Rejections Jan. 1 to date — Total	8,131	6,208	5,039
Receipts.			
Receipts this week	283	286	274
Receipts Jan. 1 to date	23,857	30,378	39,088

Classifications of This Week's Sales.

	Old. Crops.	1919 Crop.	Total.
Burley	107	121	228
Dark	6	20	26
	113	141	254

Classifications of Sales Jan. 1 to Date.

	Old. Crops.	1919 Crop.	Total.
Burley	6,163	24,411	30,574
Dark	281	1,147	1,428
	6,444	25,558	32,002

Classification of Sales to Same Date in

	1919.	1918.	1917.
Burley	31,443	40,902	31,570
Dark	3,540	3,310	2,991
	34,983	44,212	34,561

LOUISVILLE OFFICIAL QUOTATIONS.

JUNE 18, 1920.

1919 CROP BURLEY.

	Dark Red.	Bright Red.	Colory.	Manufactured.
Trash, (green or mix.)	5 to 7	to 8	10 to 12	6 to 7
Trash, (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½" 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½" 10½
Com. Leaf, (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½" 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	24 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections.	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length of color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, *Secretary.*

PADUCAH MARKET REPORT

PADUCAH, Ky., June 18.

The movement of loose tobacco continued free during the early part of the week, but during the last few days it has dropped off very considerably. Offerings on the loose floors as well as through the chutes on wagons have kept up in a moderate way, and prices for the better grades have shown some strength while the common and nondescript grades have shown some weakness. Tobacco out of condition is some easier. Especially is this the case in the common and medium grades of both leaf and lugs. Quite a sprinkle of medium and good leaf has sold both on the wagons and loose floors at prices ranging from 22 to 30 cents, but the bulk of the sales continue of the common grades selling at prices that have ruled for the past several weeks. Buying in the country has continued during the past week, but it has not been as free. Some of the large buying interests having withdrawn from buying at the barn doors, while other have continued buying at the ruling prices. Most dealers are well supplied with stock and evidently they are trying to get their stocks reduced before going further. However, if they do not re-enter the market it will have quite a depressing effect on prices as there is still something like 30,000,000 pounds of unsold tobacco in producers' hands.

We estimate that 50 per cent of the intended crop has been set, the greater part of which has been gotten out in poor condition, but farmers have been able to work it out and no doubt will be able to improve the condition. Farmers are also preparing more land and if we have a season soon we may expect the full intended planting. Plants are generally plentiful but are becoming overgrown, but a good season any time during the next week will enable them to finish planting. Farmers who have common crops that are selling at low prices are less encouraged with planting than those that had better crops and are receiving good prices.

W. B. KENNEDY.

Paducah Banks to Make Tobacco Loans

After a two-days' conference in Paducah between F. G. Ewing, general manager of the Tobacco Planters' Association, and heads of four banks, the banks, in view of the necessities of tobacco growers, have agreed to finance unsold tobacco of the 1919 crop on a basis of 50 per cent of value on warehouse receipts. There are from seven to ten million pounds of unsold tobacco in the four counties tributary to Paducah, which gives one an idea of the amount of money involved. It is confidently hoped that this transaction will make the dumping of tobacco unnecessary, and that it will hereafter be fed to the trade in a systematic way, insuring better prices. "This is good news to practically every interest in this community or which does business through the tobacco counties of Kentucky and Tennessee," says a Paducah special to the Nashville *Banner.*

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.

of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ouisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.
Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

Kentucky Eloquence

WASHINGTON, June 23.—Though the *Congressional Record* may be "mostly dry reading," the venerated journal of Congress does contain, now and then, a speech to which peculiar interest attaches. For instance, when Representative Fields of Kentucky voices the complaints of tobacco planters, it is well, always, to note carefully what he says.

Recently, in addressing the House, to urge the passage of a resolution calling upon the Federal Trade Commission for certain information relative to leaf tobacco, Mr. Fields, said in part:

"The purpose of this resolution is to secure through the Federal Trade Commission, created by law to perform such functions, information as to the cause in the decline of the prices of loose-leaf and other unmanufactured tobacco during the sale of the 1919 crop.

"Tobacco is the chief money crop in my State and in portions of other States, and any condition that affects the price of the unmanufactured tobacco likewise affects the prosperity and well-being of our agricultural population of those sections. It is also one of the Government's greatest revenue producers, and any condition that affects the production of tobacco affects to an equal extent the revenues of the Government; and if the conditions that obtained during the sale of the 1919 crop continue, the production of tobacco must necessarily decrease, for the farmers can not live and produce tobacco at the prices received, in the main, for their 1919 crop. Therefore, the Government should be interested, as well as the farmer, in the undertaking proposed by the resolution which I have introduced and which is now under consideration.

"Mr. Speaker, the conditions of which we complain are these: In the early market of the 1919 crop of tobacco the prices paid by the manufacturers or their agents were satisfactory to the tobacco producers, but within a few weeks the prices were reduced to figures far below the cost of production, and from the data furnished to me by tobacco growers and the managers of local tobacco markets it is apparent that that condition was brought about by manipulation among buyers. At least four of the large tobacco companies were represented on these markets, these being the American Tobacco Co., the Liggett & Myers Tobacco Co., the R. J. Reynolds Tobacco Co., and the P. Lorillard Tobacco Co. There were others on some of the markets, but those referred to were generally represented and are referred to by the producers as the 'Big Four.'

"For a few days, or possibly a few weeks, after the market for the 1919 crop opened there was competition between the agents of these companies, and, as I have previously stated, fair prices were paid, but ere long competition ceased, prices went down, and competition disappeared, notwithstanding the fact that the same buyers who had competed with each other a few days and weeks before were still on the same markets; but instead of bidding against each other for various grades, as they had previously done, an agreement seemed to have been reached between them or their firms whereby no two of them would bid on the same grades at the same time. One of them would bid on one or a given number of grades for a given period of time and the others would not bid on these grades, but would bid in the same manner on another grade or grades, no two of them bidding on the same grade or grades. This would continue for a few days and then they would alternate. The one who had first bid on grade A would bid on grade B; the one who had previously bid on grade B would bid on grade C; the one who had bid on grade C would go to grade D; and the one who had bid on grade D would bid on grade A; or on the smaller markets one of them would buy on one market one week, bidding on all grades without competition, while the others would likewise buy on other markets without competition, alternating from one market to another; but whichever way the scheme was manipulated it was done to the destruction of competition, leaving each buyer to offer any price that he might care to offer and leaving the producer at his mercy, without any remedy except to withdraw his tobacco from the market, which was soon found to be a dangerous policy, as tobacco that was withdrawn and later put up again seldom brought as much on the second bid as it had brought on the first bid, and besides the great bulk of tobacco is grown by tenant farmers or by landowners of limited means, who depend upon their tobacco crop to pay their expenses incurred while growing the crop and to carry them over to another crop. A large per cent of them were, therefore, unable financially to withdraw and withhold their crops from the market even had they felt inclined to do so, but were placed at the mercy of the manufacturers through the manipulations that I have just explained and were ruthlessly robbed by them. Much of the last year's crop sold at an average of 6 cents per pound, while it cost at the current prices of labor, feed, and other supplies essential to the growing and marketing of a crop 20 cents per pound to produce it, thereby bankrupting hundreds, yes, thousands, of farmers, both landowners and tenants. I am informed that thousands of tenants did not receive enough for their crops to pay their grocery bills, leaving them nothing with which to buy winter clothing for their families and other supplies necessary to their health and comfort.

"Mr. Speaker, another evidence of the guilt of the manufacturers in manipulating the markets to their own advantage in violation of law is the concern manifested by their representatives here in Washington when I introduced this resolution. The resolution had hardly gotten out of the basket on the Speaker's table when the Washington correspondent of the *American Tobacco Journal*, a trust-owned paper published in New York, called me by phone to make inquiry about the resolution; then an attorney called me by phone to inquire about the contents and purpose of the resolution; then another attorney called me by phone and requested that I mail him a copy of the resolution; and then the Washington representative of the *American Tobacco Journal* called on me at my office and asked if he could discuss the matter with me. I told him he was at liberty to do so, and his first question was, 'Is it your intention to push this resolution?' I assured him that I would prosecute the matter to the last ditch. He then asked me if I was not aware of the fact that the low rate of foreign exchange was responsible for the break in the tobacco market.

"I told him that I was aware of the fact that the manufacturers had been handing that kind of bunk to the people, but I knew as well as he that it was absurd and without foundation so far as it applies to burley tobacco, approximately 90 per cent of which is manufactured and consumed within the United States and is therefore not affected by the rate of foreign exchange. I agreed with him that his contention might hold good so far as applicable to the black tobacco grown in western Kentucky and western Tennessee, 90 per cent of which is exported to Europe, were it not for the fact that that product is bringing on the average $4 less per hundred pounds than it brought during the war, when none of it could be exported for lack of shipping facilities. He could not deny the correctness of my contentions, nor did he attempt to do so. Again, when the resolution was reported to the House by the committee, that same gentleman called me by phone and asked me if I would please have my secretary mail a copy of the committee's report to the *American Tobacco Journal*. I mention these facts, Mr. Speaker, to show how much concern this resolution has caused the representatives and attorneys of the tobacco manufacturers, and will say in passing that if there was no guilt resting upon them or their companies, why would they be concerned about the resolution or the investigation which it proposes?"

Read with care by one whose only purpose is "to ascertain facts," the quoted excerpt from the speech of Mr. Fields may make it appear that the eloquent Kentuckian is oratorical rather than accurate. If his other statements are on par with his reference to the *American Tobacco Journal*, he is indeed unfortunate. For no paper of that name happens to be in existence.

Drawback Granted Tobacco Products

WASHINGTON, June 23.—The Treasury Department has announced the allowance of drawback on cigarettes manufactured by the Tobacco Products Corporation of New York at its factories in New York and Richmond, Va., with the use of imported tobacco and imported tobacco paper.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.
90 Wall Street, New York
Corner Wall and Water
30 PACKING FACTORIES
BRANCH OFFICES: Nashville, Tenn. Paris, France, 59 Rue St. Lazare Algiers, Algeria, 45 Rue Mogador
CABLE ADDRESS: Bestleaf, New York Code A B C 5th Edition
We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Henderson Tobacco Company
DEALERS IN LEAF TOBACCO
HETOCO TRADE MARK
Correspondence Solicited.
Samples on Application.
LEXINGTON, KY.

B. O. BURR & CO.
LEAF TOBACCO DEALERS
All Grades one sucker Tobacco
Samples Submitted. *Correspondence Solicited.*
BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable address: "Phelon"
J. S. PHELON & CO.
Leaf Tobacco Brokers
Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Owensboro, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15 Lieber's Five Letter, American Edition
J. W. RUDOLPH & BRO.
Brokers and Exporters Fired and Air Cured Tobacco
MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.
Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Cable: Austin, Greeneville Codes { Arnolds No. 5 / A B C 5th Ed. Improved
BURLEY BRIGHTS STRIPS SCRAP
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

USE RAFFIA
SAVE TIME AND MONEY
Prices on Request
THOMAS B. MEEHAN CO.
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Dresher, Pa.

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. Code: Arnold's No. 5 and 15.
A. B. C. 4th and 5th Edition. Western Union.

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INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco

Booster Twist

Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

FRIES & FRIES Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

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To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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CINCINNATI, OHIO

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Branch Office
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CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American)

DIRECT IMPORTERS OF TURKISH TOBACCO

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Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

Ewing Urges Tobacco Planters To Co-operate

To the Farmers in the Black Patch, He Declares That Higher Prices and a More Certain Market Can Be Obtained by Organized Methods—"$50,000,000 Involved Annually"—The Essentials of Success.

The following address to the tobacco growers of the Black Patch has been issued by Felix G. Ewing, general manager of the recently organized Tobacco Planters Association.

To Tobacco Growers of the Dark Fired Tobacco Belt of Kentucky and Tennessee: We have witnessed and experienced baneful effects of the decline in prices of 1919 tobacco now being marketed. Such decline is especially remarkable in that more than at any other time in the history of tobacco sales growers had reason to expect better prices. Relatively better prices have been paid elsewhere. Better prices have been paid in this district earlier in the present season. We expected prices to accord with advances of absolutely everything else known to human requirements or desire.

Is there any product of the soil or manufacture, save leaf tobacco in the hands of the grower, in the whole schedule of human wants which has met a similar fate recently?

And this at a time when European countries which buy our tobacco and which normally produce from their own soils 50 per cent of their consumption have not been able to produce a pound during the four years' progress of the great world war.

My opinion is that because growers had no protection as to prices, the great buying corporations to which we are accustomed to selling, and of gigantic financial possibilities, saw an opportunity to buy below value at huge profit to themselves, and that their strategy in the successful accomplishment of their purpose has been immensely gratifying to them. It will be recalled that an equally undesirable situation existed in 1903-04, when an organization was perfected to combat the outspoken injustice—a blight upon our progress, robbing good citizens of courage from fear they were helpless under such powerful opposition to fair prices. All the discomforts and absence of progress which our citizenship endured then in the same ratio contributed to the revenues of foreign governments, great corporations and individuals exploiting our industry.

But highly concentrated buying interests were employing the most competent, technical men and financial brains procurable at great cost. Tobacco growers, without protection, were laboring with their hands and selling without any system whatever.

The organization then perfected was a conspicuous and glorious success. It greatly enhanced the price of toabcco.

What prevented as complete success of the old association as should have been expected, and its permanency? It was the per cent of growers who not only did not aid it with patronage, but whose tobacco, although they personally may have been silent and free from unkind prejudice, was a powerful factor to defeat it in first-hand market possession of buying interests.

When painfully undesirable conditions became apparent in the sale of the 1919 crop, I hoped for a spontaneous uprising among growers to acclaim vigilant and ever-sufficient safeguard of our great industry. I did not then and do not now feel that the man who promoted and served twelve years in the service of the old cause should be expected to put on the harness and again assume the tremendous responsibilities which to establish such an undertaking contemplates and which it would be necessary to experience for one to fully understand. But after having been appealed to and assured from innumerable sources and a number of counties that I, as a grower of large acreage and past experience in the organization and conduct of such an enterprise, was the logical man; that it was accepted as a matter of course that I suggest the remedy for untoward conditions, test the sentiment, and at least successfully launch such an enterprise as seems best, I undertook, on this basis, that I knew would prove a great task, as a duty to my country, to tobacco growers who honored me with their confidence in the past, to my tenants, who are my partners, and to my own interest.

Accordingly, I have gone to the county-seats of a number of interested counties, and have addressed overflow audiences, where my plans were unanimously and enthusiastically approved.

I assume that every grower of tobacco, and more specially those who think seriously and read of what is transpiring elsewhere in the world and in every other business, realize the situation is not one to be temporized with, but, on the contrary, should be handled on the same vigorous, common-sense principles upon which any other business, if successful is handled.

It is a proverb that only an unthinking man would igore that there has always and will ever be a contest between buyer and seller. Has the tobacco grower any reason to think his business will be immune from this law of the ages? If he has such views, I refer him to the history of the accomplishments of the cotton growers, the wool growers, the fruit growers of California and Florida, and, more recently, the strawberry growers in our midst, as a result of organization.

But, after several months of diligent

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Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

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Leaf Tobacco Brokers Dealers and Exporters

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SPRINGFIELD

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Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

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Attend the following Markets

Louisville, Ky.
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Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

activity and after inviting representatives of the respective counties to participate, a new organization, "The Tobacco Planters' Association," has been duly chartered under the laws of Kentucky and was established by the election of directors and officers at Guthrie, Ky., on Tuesday, the 25th of May. Directors are to be indicated from other counties not represented at such meeting, but the work of enlisting growers should proceed apace, with full confidence in splendid success.

It should be borne in mind always, however, that notwithstanding such an organization is promoted to contest low prices, whenever it proves a formidable factor on the market its success will probably be challenged by buying interests offering higher prices than it obtained to such growers as do not enlist of course with a purpose to demoralize, thus attempting to put a greater number of growers outside or of dissuading them from enlisting.

Suppose a grower is approached with a proposition from buying interests that he will be taken care of outside the organization. It would be well for him to remember that notwithstanding he might thus be paid a few cents more than his neighbor, he may be discounting and dwarfing the possibilities of his community and still probably not himself receiving what he could and should if the entire community sustained a well-managed organization.

Nothing else than a tremendously strong organization would be attempted by any competent management, nothing else would offer the least promise of success in combating such potential influences as foreign governments and corporations, both native and foreign, which contemplate hundreds of millions of dollars.

It is intended that this communication shall be given wide publicity through newspapers as a prospectus of the new organization, "The Tobacco Planters' Association."

I beg that all growers ponder seriously the infinite possibilities for good such an association might, with proper support accomplish, remembering that there are approximately 60,000 homes, and $50,000,000 in the aggregate involved annually in the success or failure of the growing industry of this particular tobacco district, to obtain a profitable price always being the growers' purpose.

I stress the meaning of indifference or neglect of a helpful opportunity on the part of a grower. Being enthusiastically patriotic in everything to aid success means so much to every local interest.

I trust that every grower who reads this will discuss it with others, to the end that it will not be necessary to hunt them with a membership contract to sign, but instead that each will endeaver to take another to where a contract can be found to sign. Everything depends upon a magnificent membership.

The essentials to success are:

First, positive knowledge of market demand. This has been evidenced by the fact that our tobacco has always been sold as soon as offered, there is not a suggestion of overproduction. Profits of those who handle it later are stupendous as vouched for by the recent publication of a 300 per cent dividend by one tobacco corporation.

Second, that there is enough forethought, backbone and ability to be employed by growers and enough practical patience to establish and maintain for all time an organization for such protection of price as moral, economic and legal rights and customs of citizenship afford.

Such an organization assured, with able, conscientious management all can be accomplished for the grower he could reasonably expect, a return for his labor and investment commensurate with returns of thousands of other great industries for our country, and of supply and demand.

I do not feel that I should close this communication without exerting my whole influence to promote courtesy and to conserve feeling among all parties concerned with the growing, selling or buying side of this business.

Greater Anti-Tobacco Propaganda in Germany

"Planted" News Items and "Economic Arguments" Are Used Rather Extensively—"Campaign of Fanatics Makes It Necessary for Manufacturers and Dealers to Get Closer Together, the Better to Present a United Front," Says the "Gazette"—The Scale Agreed Upon by Cigarette Manufacturers—The Claims of the Kartell—An Opportunity to Make Comparisons.

BERLIN, June 4.—The fight for prohibiting the manufacture and sale of tobacco has reached a new stage, says the German *Tobacco Gazette*. The fanatics behind the prohibition movement have changed their tactics. Where they formerly assaulted clumsily, crudely and ostentatiously, they are now using secret and more sinister means. They are planting news items in the newspapers, that appear to be innocent on their face, while they are actually mere propaganda of the antis.

"This insidious campaign should bring about a solidification of tobacco interests. Tobacco men must present a united front to the common enemy instead of warring among themselves," says the *Gazette*.

A combination comprising the tobacco interests of all Europe to fight the prohibition movement is expected to be formed shortly. The fanatics are taking advantage of the miserable economic situation, asserting that the consumption of tobacco, an unnecessary luxury, should be suppressed because the nation needs the money.

The combination (Kartell) of German cigarette manufacturers has presented its price schedule to the dealers. The figures may be interesting in comparison. The dealers claim their profits are too low, while the manufacturers claim German dealers are still getting a higher percentage of profit than retailers obtain in most other countries, if not in all other countries.

The manufacturers, in announcing the scale, say that the whole trade, "manufacturers and dealers both," will have to be satisfied with smaller profits if the State is to get its taxes and the consumers are not to be weaned from the cigarette habit by imposing too stiff prices for smokes.

This is the scale announced:

Retail price M.	Wholesale price M.	Tax M.	Dealer's profit M.	Maximum Discount 7½ per cent M.	Premium on sales 5 per cent M.	Maximum Dealer's Profit in marks M.	Maximum Dealer's Profit In percentage figured on retail price M.
200	88	87	25	6.60	4.07	35.67	17.83
250	131	87	32	9.80	6.10	47.90	19.16
300	175	87	38	13.10	8.10	59.20	19.73
400	250	100	50	18.75	11.55	80.30	20.08
500	312	125	63	23.40	14.40	100.80	20.16
600	375	150	75	28.10	17.35	120.45	20.08
700	462	150	88	34.65	21.35	144.00	20.57
800	505	150	95	37.85	23.85	156.70	20.90
900	550	150	100	41.25	25.45	166.70	20.84
1000	725	150	125	54.35	23.50	212.85	21.29

KING EDWARD THE SEVENTH

Monarch of
Mild Havana Cigars

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Write for
Full Particulars

Made in 5 sizes, 10c and better.

This is the 10c foiled cigar.

Territory now being assigned.

Jno. H. Swisher & Son Newark, Ohio

Tobacco Report for Great Britain

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Imported in May, 1920	Liverpool	2884	2283	58	928	—	6153
	London	1198	92	11	216	—	1515
	Glasgow	521	725	—	93	—	1339
		4601	3100	69	1237	—	9007
Imported in May, 1919	Liverpool	7394	3179	4186	3405	3	18167
	London	3773	420	195	207	—	4595
	Glasgow	228	711	280	526	—	1745
		11395	4310	4661	4138	3	24507
Imported in May, 1918	Liverpool	1307	788	149	382	—	2626
	London	170	126	—	—	—	296
	Glasgow	898	915	39	88	—	1940
		2375	1829	188	470	—	4862
Imported January 1 to May 31, 1920	Liverpool	14936	7768	1019	3022	86	26831
	London	7840	2998	39	2355	128	13360
	Glasgow	4945	2562	204	1662	—	9373
		27721	13328	1262	7039	214	49564
Imported January 1 to May 31, 1919	Liverpool	24489	8481	10757	14058	757	58542
	London	15212	6615	772	2717	81	25397
	Glasgow	1992	3004	1009	2063	—	8068
		41693	18100	12538	18838	838	92007
Imported January 1 to May 31, 1918	Liverpool	5062	2254	679	1393	92	9480
	London	3069	2619	47	561	—	6296
	Glasgow	1958	1873	396	327	—	4554
		10089	6746	1122	2281	92	20330
Delivered in May, 1920	Liverpool	2071	1134	681	853	39	4778
	London	453	295	90	180	6	964
	Glasgow	420	161	169	187	—	937
		2944	1590	890	1220	45	6679
Delivered in May, 1919	Liverpool	4214	2656	727	833	14	8444
	London	1246	984	33	228	24	2515
	Glasgow	920	715	304	270	—	2209
		6380	4355	1064	1331	38	13168
Delivered in May, 1918	Liverpool	6118	1089	554	501	54	8316
	London	1333	540	183	102	13	2171
	Glasgow	273	240	172	111	—	796
		7724	1869	909	714	67	11283
Delivered January 1 to May 31, 1920	Liverpool	12370	6171	3240	5280	126	27187
	London	3872	2231	105	852	21	7081
	Glasgow	1784	914	921	996	—	4615
		18026	9316	4266	7128	147	38883
Delivered January 1 to April 30, 1919	Liverpool	22274	10597	3541	4997	72	41481
	London	8356	4775	250	1199	79	14659
	Glasgow	4373	3936	1424	1107	—	10840
		35003	19308	5215	7303	151	66980
Delivered January 1 to May 31, 1918	Liverpool	25243	4757	3952	2432	434	36818
	London	5935	2752	922	676	49	10334
	Glasgow	1670	666	755	473	—	3564
		32848	8175	5629	3581	483	50716
Stock on hand, May 31, 1920	Liverpool	59203	35948	13279	16906	1961	127297
	London	18569	6908	1199	3962	511	31149
	Glasgow	9589	6724	891	6360	—	23564
		87361	49580	15369	27228	2472	182010

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Stock on hand, May 31, 1919	Liverpool	27650	28669	10069	12073	2050	80511
	London	16976	7399	1233	3178	318	29104
	Glasgow	3162	3819	499	2701	—	10181
		47788	39887	11801	17952	2368	119796
Stock on hand, May 31, 1918	Liverpool	22052	18094	1817	696	1290	43949
	London	5280	2779	1391	932	310	10682
	Glasgow	3689	1618	697	780	—	6784
Stock on hand, May 31 at Liverpool, London & Glasgow.	1918...	31021	22491	3905	2408	1600	61425
	1917...	90885	29157	20025	8227	2447	150741
Imports January 1 to December 31, into Liverpool, London, & Glasgow.	1919...	107596	47304	26096	37441	1326	219763
	1918 ..	65532	43983	9791	14084	392	133782
	1917...	17776	10004	1955	2133	925	32793
Deliveries, January 1 to December 31, Liverpool, London, & Glasgow.	1919...	71023	40726	12201	18646	602	143203
	1918...	79566	26808	13952	11148	709	132183
	1917...	85332	15821	17502	9019	1126	128800
Number of years Stock on hand = =		1 1/2	1 3/4	1 3/4	1 1/2	4 1/2	1 3/4

Number of years Stock on hand—Leaf and Stripts = 1 3/4 ; 1 1/2

Based on Deliveries for 12 months January 1st to December 31st, 1919.

Imports, Deliveries, and Stocks, in Pounds weight, as per Board of Trade Returns.

Month of April

	Imported from U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.
1920	20,227,002	4,041,039	890,120	*10,265,880
1919	26,990,734	3,454,432	507,629	*12,340,439
1918	3,070,381	971,203	19,776	* 8,247,741
1917	6,707,359	669,294	126,576	* 8,707,434
1916	6,625,323	948,846	1,498,303	* 5,800,652

January 1st to April 30th

	Imported from U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.	Remaining in W'house April 30 lbs.
1920	72,831,753	18,880,907	3,696,565	*44,972,663	324,350,000
1919	96,034,249	8,783,012	779,936	*43,461,083	182,531,000
1918	17,021,652	3,744,363	202,164	*34,177,246	104,833,000
1917	19,941,111	2,472,723	936,699	*36,556,956	231,620,000
1916	23,809,595	4,428,886	5,151,127	*35,720,362	252,126,000

January 1st to December 31st.

	U.S.A. lbs.	Imported from Other Countries. lbs.	Exported. lbs.	Cleared for Home Consumption. lbs.	Remaining in W'house Dec. 31st lbs.
1919	321,354,628	37,374,081	9,407,011	*142,841,873	303,691,000
1918	162,927,853	8,711,460	210,976	*106,590,960	141,871,000
1917	40,789,432	5,753,569	2,184,131	*104,525,370	141,440,000
1916	152,581,352	11,684,509	13,069,823	*101,744,959	269,407,000
1915	184,237,047	18,413,816	12,045,254	*106,575,276	286,051,000

*After deducting drawback returns

QUOTATIONS.

LEAF.—Western—Dry Filler ... ... 14d. to 17d.
Medium to Good ... 18d. to 22d.
Good to Fine ... 23d. to 27d.
Burley ... ... — to —

Do. Virginia—Dark.—
Dry Filler ... ... — to —
Wrapper ... ... — to —
Bright.—
Semi ... ... 18d. to 24d.
Medium ... ... 25d. to 39d.
Good ... ... 40d. to 48d
Fine ... ... 49d. to 66d.
Fancy ... ... 67d. to 72d.

STRIPTS.—Western—Common to Good Filler ... 20d. to 23d.
Short Medium ... ... 24d. to 26d.
Medium ... ... 26d. to 28d.
Good to fine ... ... 29d. to 32d.
Burley ... ... — to —

Do. Virginia—Dark.—
Common to Good Filler ... — to —
Medium to Good and Fine ... — to —
Bright.—
Semi to Good Semi ... ... 23d. to 35d
Medium ... ... 36d. to 45d
Good to Fine ... ... 46d to 72d

56 South Castle Street.

Liverpool, *4th June, 1920.*

A fair business was transacted last month in Western Tobaccos, comprising all grades, Leaf and Stripts.

In our last Report we noted that preparations for the new crop in Kentucky indicated a considerable curtailment of planting. Latest advices report that the intention of the farmers has been fortified by very late, cold Seasons, and careful estimates show a reduction of about 30% to 40% in the planting. Prices in Kentucky in consequence, especially on the best grades, have advanced smartly.

Similar crop conditions have prevailed in the Bright Districts, and a reduced acreage is now admitted

FRANK WATSON & CO. LIMITED.

"Imperial" Improvements at Kinston

Kinston, N. C., June 19.—The Imperial Tobacco Co. proposes to improve and enlarge its plant here in time for the handling of this year's tobacco crop.

A storage warehouse is to be erected and additional stories are to increase the facilities of the general packing house. The office room is to be increased and an apartment and industrial house for employees is to be erected. The estimated cost of these improvements is about $80,000.

Tobacco Stocks

	Bid	Asked
American Cigar com	129	131
American Cigar pf	80	85
American Mach. & Fdy	150	160
American Snuff	97	105
American Snuff	77	87
American Sumatra	86⅛	86⅜
American Sumatra pf	85¾	91
American Tobacco	210	224
American Tobacco B	210	224
American Tobbacco pf new.	86½	87½
American Tobacco Secur	54⅞	55¼
Consolidated Cigar	64	66
Consolidated Cigar pf	78	79½
Conley Foil (new)	25	27
Geo. Helme com	158	165
Geo. Helme pf	88	93
General Cigar	65	66
General Cigar pf D	83	86
General Cigar pf	92	100
Imperial Tobacco	9	9¾
Johnson Foil	100	115
J. S. Young	125	135
J. S. Young pf	85	92
Liggett & Myers	145	155
Liggett & Myers B	—	144
Liggett & Myers pf	—	102
Lorillard P	135	138
Lorillard P pf	92	100
M'Andrews & Forbes	165	175
M'Andrews & Forbes pf	81	88
Porto Rico American pf	117	127
R. J. Reynolds "A"	600	620
R. J. Reynolds "B"	470	490
R. J. Reynolds pf	98	100
Tobacco Products	67¼	67¾
Tobacco Products pf	88	91½
United Cigar Stores	130	175
United Cigars Stores pf	100	104
United Drug	110	120
United Drug 1 pf	48	49
United Drug 2 pf	80	—
Weyman Bru com	160	170
Weyman Bru pf	88	93

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

Officers and Executive Committee.

Jesse A. Block, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary.

Connecticut Leaf Tobacco Association

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc.

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

Frederick J. Davis, president.
Sidney Goldberg, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Allied Tobacco League of America

Pickering Building, Cincinnati, Ohio.
W. D. Spalding, president.
Chas. B. Wittrock, vice-president.
W. S. Goldenburg, secretary.
Geo. E. Engel, treasurer.

Tobacco Salesmen's Association of America

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street. South Boston, Mass.

Independent Retail Tobacconists' Association

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Joseph Winnick, 909 Johnson avenue, Bronx, N. Y., secretary.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Connecticut Tobacco Crop Started Advantageously

Rains During the Transplanting Season Are Welcomed by the Growers—Most of the Fields Will Be "All Set" by June 25—Eggert Case to Be Retried—A Lawsuit That Revolves Around Some Frosted Tobacco—Plans Made for the Fine New Office Building of the American Sumatra Tobacco Co.—Packers Busy Making Extensive Shipments from Hartford to All Parts of the Country.

HARTFORD, Conn., June 21.—Plenty of rain during the transplanting season has given the new crop a fine start off, although the growers have been obliged to "lay off" from work one or two days each week, on account of wet weather. However, during rainy days they "set over" and the crop is starting off very even with few missing plants. Those who plant on low lands are having difficulty in getting their fields set out on account of the land being too wet to work. Growers did not make great progress in "setting" last week as the rain on Thursday and Friday prevented any working of the land and because of the cold, plants did not grow so fast.

Some of the growers find that their seed beds are going bad because of excessive wet and cloudy weather. Rot developed considerable in some beds and growers were obliged to take the covers off entirely, to check the rot, which developed over night in some cases. But quite a few farmers have finished transplanting and have well started on hoeing. By the end of the week the crop of tobacco in the Connecticut Valley will be practically all set and well started. Indications are that with the lands in such good state of moisture, the crop will come along fast and be as early as is wanted for harvesting. Generally in the month of June, when transplanting is on, it is very dry and hot and plants burn up and are very slow in getting started in the dry ground requiring considerable resetting, thus making an uneven crop.

Plants have been remarkably strong in the beds this season and there is no complaint about "calico" plants, which often appears in the beds. However, while ideas have been advanced that the tobacco crop is later than usual, and in some instances it may be a few days later with some growers, who did not have good seed beds and have to get plants from others who have finished, or on account of the excessive wet weather that makes it impossible to work some lots, yet the larger part of the crop is now in the field and has already started to grow under the most favorable moisture conditions and is not standing still in the hot, dry dirt waiting for a "drink." The older growers say that they are plenty early enough if they do not finish until June 25 and prefer to have their setting done between June 10 and June 25.

There were some important sales of 1919 tobacco last week. Among them was a large block of tobacco sold by Nussbaum, Newfield & Co. This sale includes Broadleaf Dark wrappers.

The manufacturers now are wise to the the fact that desirable Connecticut tobacco is becoming scarce. So they are hustling to cover their needs while desirable leaf may be obtained.

Shipping conditions have much improved and packers are now supplying their customers more readily.

Large shipments of baled and cased tobacco are being made weekly to various points throughout the country, showing that Connecticut is in demand and that the smokers insist on having a good thing when they can get it.

Everyone in the tobacco business is now on the hustle and between getting the new crop out and started and sampling the 1919 crop and making shipments, all are working under high pressure.

Motion to substitute the American Sumatra Tobacco Corporation or its representative as party plaintiff in the case of Edward Eggert and his brother, William Eggert against the Windsor Tobacco Growers' Corporation and Alfred A. Olds was heard in the superior court.

The judge who heard the Eggert case a few weeks ago, afterwards filed a memorandum in which he indicated that there was a right of redemption in about 100 acres of valuable land now growing tobacco in Bloomfield and Windsor held by Olds for about fifteen years, but the testimony had convinced Judge Maltbie that the Eggert interests has been turned over to the now defunct American Sumatra Tobacco Corporation of New Jersey, of which Edward Eggert owned all but two shares in 1904. The decision was reserved.

An unusual case came before the court of common pleas a few days ago. Fred M. Wilcox of Feeding Hills, Mass., sued Emma Stocker of Enfield, Conn., to recover $1,000 as still due him and a crop of tobacco grown by him on joint account in 1917 and which was afterwards frosted.

Mr. Wilcox was growing tobacco next to Mrs. Stocker's field and he agreed to care for her field of tobacco, and to receive for his share, one-third of the amount realized from the sale of the crop.

A part of the crop became frosted and was sold for less than the other part of the crop which was not frosted. Mrs. Strocker claims that by neglect on the part of Wilcox in not caring for the crop she suffered a loss, by having to sell some of the tobacco for less than that which was not frosted brought, and she pleaded that he was not entitled to any portion of the money realized from the sale of the tobacco. Mr. Wilcox pleaded that the frosting of the tobacco was not due to any negligence on his part.

The new headquarters of the American Sumatra Tobacco Co. are at 81 Commerce Street, the former location of the Griffin Tobacco Co. Plans and specifications for the new office building are already prepared.

B. Rappaport is pushing along his new warehouse as fast as building conditions will allow. It is expected that the building will be ready for occupancy in about six weeks. It will give him a capacity of 2,500 cases.

These are busy days with Steane-Hartman Co., not only in getting out their crop of shade of 600 acres on their plantations in Windsor, Pequonock and Hazardville, Conn., but also in sampling and shipping daily to their customers.

Haas Bros. also are very busy finishing up their warehouse work, getting their 100 acres of shade and primed Havana set out, meeting customers and making sales and making shipments.

A. & S. Hartman are hustling to keep up with the pace set out for them as customers are keeping the warehouse force busy selling goods, making shipments and at their plantation they have about 200 employees getting out their 275 acres of shade.

Pay Roll Statistics

WASHINGTON, D. C., June 23.—The Bureau of Labor Statistics has received reports from 50 cigar factories showing the employment and wages paid in these establishments in the months of May, 1919, and May, 1920. According to the Bureau's figures there were 15,287 persons employed in these factories in May, 1919, as compared with 14,137 in May, 1920, which was a decrease of 7.5 per cent. On the other hand, the pay-rolls increased from $252,205 in May, 1919, to $324,715 in May, 1920, or an increase of 28.8 per cent.

The Bureau also gives figures comparing the employment and pay-rolls in 51 cigar factories during the months of April and May, 1920. It is shown that there were 15,517 persons employed in these establishments in April, decreasing to 14,471 in May, or a decrease of 6.8 per cent.

Tobacco Association's Annual Meeting

Speech of J. P. Magill

(*Continued from page* 4)

trated there, under favorable circumstances, at all times.

"But do shippers at present get the full benefit of all the advantages created by Nature and increased by man?

"Hardly.

"To an extent, greater, possibly, than one would suppose, ocean trade at Hampton Roads encounters obstacles to expansion and improvement.

"Much freight that properly should go to the ports of Hampton Roads is diverted because of railroad differentials.

"The railroads, even those having trunk lines extending to Norfolk or adjacent points, seem to prefer, at least slightly, to carry freight to other ports. To the unbiased and disinterested a study of the situation will show the need for a proper readjustment of rates.

"And, not only to expedite and facilitate exportation, but further for the protection and welfare of farmers, merchants and manufacturers concerned in foreign trade, each business man justly might co-operate in assisting to have railroad rates re-arranged, fairly and equitably.

"The rate question, however, is a problem less urgent and important than the rehabilitation of the railroads.

"Admittedly now, railroad facilities are inadequate. And who can say how or when the railways of the country will obtain sufficient engines, cars and other equipment?

"What railway inadequacy is costing the country now, who knows?

"Because the railroads are ill prepared to accept all the freight that may be offered, what is the consequence?

"A grievous shortage of necessities, perhaps. And higher prices, certainly.

"Look at coal! The railroad terminals adjacent to Hampton Roads are the natural bunkering ports of the United States. There, in normal times, coal was obtainable in the largest quantities at the lowest prices.

"But, at tidewater, we have seen the price of coal advanced from $3 per ton to $15. But even at that high price coal is not always procurable when wanted.

"In the Eastern part of the United States there is said to be coal enough to last the entire world 8,000 years. But, within the month, 215 vessels have been kept waiting for coal. The expense of such delay mounts up into tremendous figures, in fact the cost is almost incalculable.

"Things like these are glimpses of the railroad situation, in its worst aspect, possibly.

"Not in lamentation but in action will be found the remedy for the ills of the times.

"Alleviation, world wide in extent, is not impossible of accomplishment.

"Assiduous labor, intelligent honest application, additional efficiency, everything that makes for greatly increased production, the world needs now more sadly than it ever did before.

"Have no fear of any over-production. Not for many years, not until full compensation is made for the ravages of war. Mr. Walker spoke of conditions in Russia. Gentlemen, I can tell you something concerning conditions in Russia. I was in Wiborg last winter. Part of my business in Finland was to find out about Russia. And from what I learned I can tell you that when commerce with Russia is resumed the Russians will want to buy all that you have to sell. They'll buy you ragged. They are in need, one might say, of every mortal thing. Of manufactured articles, especially, their present destitution is so shocking, their buying will be limited only by their ability to pay or barter.

"Again, those who know conditions in war ravaged regions on the other side of the Atlantic are skeptical indeed concerning the possibility of over production in America.

"As patriotic Americans, desirous that our nation shall prosper our duty is to produce to the limit."

P. J. Magill

Of Harriss, Magill & Co., Inc., of New York.

A shipping man, prominently associated with the development of American export trade. Especially in forwarding cargoes of cotton, tobacco and other Southern products, he is interested extensively.

Col. William T. Reed, president of Larus & Bro. Co. of Richmond, made a brief but eloquent and forceful address relative to the need for making timely preparation to combat anti-tobacco agitation. Especially, pertaining to the raising and disbursement of funds to oppose the propaganda of fanatics, it was desirable indeed that there should be a complete understanding.

"A great deal of anti-tobacco propaganda undoubtedly is instigated to enable grafters to get money more easily.

"Although, not all anti-tobacco agitation is encouraged by hopes that the tobacco industry can be persuaded to try to purchase immunity from molestation, various propagandists and lobbyists would be more eager 'to start something,' if they thought it profitable to attack tobacco.

"Against all such enemies the tobacco trade should present a united front. Co-operation, or better said, co-ordination of effort is advantageous in combating anti-tobacco propaganda.

"The Tobacco Association of the United States, in such work, should be represented by a committee. And the committee, naturally, would keep in close touch with similar committees representing other trade organizations."

Placed in the form of a motion, Mr. Reed's suggestion immediately received the approval of the convention. The president was authorized to appoint a committee of three.

As a committee to confer with the directors of the Warehouse Association of Eastern North Carolina, who were to hold a meeting in the St. Charles Hotel that afternoon, President Carrington appointed:

Col. A. B. Carrington, of Danville, Va.; O. C. Gregory, of Richmond, Va.; W T. Clark, of Wilson, N. C.; W. A. Goodson, of Winston-Salem, N. C.; E. G. Currin, of Richmond, Va., and W. J. King, of Rocky Mount, N. C.

Also, to serve on a committee that would suggest to the convention the dates on which it might be most advisable to open the various tobacco markets of Georgia, the Carolinas and Virginia, the president named Col. A. B. Carrington, O. G. Gregory, W. T. Clark, W. G. Curring, W. J. King and W. P. Anderson.

The convention then adjourned, until evening.

A Most Enjoyable Banquet

Post prandial occurrences, of notable interest and importance being scheduled, the dinner was served at 6.30. The banquet table, at which more than 100 persons were seated, was in the form of the letter L. Feasts at Atlantic City are proverbial. And the menu, for the Tobacco Association dinner reflected credit on the chef of the St. Charles Hotel.

After coffee had been served and cigars were lighted, a delightful surprise "was sprung" on President Carrington.

Col. O. W. Dudley, of Danville, Va., arose and motioned to a waiter who approached bearing a large tray, the contents of which were covered carefully with a soft white cloth. Ere a word was said, all attention was attracted. Having bowed a graceful acknowledgment to President Carrington, Col. Dudley proceeded to unveil the treasure. As he did so, came a chorus of exclamations expressive of admiration. For exposed to view, suitably engraved, stood a pitcher, goblet and tray, beautiful enough to tempt a hardened anti-prohibitionist to take water. Of solid silver, most symetrically proportioned and wonderfully wrought, the three-piece set was a veritable trophy, a work of art that indeed attested the talent of the silversmith who made it.

Col. Dudley is a man of commanding presence, tall and handsome, one who well may be regarded as the beau ideal of a Virginia gentleman. But, of the veteran it could be said that probably, in all his life before, he never appeared to finer advantage than he did as he stood there, that evening, making a brief speech of presentation.

The highest of all eloquence is the honest, unrestrained utterance of words of friendship and appreciation.

No orator, however gifted, could convey an expression more effective than Col. Dudley's sincerity. He said: "Col. Carrington, we pay honor to whom honor is due. In presenting to you these tokens of our friendship and esteem, in offering a little testimonial of gratitude, we are mindful of what you have done for the association; to you, more than to any other man, is this organization indebted. Cheerfully you took upon yourself many burdens. When hard work was to be done, you devoted your ability, your time, your energy, your enthusiasm, your best efforts to the successful accomplishment of the task. You never hesitated, you never faltered, you never refused. You exerted your influence, you applied yourself repeatedly, if need be. Always in every emergency, you were there. From the inception of this association, you have been president. Your arduous and fruitful labors in behalf of this association and the tobacco trade in general, extend over a long period of years. We realize what you have achieved. We know what you went through. And we honor you for it."

Responding, President Carrington said: "At times the heart feels more than the lips can express. I can not tell you how much I appreciate the kindness that prompted you to bestow the beautiful gift, which always will be one of my chiefest treasures. Gentlemen, again and again, I thank you."

Officers and Directors Chosen

When the applause subsided, President Carrington called for the report of the committee on nomination of officers.

The committee, through its chairman, R. P. Watson of Wilson, N. C., made report. And then Mr. Watson, appealing directly to the convention, recommended that the entire ticket be elected by acclamation. The suggestion obtained immediate approval, and without delay, the following officers were elected unanimously:

President T. M. Carrington, Richmond, Va.

First Vice President, H. E. Spillman, Huntington, W. Va.

Second Vice President, W. T. Clark, Wilson, N. C.

Third Vice President, W. T. Reed, Richmond, Va.

Secretary and Treasurer, G. E. Webb, Winston-Salem, N. C.

Board of Governors

E. J. O'Brien, Jr., Louisville, Ky.
G. O. Tuck, New York.
E. B. Ficklen, Greenville, N. C.
E. V. Webb, Kinston, N. C.
C. W. Walters, South Boston, Va.
J. M. Edmonds, Danville, Va.
W. G. Rogers, Warrenton, N. C.
Helm Glover, Louisville, Ky.
A. P. Thorpe, Rocky Mount, N. C.
W. Z. Mitchell, Oxford, N. C.
John L. Wingo, Richmond, Va.

While we are manufacturers of cigarette machinery of our own design, we are glad of the opportunity to test our manufacturing and engineering facilities on the designs of those cigarette manufacturers who have planned machinery for their own special needs.

THE LUDINGTON MACHINE CO.

Engineers and Manufacturers
Specializing in Tobacco Machinery

7 EAST 42D STREET, NEW YORK CITY

What Arkansas said

"WE all smile down my way 'cause we got three mighty good things that always keep us mighty happy—our fields of cotton, our fruit trees and the Owl Cigar."

All the States can smile with Arkansas, for all can enjoy the Owl Brand with the Brown Band. The General Cigar Co., Inc., keeps a $3,000,000 leaf reserve always in the process of curing to guarantee you a mellow fragrant Owl. That's why your Owl can always be counted on for mellowness.

Try Owl Brand—with the Brown Band.

General Cigar Co., INC.

DEPENDABLE CIGARS

119 West 40th Street, New York City

OWL 8c

A. B. Carrington, Danville, Va.
W. L. McGill, Petersburg, Va.
S. W. Venable, Durham, N. C.
G. T. Patton, Darlington, S. C.
G. S. Norfleet, Winston-Salem, N. C.
J. A. Clark, Bedford City, Va.
E. S. Carlton, Richmond, Va.
John Hodge, Henderson, Ky.
O. E. Gregory, Richmond, Va.
W. L. Petty, Lexington, Ky.
R. P. Watson, Wilson, N. C.
W. G. Dunnington, Farmville, Va.
E. G. Currin, Richmond, Va.

Entering upon his 19th term of office as president of the Association, Col. Carrington intimated strongly that his intention had been to decline a renomination. He thought, before the meeting, that he was firmly resolved. But, yielding to the friendly pressure brought to bear, he would be guided by the desire of the Association. He would endeavor for another year, to aid in the work, trusting that anticipated difficulties had been "pretty well discounted." Col. Carrington's speech of acceptance produced a storm of appluase.

Col. A. B. Carrington of Danville, Va., chairman of the conference committee, in presenting his report, submitted for adoption, resolutions as follows:

"We your committee appointed to confer with the directors of the Warehouse Association of Eastern North Carolina beg leave to make the following recommendations:

"That the president of the Tobacco Association appoint from his Board of Directors special committee to act and cooperate with the directors of the Warehouse Association of Eastern North Carolina and that all firms that are members of the United States Tobacco Association be urged to cooperate as far as possible with Eastern North Carolina Warehousemen's Association.

"We recognize that splendid work can be done by cooperation of the buying interest and the warehouse interest and we trust that the buying interest will give its hearty support to the Association of Eastern North Carolina Warehousemen.

"We suggest that the president of the Tobacco Association of the United States write a letter to each warehousemen of Eastern North Carolina asking them to join and cooperate with this Warehouse Association as we believe that such cooperation would result in great good to the trade."

"RESOLVED: That the Tobacco Association of the United States recommend to the Warehousemen on all the loose sales that the marketing of scrap in unpicked and dirty condition such as has prevailed heretofore be discouraged, and that each Board of Trade be requested to take this matter up in their respective markets and that no scrap be offered for sale hereafter until it has been clean picked and put in merchantable condition.

"In view of the present labor conditions this matter is very important and it is hoped that the Board of Trades throughout the Tobacco Belt shall take such steps as are necessary to improve the marketing of scrap."

The resolutions were adopted unanimously without debate.

July 13 was the date suggested for the opening of the tobacco markets in Georgia, July 20, for South Carolina, July 17 for Eastern North Carolina and September 20 for the Old Belt. The chairman of the conference committee explained that the dates proposed were not absolutely fixed, but tentative.

And the convention adjourned *sine die*.

Among those present were:

W. T. Cousins, Danville, Va.
J. S. Rogers, Greenville, N. C.
Bruce Lea, Rocky Mount, N. C.
R. B. Davis, Rocky Mount, N. C.
W. A. Goodson, Winston-Salem, N. C.
E. G. Currin, Richmond, Va.
Jas. R. Green, Richmond, Va.
L. M. Wherton, Jr., Greeneville, Tenn.
Clyde B. Austin, Greeneville, Tenn.
C. E. Spillman, Jr., Huntington, W. Va.
W. O. Smith, New York.
Woolsey Bill, New York.
L. J. Gorin, Louisville, Ky.
E. J. O'Brien, Jr., Louisville, Ky.
James G. O'Brien, Louisville, Ky.
E. M. Hunter, Richmond, Va.
W. Z. Mitchell, Oxford, N. C.
Col. T. M. Carrington, Richmond, Va.
J. A. Winslow, Cuthbert, Ga.
C. A. Werner, New York.
I. A. Dick, New York.
T. S. Ragsdale, Smithfield, N. C.
W. E. Fenner, Rock Mount, N. C.
S. L. Fleetwood, Tifton, Ga.
C. H. Richardson, Washington, N. C.
J. T. Timberlake, Washington, N. C.
R. W. McFarland, Wilson, N. C.
Col. A. B. Carrington, Danville, Va.
Col. O. W. Dudley, Danville, Va.
W. T. Morgan, Fuquay Springs, N. C.
Sidney G. Stevens, New York.
Captain C. Cornwall, New York.
H. W. Venable, Durham, N. C.
J. Frank Brinkley, Greenville, N. C.
Col. G. E. Webb, Winston-Salem, N. C.
F. H. Harrison, Baltimore, Md.
N. S. Poindexter, Winston-Salem, N. C.
J. J. Hatch, Goldsboro, N. C.
R. N. Sanford, Zebulon, N. C.
J. A. Wells, Zebulon, N. C.
J. K. Banard, Zebulon, N. C.
M. S. Bartlett, Zebulon, N. C.
C. O. Dixon, Mullins, S. C.
D. L. Tuggle, Blackstone, Va.
T. Bagley, Blackstone, Va.
E. C. Epps, Blackstone, Va.
R. S. Congers, Rocky Mount, N. C.
A. P. Thorpe, Rocky Mount, N. C.
J. L. Wingo, Richmond, Va.
E. H. Ferguson, Richmond, Va.
F. D. Williams, Richmond, Va.
R. P. Watson, Wilson, N. C.
G. F. Vaughan, Lexington, Ky.
P. C. Gregory, Richmond, Va.
V. E. Dickenson, Wilson, N. C.
A. B. Carrington, Jr., Danville, Va.
R. D. Williams, Brookman, Va.
W. P. Anderson, Wilson, N. C.
S. A. Anderson, Wilson, N. C.
I. J. Meals, Roanoke, Va.
W. T. Clarke, Wilson, N. C.
W. J. King, Wilson, N. C.
W. M. Schaum, Wilson, N. C.
I. H. Vaughan, Richmond, Va.
J. N. Gorman, Greenville, N. C.
C. A. Lewis, Henderson, N. C.
J. H. Cheatham, Henderson, N. C.
G. B. Eunice, Fitzgerald, Ga.
E. L. Ring, Atlanta, Ga.
F. J. Haley, Baltimore, Md.
H. M. Hoevels, Amsterdam, Holland.
E. L. Soper, New York.

Ahoskie to Be a Bigger Market

AHOSKIE, N. C., June 19.—This (Hertford) county will grow more bright tobacco this year than in any year since its farmers commenced to cultivate the bright weed, and the indications now are that the Ahoskie market will sell twice as much of the weed the coming as it did during the season of 1919-1920.

Many farmers throughout the county, especially in the western section, are raising tobacco for the first time, and the reports so far are to the effect that they are succeeding splendidly, having gotten their plants in in good time and the seasons having been fairly favorable ever since.

The warehousemen here are getting ready to handle a much larger crop. To that end both of the warehouses are being enlarged to approximately double their present size, and it is said by the builders that both will be ready for the opening of the tobacco season.

The Reynolds Way of Doing Things

Leasing a county fair ground in order to give its employees adequate recreation facilities, is the latest move of the R. J. Reynolds Tobacco Co. in promoting the welfare of its workers at Winston-Salem, N. C.

In the space made available in this way six ball nines are able to play at the same time without interfering with each other. Three regulation diamonds have been laid out in the oval made by the half-mile track. A grandstand makes it possible for thousands of the company's employees to witness the games.

The company's playground league includes sixteen teams of twelve players each, representing all departments. Each squad has been equipped from cap to spikes with best quality uniforms and all accessories, at the company's expense. In all 192 complete outfits were provided, which is said to make the largest order for baseball uniforms ever placed by a single manufacturing concern for its employees.

The county fair grounds also provide space for basketball, volley-ball and track sports in which women employees, as well as men, engage. Great enthusiasm and rivalry have developed as a result of the improved recreational facilities and basketball league opener was a gala occasion, featured by a parade of thousands of Reynolds workers in carnival attire.

Cigarette Packages That May Be Imported

WASHINGTON, June 23.—The Treasury Department announces that as amended Article 443 of the Customs Regulations of 1915 will permit the importation of cigarettes in packages or parcels containing 5, 8, 10, 12, 15, 16, 20, 24, 40, 50, 60 and 100 each.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS

THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

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Habana, Cuba
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SELGAS & CO.
Leaf Tobacco Dealers
NEW YORK 128 Water St.
HAVANA, CUBA, 138-140 Consulado St.

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
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Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
Importers of Havana Leaf
Zulueta 44, Havana, Cuba
152 Front St., New York

LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON
Exporters & Commission Merchants
HAVANA LEAF TOBACCO
The Greatest Stripping Facilities in Cuba
ZULUETA 44-46 HABANA, CUBA

HIJOS DE DIEGO MONTERO
S en C
COMMISSION — EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HABANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Higher Prices in Havana Are Regarded as a Certainty

HAVANNA, June 17.—Prices on tobacco in the bundle in the country continue to advance. For what we call "first class tobaccos," the prevailing prices are about 60 per cent higher than last year.

The crop will total, probably, about 30 per cent less than last year.

The shortage of labor also is notable. To the work on the plantations and in the packing houses, it is difficult indeed to get all the help required. And much higher wages have to be paid. Increased expenditures for indispensable labor are additional causes of higher prices.

Just what selling prices of various grades may be, a little later, who knows?

Yet, it is a certainty that tobacco will be "very high."

British Dealers Oppose It

In England, the proposal to increase greatly the duty on imported cigars, is regarded as a wrong move that if made will not aid the treasury. Yet if the proposal is adopted the effect will be the reduction and partial destruction of business.

Representing the Importers of Manufactured Tobacco, Cigars and Cigarettes Sub-Section of the Tobacco Trade Section of London Chamber of Commerce, a deputation called on the Chancellor of the Exchequer, recently. The deputation consisted of S. Baird (chairman), E. Jarrett, Hugh Knight, R. Middlemas, O. B. E., Arthur Morris, Percy Phillips, Stanley Phillips, Marcus Samuel, and W. J. Eales (secretary). The deputation was introduced by Joseph Hood, M. P. Mr. Middlemas, who put the importers' case before the Chancellor, urged, first of all, that such a huge new impost of 50 per cent *ad valorem* duty on imported cigars would defeat its primary object, viz., the raising of additional revenue, the view of the deputation being that the sales would so decrease that the revenue would be more likely to diminish than to increase. Mr. Middlemas pointed out that the present weight duty of 15s. 7d. per lb. was equal to 40 per cent *ad valorem*, to which the Chancellor proposed to add a further 50 per cent *ad valorem*. The United States, which for years had imposed an *ad valorem* tax upon imported cigars, did not go beyond 20 per cent. The result of a prohibitive duty would also be that the pleasures of a Havana cigar would be limited to the very rich, and that such legislation would bring serious results to all those who, in whole or in part, gained their living from this business. On behalf of the deputation he urged strong objections to an *ad valorem* basis for a cigar duty on account of the difficulty and complexity of its application to such an intricate trade. After some general discussion, Mr. Chamberlain intimated that he could not depart from the *ad valorem* basis for his new tax, but, while urging the deputation not to hold him as giving any promise of reduction, he undertook to give very careful consideration to the points raised.

The Tobacco Trade Review, of London, in commenting on the interview, says:

"The arguments put before the Chancellor by the importers' deputation are well supported by the letters sent to the Treasury on behalf of the distributive organizations by W. Norman Bubb. Perhaps the most interesting point taken in these letters is that in which the secretary of the National Union of Retail Tobacconists says that 'there are 319,598 license holders in the United Kingdom, many of whom have in the past relied on this class of trade to eke out their otherwise meagre profits, it being common knowledge that the profit obtained on the working man's tobacco is so small that it has to be made up out of the higher-class trade.' This is unquestionably true. The sale of Havana cigars is for most retail tobacconists the best paying section of their business, and it is impossible to estimate what the results of this new impost, if it is persisted in, will be. It is no exaggeration to say that it will kill one-half of the trade in Havana cigars, and a large proportion of the retail tobacconists' profits will be killed with it. The retailer who sells only imported cigars will be in a still worse position."

SHIPMENTS FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

In Transit.

New York—

To Buenos Aires, 5 cs. cigars. To Liverpool, 101 cs. cut tobacco; 112 cs. cigars. To Melbourne, 7 cs. cigars, 10 bales leaf tobacco, 1 cs. granulated tobacco. To Lisbon, 27 cs. cigarettes, 24 cs. cigars. To Punto Arenas, 1 cs. cigars. To Tangiers, 5 cs. cigars. To London, Eng., 2 cs. cigars, 37 boxes cigars, 3 cs. cigarettes. To Montevideo, 2 boxes cigars. To Rio de Janeiro, Brazil, 16 cs. cigars. To Batavia, Java, 1 cs. cigars. To Gibraltar, 52 cs. cigars and tobacco.

CUT TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Cases
Park & Tilford	3

CIGARETTES FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Cases
G. W. Faber, Inc.	1

CIGARS FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Cases
United Cigar Stores Co.	59
Alpers & Mott	1
S. Ruppin, Inc.	1
Park & Tilford	111
G. S. Nicholas & Son, Ltd	15
Brit.-American Tob. Co.	27
C. Macklaier	1
Erzinger Wholesale Co., Ltd.	2
Northern Com'l Co.	5
T. H. Hart & Co.	4
C. D. Stone	2
Duncan & Moorhead	4
B. Wasserman Co.	26
W. Stanton	1

Cable "Quinto" P. O. Box 502
WALTER SUTTER Y CA
COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

E. A. Pettengill	1
Dodwell & Co.	12
R. E. Lane & Co.	4
G. Thomson	2
Stearn Co.	4
Acker, Merrall & Condit Co.	49
G. W. Faber, Inc.	47
G. W. Sheldon & Co.	2
Rich & Co.	8
Youroveta Home & Foreign Trade Co.	1
A. Terreri, Inc.	1
A. J. Billin & Co.	5
Bliss, Dallett & Co.	1

LEAF TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Bales
Quedalia & Co.	25
J. Bernheim & So.	652
P. Lorillard & Co.	200
M. Schwarz	32
Suaraz & Crespo.	1
E. Ellinger	25
Stern, Mendelsohn Co., Inc.	291
Hamburger Bros.	100
M. Schwartz	25
L. Dankowitz	6
Gonzales & Co.	1
B. Rosenbluth	25

TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc.	407

LEAF TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Barrels
W. K. Gresh & Sons	58
Loewenthal & Son	5

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Bales
S. Ruppin, Inc.	67
Order	25

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Packs
Yoccum Bros.	35
Consolidated Cigar Co.	121
K. K. Gresh & Sons	2

UNSTEMMED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Barrels
Maurice Winter & Co.	5
F. Miranda & Co.	20
Newman & Gach	25
E. P. Cordero & Co.	28
H. Lopez & Co.	19
J. Sutter & Son	18
J. H. Goetze & Co.	173

FILLER TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Barrels
J. H. Goetze & Co.	130
T. Kaffenburgh & Son.	121
Breslin & Campbell	112
G. Falk & Bro.	34
E. Ellinger	60
E. A. Calves & Co.	82
Hinsdale, Smith & Co.	120
Order	26
T. D. Downing & Co.	100
S. Rossin & Sons.	106
Maurice Winter & Co.	28
Leschke & Fletcher.	59
Alles & Fisher.	185
Consolidated Cigar Co.	5
Greenhall Bros.	25
Hamburger Bros.	12

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Packs
General Cigars Co.	135
American Cigar Co.	73

STEMMED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Bales
E. Rosenwald & Bro.	96
Sartorius & Co.	142
J. H. Goetze & Co.	302

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Packs
J. H. Goetze & Co.	85

STRIPPED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 5.

Consignees:

New York—	Packs
Nussbaum & Bower	30
J. Rodriguez & Bro.	4
Bayuk Bros.	183
J. Bernheim & Son.	221
Nussbaum & Bower	30
Stern, Mendelsohn Co., Inc.	110

SCRAP TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Barrels
Sartorius & Co.	36

Per S. S. Morro Castle. Arrived June 15.

Consignees:

New York—	Packs
A. Hussey Leaf Tob. Co.	10
E. Rosenwald & Bro.	5

Maryland Tobacco Acreage Not Increased

Despite the high price of tobacco, with no immediate prospect of a decrease, tobacco planters in Southern Maryland are reported to be unable to increase the acreage devoted to their chief agricultural industry because of the shortage of labor. This shortage is reported to be more acute than last year, averaging about 12½ per cent less. The average increase in wages is about 25 per cent.

"In view of the labor scarcity, tobacco farmers are planting crops of such size as they can handle with assured labor," says the Baltimore *American*.

The last legislature passed several laws which are designed to encourage the tobacco industry in Maryland. One act provides that whenever so large an amount of inspected tobacco shall have accumulated in the warehouses as to delay inspection of new arrivals, the inspector is authorized to rent additional storage space for such tobacco as it may be necessary to remove in order to take care of other inspections. The rent for this storage will be paid from the receipts of the warehouse as operating expenses.

Another act requires that the principal office of the Tobacco Growers' Association shall be located in Baltimore.

All appointments in the warehouses must be approved by the Governor.

Reports of receipts of tobacco and other facts bearing on the industry must be made to the State Board of Agriculture.

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GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
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LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
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Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
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IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
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PRADO 125, HAVANA, CUBA

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100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
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Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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Sucursales y Corresponsales en todos los pueblos de la República.

THE OLDEST BANK IN HAVANA

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because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

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New York Correspondent

THE IRVING NATIONAL BANK

Sweet and Aromatic

INDEPENDENT CIGAR FACTORY

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ROMEO Y JULIETA

The Leader in All the World's Markets

U. S. REPRESENTATIVE

WM. T. TAYLOR — 50 East 42nd St.

Secretary Webb's Report

(*Continued from page 9*)

devoid of sensationalism, and therefore it makes little noise in the general hubbub that prevails throughout the land to-day. But it is just this kind of silent evangelism in behalf of the entire tobacco trade that has engaged your secretary's unremitting attention during the past year. Besides endeavoring to safeguard the trade from injurious legislative action in Congress and in several States, it has also been necessary to take a hand in efforts to have equitable adjustments made in freight rates on tobacco and its products. Then, too, it has frequently come in our way to aid in the settlement of questions of labor and wages. For the last few weeks the matter of transportation by land and water has given the trade great trouble, and the Association has been and is now putting forth its best endeavors to ameliorate the present difficulties.

"Without assistance in my office, it has been my pleasure to exert myself to the utmost in all ways tending to the benefit of the tobacco interest, and it may not be amiss to state that in carrying on the Association's work I have used the pages of my *Southern Tobacco Journal* without stint and without price to conduct a campaign in the cause of the golden weed. Week in and week out, this year as in preceding years, the *Journal* has been constant in its promulgation of the truth about tobacco and in its exposure of the falsehoods and fallacious arguments set forth by the anti-tobacco forces of the country.

"It is not the province of the secretary to outline the measures necessary to be adopted for the welfare of the trade, but I would urge that all members of the Association come to a realization of the gravity of the situation in tobaccodom to-day. Serious consideration of the features of the work that has engaged this officer's attention the past year—as outlined above—will aid in gaining a comprehensive view of the situation. It is not necessary to become an alarmist in order to realize that serious conditions confront us. Not burdensome taxation alone, but the 'anti-tobacco' fight as well, must be met, and not only now but for an indefinite period of time to come. The professional reformers must have employment, and they have selected the golden weed from which to extract their sustenance. For these reasons it is urged that every member present, and every absent member who reads this report, constitute himself a tobacco missionary to bring all other tobacco men into the membership of the Association. We need them, and they need us. What affects one man or one branch of tobaccodom affects all to a greater or less degree.

"It has been a pleasant privilege for the secretary's office to aid in the development of the tobacco industry in the State of Georgia during the past year, and it is gratifying to report that Georgia promises to become a most important tobacco State at no distant day. Tobacco men in that commonwealth are wide awake and are taking intelligent interest in all that concerns tobacco, and a number of them have applied for membership in our Association. We welcome them and invite all others to come with us.

"Being in a position to realize very clearly the vital necessity of the Association to every department of the tobacco trade, I have sent out thousands of solicitations to tobacco men to join our organization. The response has not been such as to indicate that the trade comprehends the great service that the Association is quietly but constantly rendering.

An Enthusiastic Team

The office force of the Williamsburg Branch of the Metropolitan Tobacco Co., at 287 Graham Ave., Brooklyn, has just completed the organization of a baseball team, and enthusiasm is running high, so high in fact, that it offers a challenge to any other tobacco office team. Games to be played Saturday afternoons, on grounds selected by opponents, or on grounds of the Williamsburg Branch team. Louis J. Krumsiek is manager of the newly organized team and Charles Lowe is the captain. Other men on the team are: Arthur Krinski, Wm. Wolff, John Charles Weber, D. Sedockin, Earl Hanson, B. Belmont, August Huegle, Fred W. Miller and F. Gross.

The team itself does not display all the enthusiasm that is manifested on its account. J. Stern and E. Grauer, branch office managers, are as jubilant over the team's prospects as two schoolboys. But it takes B. Kirsch to cap the climax as a downright enthusiast. He is a ball fan of the first magnitude, he was slated to be the treasurer of the ball club, but that office became useless when the company itself gladly volunteered to finance the organization from first to finish.

As a word of caution to any club that may have the courage to accept the challenge thrown down, it may be said that Louis J. Krumsiek, manager of the Williamsburg Branch team, was a Lieutenant in the A. E. F.

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

The Real Independent Factory in Havana

"PARTAGAS"

The World's Standard Cigar

Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba

ROBERT E. LANE

General Representative for United States and Canada

70 Trinity Place **New York**

Factories May Move Away from Milwaukee

Cigar Manufacturers Say That It Would Be Ruinous to Grant the Demands Made by Strikers—Will Not Listen to a Closed Shop Proposition—High Wages Paid but Agitators from Chicago Kept Stirring up Trouble—Picketing Continues.

Almost complete destruction of the cigar manufacturing industry in Milwaukee is imminent, according to statements by manufacturers there, Friday.

"Liquidation of business, with the alternative of removal of the factories to other cities, is being seriously considered by Milwaukee manufacturers as a result of conditions arising out of the strike of cigarmakers," the Milwaukee *Sentinel* says.

Demands for a closed shop and wage increases ranging from 15 to 40 per cent have made it vitually impossible for the factory owners to operate.

In daily meetings since the beginning of the strike, factory owners have expressed the opinion that the only way they can continue in the business is to move to other cities where labor conditions are more favorable.

"Unreasonable demands, similar to those submitted here, were presented at Chicago a year ago, and resulted in driving the cigar industry from that city," said W. N. Fitzgerald of the Mi Lola Cigar Co.

"The same men whose agitation resulted in presentation of the demands which proved ruinous at Chicago are taking leading parts in the trouble here.

"Milwaukee manufacturers are already paying from $5 to $7 more a thousand on practically all cigars made here, as compared with other cities making similar grades.

"Workers here are the highest paid in the country. I have investigated personally at Tampa, Fla., Philadelphia, New York, Cleveland and other large centers, and none approach Milwaukee in wages.

"Women workers here are earning from $25 to $45 a week, and men workers from $35 to $60 a week.

"We must meet competition in our business, and the demands presented prohibit further operation. Also, we will not listen to a closed shop proposition.

"With the exception of two small factories, employing not more than fifty men, the cigar industry in Milwaukee has been at a standstill ever since the strike was called.

"The strike last September resulted in an agreement by the workers not to strike for a year, when wage increases of 25 per cent were granted. The manufacturers feel that to grant an increase at this time would open the way to further demands by the workers within a few months."

Philadelphia, where labor conditions are reported good, is being considered as a possible site for removal of several of the large Milwaukee plants, it is reported.

Though confronted with the probability of a removal of the big factories from Milwaukee, the striking cigar makers profess to be confident that they will "win yet." The Litzky factory, 444 East Water St., is being picketed throughout the day. The other 11 factories still in the Manufacturers' Association are picketed night and morning. No attempt is being made to import strikebreakers. The women are taking an active part in the strike, both in meetings and on the picket line.

TRULY A COMPLIMENT

The Letter That Charles R. Dean Received from Col. Wm. T. Reed, President of Larus & Bro. Co.

Because tobacco is significant of peace and good will, it is not strange but rather natural that strong and enduring friendships should be formed in the tobacco trade. Yet not often may be reported the existence of pleasant relations between manufacturer and dealer, uninterrupted by any break, extending over a period of more than forty years. And seldom indeed is any man in a position to show a letter like the one recently received by Charles R. Dean, of Taunton, Mass., from the Larus & Bro. Co., of Richmond, Va. The letter, which reflects equal honor on sender and receiver, reads as follows:

"My dear Mr. Dean:

"We have your valued letter of June 3, notifying us that you have retired from active business, and that you have sold the latter, after 52 years of active service, to the Charles R. Dean Co., Incorporated; and it is needless for us to say that we wish for the new concern continued success in the trade.

"When the writer entered the serv-

(*Continued on page* 38)

GROSVENOR NICHOLAS & CO.
INCORPORATED
DIRECT IMPORTERS OF HAVANA CIGARS
60 Broad St., New York
Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.
Price list upon application

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK
Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

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Our humidors obtain the appreciation of smokers who buy good cigars by the box.
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PARK & TILFORD
are the
LARGEST IMPORTERS
of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars
Wholesale Price List will be sent to any dealer
Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

Business Must Be Made Bigger in Philadelphia

Expansion Made Necessary by Urgent and Larger Demands on Manufacturers and Dealers—Assurances That Prices Will Remain Up for a While—All the Factories Would Be Pleased to Employ More Labor—Some Employees Are Disposed to Work Only Part Time—Leases, Purchases and Transfers—Building Improvements—Dusel-Goodloe & Co. Get More Manilas by the All-Sea Route—The Gladsome "Boosters"—Notes of the Trade.

PHILADELPHIA, June 22.—Developments in the trade here during the past week, give evidence of confidence that prosperity will continue, despite any assaults of anti-tobacco fanatics or untoward procedure by others.

Manufacturers and retailers alike are preparing for the expansion required to meet the good business which is ahead. The big problem, perhaps more acute now than ever before, is not to get business but to get goods. The task of the manufacturers is to supply distributors who really are insistent that deliveries be made despite the box shortages and the defiant attitude of employees getting very high wages, will work only part of the time and who cannot be replaced readily. The retailers have their own troubles, not in inducing consumers to buy at prices higher than ever known and still rising, but to keep their shelves from being entirely depleted. The increase in business noted a week ago, after a little lull ascribed to belief by smokers that cigar prices would follow the lead of some other commodities and come down, continued during the past seven days. Full price and cut price dealers alike report most satisfactory sales.

Perhaps in no branch of industry has there been a greater transformation in the course of a few years than in cigar making. Manufacturers freely admit that but a few years back, factory hands were among the smallest paid; now they are among the highest if not the very best paid workmen and workwomen in the country. In many of the Philadelphia factories there are working women hardly able to speak the language of the country, who get weekly $50 and upwards in their pay envelopes, placed there perhaps by well educated and responsible young women clerks who are not receiving wages half as large. And yet though manufacturers regret those conditions, they say that the law of supply and demand is inexorable and that until conditions change the disparity in wages will continue.

It is because of the operations of that law, that none of the manufacturers look forward to lower prices for a long time to come. They point out that as long as there is a greater demand for cigars than the available supply, prices will be maintained or will advance and that in this era of flush times, increasing prices, if they are due to natural causes and not to artificial stimulus, will not restrain sales. And public belief is firm that in the tobacco business at least there has been no profiteering.

The complaint still continues among the manufacturers that though the labor situation shows some improvement in that more applications are being received, the supply is still inadequate both in number but especially in character and despite pleas and entreaties, competent hands will not speed up production and even though there is a direct financial gain by so doing. Every manufacturer can tell stories of hands who are working but part of a time, satisfied with wages for half time that are perhaps twice as large as they made but a year or two ago for a full week's work. The labor wage, the high prices of boxes and raw materials and the big overhead under limited production and distribution, are the elements, the manufacturers say, which will make impossible any price reductions for a long time to come.

Meanwhile the expansion plans for a busy future continue. During the week the Bayuk Brothers Co., Inc., took title to the five story factory at the northeast corner of Third and Spruce streets which it has occupied for several years. Transfer was made by the Merchants' Real Estate Company for a sum indicated by revenue stamps on the deed to be $74,500 and subject to a mortgage of $55,000. The building was assessed at $100,000.

Final transfer was made by the Hagedorn-Merz Company to Samuel Grabosky, who in turn transferred it to the G. H. P. Cigar Co., of the five and a half story building at Third and Brown streets which will be the new G. H. P. factory and business office. Certain parcels of land adjoining and recently purchased by the G. H. P. Co. will be held for future extensions. Workmen are now renovating the building. On its five and a half floors there will be a manufacturing capacity between four and five times as great as that at present location, 21 North Second street. It is hoped to push through improvements so that occupancy can be effected in August or September. The firm's lease on Second street runs until next Spring and those quarters may be continued by the firm or leased out, no decision on this point having yet been reached.

During the week title was taken by Morris Kauffman, who now operates cutrate cigar departments at Tenth and Arch streets and at Fourth and Arch streets, to the four story property 21 North 11th street for a nominal consideration subject to a mortgage of $40,000. The building occupies a lot 20 by 72 feet and is assessed at $43,000. A cutrate store will be conducted there.

A little distance up the street, at 51 North 11th street, there will be opened shortly a branch of the George T. O'Keefe stands located at 14 South Fourth street and 401-403 Ludlow street. The O'Keefe stores are being run by Wachter & Darmstadter and it is their policy to expand in the cut-rate business just as is being done by the Post Company, Label and others.

Tremendous quantities of Manilas are now coming into this market. Dusel-Goodloe & Co. received in two recent shipments 186 cases from Manila by all sea route. A third all-sea shipment of over 100 cases on the steamer *Melville Dollar* is due and is expected daily. The firm has been advised that the steamer *Radnor* has just sailed from Manila. The Bailey Co. is arranging for to it.

W. H. Bailey & Co., Front and Arch street, report arrival of 20 cases of Manilas from the Rosario Company, Manila. The Bailey Co. is arranging for regular monthly shipments of 600,000.

Though rain fell all day in Philadelphia when the Bayuk Boosters left town for a week-end—and then some—outing at Atlantic City, their sunshiny presence at the shore dispelled the clouds and there was but an hour of rain after their arrival and during their three days' outing. Boosters furthermore carried entertainment not only for themselves but for other guests at the Hotel Schlitz; their snake dance with a swaying violinist at their head will be long remembered. The only marring feature of the occasion was the unavoidable absences of guests regularly attending Booster outings—Sales Manager Carlisle, Samuel Bayuk, Meyer Bayuk and Harvey L. Hirst. But there did attend Fred J. W. Allen, Retail Sales Manager and his assistant E. A. Geipel; Nelson A. N. Hirst, Office Manager; William Kimber, Jr., Credit Manager and J. M. McMann, Charles Rendelman, Harry Rendelman, C. B. Bowen, J. J. Gallagher, J. W. Allen, G. M. Pruitt, E. C. MacAllister, C. C. Munson, J. L. Davis and Sheriff Nelson who again distinguished himself, this

time by nominating himself as President of the United States.

Bayuk Booster talent is suggested by this, quite self-explanatory letter:

NEWARK, N. J., May 30, 1920.

Dear Mr. Davis:
Your letter received and in reply would say to all the Boosters in a general way:

Jolly Boosters, Hail all Hail—
I'll be there and I'll come by rail,
Though the walking may be good,
I'll ride for reasons understood.

And so I'll leave this Newark roost,
To go and help the Boosters boost.
I'll be there like any Booster
And join all games just like I used to.

June the eleventh that's the date,
It's firmly soaked down in my pate.
My wife's permission has been given
To help to boost the Havana Ribbon.

So let us hope for pleasant weather—
When we assemble, all together.
Of course a storm would be a pity
But there's always fun at Atlantic City.

So come on salesmen, one and all,
Respond unanimous to the call—
With all the other fellows too
All 'round acquaintances we'll renew.

Yours,
G. C. MUNSON. (Jersey)

The "44" Cigar Company recently called a meeting of the foremen and superintendents of all of their factories at the main office, for the purpose of planning ways and means to further increase production in the various factories. After the meeting they had their annual Banquet at the Manufacturers' Club.

The Company finds itself very heavily oversold and therefore necessary to increase production. B. Lipschutz, President; G. M. Lex, Assistant Secretary; M. A. Funk, Secretary; and J. H. Marcus, Vice-President of the Company addressed the meeting. Nothing is being left undone to increase the production of the factories with a view to supplying the demand.

Visitors at the factory during the past week were: I. Kinkelstein and I. Goldgerb of Scranton; Mr. Feiman of S. & J. Feiman, Canton, Ohio; Jacob Schwarz and Mr. Carris of Schwarz & Sons, Newark, N. J.; Mr. Hall of the Capital Cigar & Tobacco Company of Washington, D. C.

The Capital Cigar and Tobacco Company is one of the latest distributors taken on and it is featuring the product of the "44" Cigar Company and meeting with wonderful success. Mr. Hall's visit to the office was with a view to securing larger shipments to take care of the demand.

President Lipschutz and Dr. Marcus have taken up their residence in Atlantic City for the summer.

Samuel Grabosky President of the G. H. P. Co. recently became the owner of a fine estate in Germantown at Clivenen street and Wissahickon avenue. The reported purchase price is $50,000. Mr. Grabosky expects to take occupancy about the middle of next month.

William Kirshner of the Rameses line is in Atlantic City in anticipation of the vacation trade there.

The Philadelphia branch of Wertheimer Brothers of which James C. Thompson is manager and which for a long time has been located in the Denckla Building recently took a lease on the three-story building at 1002 Race street, and during this week expects to be quite at home there. Increased room was required by expanding business and the necessity for keeping larger stocks on hand. The firm usually carried between 100,000 and 200,000 cigars in stock. William H. Hahn has just come from the Ohio territory to assist Mr. Thompson in city sales and distribution. The firm's leader is the El Dallos, "each cigar in its own humidor."

Many hundreds of "United" patrons attended on Saturday last the formal opening of the Premium Department which occupies three double front stores adjoining on the Tenth street side the United Stand at the corner. Invitations to the opening were distributed during the week preceding, at all the United stores. A wonderfully attractive display of premiums was made.

The National Drug Store just opened at Thirteenth and Market street offered as a special attraction to its cigar department in which all the nationally advertised brands are carried, packages of razor blades or tubes of Kolynos tooth paste with each $2 purchase.

President Paul Brogan of Dusel-Goodloe & Co. spent part of the week in Harrisburg pushing Chancellor distribution. The firm is now on a daylight saving schedule, opening at seven o'clock and closing at 4 o'clock.

President Suss of the Jacob Langsdorf Sons Co. left this week for a western trip.

Representative Tucker and a crew are working the city in the interests of Pall Mall Rounds. Attractive displays are being made at many shops and lively sales are reported from all.

Auction sale of the stock of James Naviros, retailer, Locust street above Ninth street, in the Greek colony section, took place during the week. Reports are that comparatively little was realized.

General Manager Clohessy of the E. V. Schnorr Cigar Co., Wichita, Kansas, was a visitor to the Bayuk Brothers' factory during the week, endeavoring to speed up deliveries.

C. O. McClure, Indianapolis representative of Bayuk Brothers visiting the city, had to cut short his trip being called home by illness of his daughter believed to be suffering from appendicitis.

Though Samuel Welsh, owner of the Scarlett Store which closed its doors at 1310 Arch street on Saturday, did not originally expect to be able to open at his new stand 703 Chestnut street until August, arrangements were made for much earlier occupancy. During the week artisans began the alteration of the building to adapt it to Scarlett requirements and he is hopeful of an opening in the very near future.

Henry Ottenberg the New York importer ran over to the city during the week.

W. P. Bushell of the Jose Lovera Co. made trade rounds last week.

Norbert Popper, District Sales Manager for M. Melachrino & Co., 1214 Filbert street has just successfully carried out a guessing contest conducted at the store of William Kearney, 75 Center Square, Wilkes-Barre, in which intense interest was shown. Manager Popper filled the Kearney windows with Melachrinos and then placed in a double envelope sealed, the exact number. Fifteen prizes were offered the nearest guessers. The contest closed June 17 and the guesses are now being computed.

There has been added to the sales force L. H. Litt, formerly connected with the United Cigar Store at 13th and Chestnut streets. He will travel through eastern Pennsylvania.

Sig C. Mayer & Co. expect to have the Pacific Coast representative, E. D. Marshall as a visitor over the Fourth of July. He has advised the firm that when he comes to Philadelphia he will be loaded down with orders for Rey Oma. Another western visitor expected is William A. Vorhauer of William A. Vorhauer & Co., the Chicago distributors for the Mayer Company. Treasurer G. Isaac Watson is enjoying a litle rest on a trip to Buffalo and Niagara Falls, of course calling on the distributors too. President Mayer reports his 5 out of town factories working to their utmost capacity.

The Stratford Company has secured a supply of cigar pouches, each holding three cigars, which it will distribute among the trade handling its goods. The pouch is of convenient pocket size with rubber band fastened, is attractive in appearance and is made of a durable, moisture proof paper composition which assures retention by the cigar of its aroma, and safety from breakage.

Jerome Kohn of Sol Kohn & Co. Hartford packers and growers, was a visitor to the leaf trade during the week. He reported a big demand for the new crop of broadleaf.

An all day Saturday closing movement is afoot among the leaf trade, with every assurance that 100 per cent of the larger houses will adopt it during July and August. A majority of these firms have already signed the agreement to close all day Saturday Their experience is that Saturday hours at the present time are too short for real accomplishments and that their employees are not at the point of highest efficiency.

Here's a High Dive!

PRINCE HAMLET is making a "high dive" for popular approval that is bound to be a winner. Sixty feet is as pretty a "swan - dive" for smoke-favor as you ever saw.

Prince Hamlet lights so easy in a customer's "cigar consciousness" that he scarcely makes a ripple in the "pool."

PRINCE HAMLET
2 for 25c. — 15c. — 25c.
Also 10 and 11c. sizes
The Well-balanced, Satisfying Smoke

Our Car-Cards picture him in the correct attitude. He's a favorite with most Dealers. Know him!

BAYUK BROTHERS
Manufacturers of the Famous "Mapacuba" Cigars
PHILADELPHIA
New York, 119 Lafayette St., Phone 316 Franklin

E. P. CORDERO & CO.
ESTABLISHED 1883
Mi Hogar Cordero La Superior
These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.
1327 Avenue A, Cor. 71st St., New York City

Increased Efficiency Bigger Outputs Diminished Expenses
Follow the introduction of our
AUTOMATIC MACHINE
For
MAKING LONG FILLER BUNCHES
With
UNSKILLED LABOR
Descriptive catalogue showing annual savings and capacity sent on request
COLWELL CIGAR MACHINE CO., Inc.
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HAVANA CIGARS
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FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA
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OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

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IF IT'S TOBACCO

WE HAVE IT

RED LION, PA. U. S. A.

I. H. WEAVER

- - PACKER OF - -

All Grades of Leaf Tobacco

237-39-41-43 N. Prince St., LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

Correspondence Solicited

SEEDLEAF TOBACCO GROWERS COMPANY, Inc.

LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers

Connecticut and Pennsylvania Leaf Tobacco

320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.

Lamour Street and M. & P. R. R., York, Pa.

ROSA DEL

RANCHO CIGARS

RICH IN SMOKING VALUE

Many Shapes Many Sizes

AMERICAN EXCHANGE CIGAR CO., Makers

1059-1061 Third Ave., NEW YORK CITY

119-21 So. 11th St., PHILADELPHIA, PA.

Pennsylvania Tobacco Fields Three-Fourths Planted

Lancaster County Farmers Are Rushing Work—Favorable Weather Gives the Young Tobacco a Good Start—Everyone Hoping for a Prolific Crop—Demand for Desirable Pennsylvania Leaf Now Is the Greatest Ever Known—To Urgent Inquiries the Answer Is That the Supply Has Been Absorbed—Capt. Goldberg's Big Deal—Plans to Advertise Pennsylvania Tobacco—Seed Leaf Tobacco Growers Co. Receives Important Visitors.

LANCASTER, Pa., June 19.—Farmers here are rushing work, setting out tobacco plants. Saturday night will see probably three-fourths of the tobacco area transplanted. The weather has been favorable; the sunshine and rain alike have assisted to give the young tobacco a good start. And every one is hoping that conditions will be, during the growing season, such as to insure a prolific tobacco crop. For never before, in the history of Pennsylvania, has there been a more urgent demand for good tobacco. Fact is, the shortage of desirable Pennsylvania tobacco has become pronounced.

Plenty of buyers are making eager inquiries for 1918 and 1919 tobacco and the supply is gone. The large manufacturing interests mainly are responsible for this condition of things, for on finding that they were short of desirable goods, they went out and bought every serviceable lot of tobacco that could be procured. People from all over the country keep writing here for goods and it is exasperating to be unable to supply them. Such a "tobacco famine" has never occurred in this State in the memory of the oldest packers. One and all, they predict big prices for the coming crop. There has been very little business transacted here during the past week for the reason aforementioned. We haven't the goods. One large transaction, however is worthy of note. Mr. Michaels, of M. Michaels & Son, dealers here, sold to "Capt." Goldberg for the Union American Cigar Co. of Pittsburgh, Pa., a company that recently quit business, 963 cases stripped and booked 1917 Pennsylvania wrapper grade.

This tobacco was bought by "Capt." Goldberg for B. Lipschutz, of '44 fame. Capt. Goldberg represents the house of Lipschuts here. The tobacco, while high in price, is of magnificent quality in line with the high grade of tobaccos used in the Lipschutz factories.

There have been a number of inquiries for "Tops" and stripped and booked fillers of all kinds, but supply is nil.

Benjamin Schwartz, the "live-wire" dealer, jobber, packer and cigar manufacturer of Ephrata, recently sold a big lot of 1918 and 1919 tobaccos and bought a large lot of old Florida for speculative purposes. "Ben" keeps in touch with the market and he anticipates a shortage in wrapper tobaccos, hence his Florida purchase. He is a very keen and observant merchant and has done some big business lately.

Meyer Dembo, the dynamic broker and leaf packer here, has been congratulated by his friends lately. His son recently graduated as a full-fledged M. D. from the University of Pennsylvania and had the honor of heading his class for proficiency and practical knowledge of the practice of surgery and medicine during his school term. He is going to start practicing in Cleveland, and every one of his numerous friends here is wishing him success.

The whole trade here is congratulating Morris Levy (General Cigar Co.) on being the happy grandfather of a baby girl which arrived this week.

R. Getzloff, formerly of Quincy, Fla., who located here a few years ago, is about to retire from business. He is closing out all his holdings. Bad health is the cause. The doctors say he must take a complete rest. So we lose one of our most successful merchants, a man of commanding presence and address. We all are sorry to see him leave us.

Paul Hirschorn, of Weil & Sons, New York, was here this week looking after his 1919 packing.

The Lancaster County Tobacco Growers' Association started a movement yesterday to advertise Pennsylvania seed leaf tobacco. J. Aldus Herr, who recently returned from a conference of tobacco men at Washington, proposed the movement to make the local production a world-known grade and to establish for it a market, not only in this country but in Europe as well.

Otto Olsen remarked that on his visit to Holland, Denmark, Norway and Sweden in 1914 he had seen great possibilities for establishing European trade, but exchange conditions and other things in Europe just now must be taken into consideration.

The initial movement for advertising of Pennsylvania seed leaf tobacco will be made through the *Garden Spot News*, which will appear in August under the guidance of the Lancaster County farm bureau publicity department.

"How Marketing Conditions of Tobacco Can Be Improved" was the subject of Mr. Herr's address.

R. L. Kimbrough spoke in behalf of the proposal to have a sales floor in Lancaster. Included in the suggestions for improving conditions on the Lancaster market and giving the growers a better chance, was a plan for a revolving fund of $3,000,000 to be used to acquire crops of first sellers and tennant farmers, those who must have money. Kimbrough argued that the revolving fund would help such crops from being acquired by big manufacturers and packers, unless the larger prices would pay right prices each year. But neither the plans nor explanations presented by Kimbrough obtained other than adverse comment from members of the Association who are connected with packing concerns throughout the country.

Farmers have heretofore sold their crops to packers and will continue to do so, and if any one tries to tell them different they are "starting something." "Leave well enough alone" is their motto, and they are hard to swerve.

J. W. Marker, secretary of Walter E. Olsen & Co., Philippine manufacturers who have an output of about 500,000 cigars daily, was here last week, accompanied by Samuel Saqui and Dr. Dina. While here they were the guests of Chas. F. Hess, general manager of the Seed Leaf Tobacco Growers Co.

Washington Boro, which raises the bulk of the Havana seed tobacco in this State, reports labor so scarce that they are paying farm hands 50c. an hour to set out plants and cultivate the fields. This price for farm labor is unprecedented in the county.

Improvements Promised in Havana

On behalf of a member of The Merchants' Association of New York who complained of discrimination against American goods sent to Cuba, especially in their passage through the Customs House, the association sent a cable to the representative of a leading commercial organization and asked that he report to us the extent of congestion there, the causes of the congestion, and the likelihood of remedy in the near future.

A cable was received from him to the effect that the congestion was caused by a variety of circumstances, including strikes on the piers, inadequate rail facilities, insufficient number of employees in the Custom House, etc., and that the commercial organizations in Havana had jointly presented a proposed remedy to the authorities and had the feeling that the condition would soon be remedied.

LUCKY STRIKE CIGARETTE

IT'S like this. Flavor is the thing that makes your cigarette enjoyable.

All right, then: Lucky Strike is the cigarette that gives you flavor. Because it's toasted.

Toasting! Flavor! Think of the appetizing flavor of a slice of fresh buttered toast.

And—it's wonderful how toasting improves Burley tobacco.

Isn't that all plain common sense? Of course. Get the Lucky Strike cigarette for flavor. It's toasted.

? Are you a pipe smoker? Then try Lucky Strike tobacco—it's toasted.

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—which means that if you don't like LUCKY STRIKE Cigarettes you can get your money back from the dealer.

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

Importance of the Macedonian Tobacco Industry

The "Karsiyacades" and the "Yacades"—Soil Conditions and Methods of Cultivation—Production by Districts—Pre-war Comparisons—The Principal Commercial Centers—Procedure at Cavalla and Saloniki—Exports Tabulated According to Countries of Destination—Trade Diverted to the United States—Cigarette Manufacturing.

[Compiled by the Near East Division, Bureau of Foreign and Domestic Commerce, from Les Annales Franco-Helléniques.]

Tobacco constitutes the principal source of revenue in Macedonia, and is cultivated especially in Siatista, Lilkich, Langada, and Chalcidice. Since soil most favorable for the cultivation of tobacco should contain clay and lime, and must be stony and airy, Macedonia is favored, especially at the foot of mountains, where the matter brought down by the rain and snow make a soil formed of lime and schist débris enriched with iron oxide. The land is dry, with the necessary warm climate for the tobacco to mature properly. There would be danger even that the sun would dry up the plants if the sea breeze did not freshen them up sufficiently. The best tobaccos are harvested on the slopes with southern exposure. The peasants distinguish two qualities of tobacco, namely, the "karsiyacades," or tobacco coming from lands of northern exposure or shaded land, and "yacades," coming from sunny lands. Flat lands, rich in nitrogen, which are suitable for the cultivation of cereals, are not suitable for the cultivation of tobacco, as the leaves become large and hard.

The transplanting of the young plants, which are set out in nurseries in February, begins about the middle of May. They are transplanted in long rows in large fields at intervals of about 20 centimeters between plants. The gathering of leaves, which is done before sunrise, extends from July to September, and each plant bears from 14 to 15 leaves. The gathering begins with the low-hanging leaves of the plant and then with those up higher, which, although small, are of the best quality. The leaves are strung one by one into wreaths and hung exposed to the air and protected from rain. Once dry, they are baled and constitute what the peasants call "pastals." These operations take to the end of December, and the dried tobacco can not usually be sold until January or February.

The tobacco harvested in these regions varies in appearance and character with the place of production, but the trade of Saloniki sub-divides them into two classes, "basmas" and "bachibales," the latter being of secondary quality. The basmas tobacco is made up of small leaves of a slightly oval and oblong form, the stem and veins of which are extremely fine. These are placed the one upon the other and pressed into bales. The bachibalée, a Turkish word signifying "thick heads," consists of leaves of coarse stems and veins, whose sizes are different according to variety. After being gathered, they are tied into bundles of about 30 leaves each.

The following table shows official statistics of tobacco production, by district, in kilos (2.2 pounds), for 1910, 1911, and 1912:

Districts.	1910. Kilos.	1911. Kilos.	1912. Kilos.
Cavalla	510,000	540,000	380,000
Drama Doxatos	4,520,000	2,980,000	3,530,000
Zichni	1,350,000	1,500,000	1,150,000
Pravi	1,300,000	1,520,000	950,000
Serres	1,840,000	2,000,000	1,180,000
Demis-Hissar	700,000	727,000	320,000
Kilkich	600,000	963,000	500,000
Langada	498,500	635,200	380,000
Chalcidique	70,000	93,000	65,000
Yenitse and Guevgueli	430,000	460,000	310,000
Verria	60,000	81,000	40,300
Florina	68,000	53,000	32,000
Kozani and Servia	20,000	36,000	18,100
Siatista	26,500	60,400	51,700
Elasson	30,300	60,300	47,000
Total	12,023,300	11,708,900	8,954,100

As seen in the above table the average annual production for the three years was about 11,000,000 kilos. The low yield of 1912 was due to the Balkan disturbances. One would naturally expect this figure to diminish in subsequent years, because of the continuance of unsettled conditions. In the absence of official statistics, the following table has been compiled from information collected from various tobacco concerns in Saloniki of production by districts for 1913-14 and 1914-15:

Districts.	1913-14 *Kilos.*	1914-15 *Kilos.*	Grades.
Cavalla:			
Cavalla	300,000	300,000	Basmas.
Pravi	500,000	600,000	Do.
Zihna	500,000	700,000	Do.
Drama	1,400,000	1,400,000	Bachibales.
Drama and Zihna	1,700,000	1,700,000	Do.
Serres	1,500,000	1,500,000	Basmas.
Nevrocop	400,000	500,000	Bachibales.
Sarichaban	1,000,000	800,000	Basmas.
Total	7,300,000	7,500,000	
Saloniki:			
Langaza, Doyran, and Kilkich	300,000	400,000	Do.
Mayadag	200,000	300,000	Bachibales.
Chalcidique	150,000	200,000	Basmas.
Yenitza, Karaferia, Vodena, etc	250,000	400,000	Do.
Total	900,000	1,300,000	
Grand total	8,200,000	8,800,000	

The principal commercial centers of tobacco in the order of their importance are Cavalla and Saloniki. Important companies and a large group of local and foreign merchants buy, manipulate, and export the largest portion of the product, as local consumption absorbs scarcely one-tenth of the total yield.

In January and February of each year these companies dispatch their agents to the principal producing localities to effect their purchases. Together with an expert and a broker, these agents have charge of all transactions and transportation of the tobacco to the Saloniki or Cavalla warehouses. Once the tobacco is in the warehouses, it is handled very carefully. At Cavalla about 15,000 workmen and in Saloniki about 2,000 are employed for several months of the year in sorting out the different qualities. Each expert workman has under his supervision five workmen to look after the bachibales and two to look after the basmas. When the sorting process is completed the tobacco is deposited in well-ventilated places until completely fermented, and is subject to frequent handling in order to avoid waste, which is inevitable unless the bales are moved and turned over from time to time.

The tobacco is exported after complete fermentation through the ports of Cavalla and Saloniki. The following is a table showing the exports at each port according to the latest official statistics available:

Ports.	1909-10	1910-11	1911-12	1912-13
	Kilos.	*Kilos.*	*Kilos.*	*Kilos.*
Cavalla	13,074,000	9,180,000	12,180,000	13,304,000
Saloniki	3,014,500	1,800,000	4,106,500	3,520,000
Total	16,088,500	10,980,000	16,286,500	16,824,000

The following table shows the exports of Macedonian tobacco by countries of destination:

Destination.	1909-10	1910-11	1911-12	1912-13
	Kilos.	*Kilos.*	*Kilos.*	*Kilos.*
England	577,000	312,700	484,000	564,000
Egypt	1,052,500	651,200	509,100	618,600
America	2,373,000	2,593,500	3,722,600	3,203,300
Austria-Hungary	9,891,200	5,004,700	9,294,600	7,623,100
Germany	437,200	420,400	537,300	361,536
Italy	979,700	1,391,800	1,213,000	777,000
Rumania	79,800	39,100	68,100	12,700
Russia	251,200	61,500	21,400	36,100
Serbia	49,500	108,200	33,000	11,700
All other countries	397,400	396,900	403,400	1,615,964
Total	16,088,500	10,980,000	16,286,500	14,824,000

As seen from the above table, the Central Powers absorbed approximately 75 per cent of the total production. France, on the other hand, does not appear at all. Besides the transportation facilities afforded to the traffic between Trieste and Saloniki one of the causes of the absolute absence of business with France may be found in the fact that as a rule the French smoker does not like the taste of the Macedonian tobacco.

After the arrival of the Allied Expeditionary Forces at Saloniki, tobacco exports were diverted to the Entente and to the United States, while local consumption was also increased. The daily output of cigarettes is estimated at 3,000,000.

Bound up with the cigarette industry is that of the manufacture and supply of cigarette paper. Paper for cigarettes comes in spools. The dimensions of the paper wound on the spools used in Saloniki are between 27 and 29 millimeters wide, and 1,560 meters long—these being the dimensions adopted by general agreement of the French and Italian manufacturers. The basic price is established per millimeters of width per the total length. It is only necessary to multiply it by the number of millimeters of the width in order to arrive at the price of the spool. The quality is indicated by the weight per square meter. The weight demanded at Saloniki is between 16 and 17 grams per square meter. The consumption of cigarette papers in spools, which increased greatly during the war, is now about 80,000 to 100,000 spools per annum.

For the rolling of cigarettes by hand by the consumer booklets are made in Saloniki especially for the villagers who lay up tobacco for family use when the harvest is made. The ready-made cigarette is used exclusively in the cities, except among the very poor. Cigarette paper is shipped into Saloniki for this purpose by the ream.

Each sheet measures 56 by 74 centimeters and the ream has 480 sheets. Paper is packed in bales of 30 reams to the bale, weighing on the average 100 kilos. The price is fixed by weight or by ream, according to the factory.

The quality of paper demanded is in general lighter than for machine-made cigarettes, running from that weighing 12 to 14 grams per square meter (the kind used exclusively at Constantinople) to 14 to 15 grams and even 16 to 17 grams; about 500 bales are consumed annually.

Mail Advices Concerning the Sumatra Sales at Amsterdam

AMSTERDAM, Holland, June 4.—The sales of tobacco at Rotterdam to-day did not furnish any especially interesting news for the American market.

Besides 22,086 bales of Java tobacco, 4,395 bales of Sumatra were offered, but in the various lots there was not a single bale suitable for the United States. The bulk consisted of thirds and broken leaf. The few firsts and seconds were of kinds that would not be touched by Americans.

At the second Sumatra sale in Amsterdam, announced for June 11, 25,656 bales will be offered. Among these offerings there are 10,452 bales of new 1919 crop, the balance being 1917 and 1918 tobaccos. Judging from the type samples of the 1919 crop, only second and third footleaf lots will be offered, and consequently the quantity of desirable tobacco will be very limited.

It is generally expected that the third Sumatra sales on June 25 (cable advices received in New York last week are to the effect that this sale has been postponed to July 7) will contain many first footleaf lots. However, harbor conditions are anything but favorable, and therefore it is difficult to say whether the importers may be successful in getting their tobacco out of the steamers, but if they succeed then the sale of June 25 will doubtless contain a fair quantity of fine tobacco.

The first arrivals of the new crop may be expected in New York toward the 25th inst.

The Sumatra Tobacco Crop of 1919 Compared

James Willing of the American-Malaya Trading Co., returned to New York, from Holland, on the S. S. *Noorndam*, Monday. While abroad, he attended the Sumatra tobacco inscriptions at Amsterdam and Rotterdam.

Speaking of the 1919 Sumatra tobacco crop, Mr. Willing, who is an experienced and expert judge of Sumatra leaf, says: "While tobacco of excellent quality may be found in considerable quantities in the 1919 crop, the crop as a whole, contains much tobacco not at all desirable for the American market. In the month of May, 1919, there was a very dry spell, prolonged for six weeks, in Sumatra. Coming at a critical period, this dry weather caused tobacco leaves to be heavy and thick. The second foot leaf is apt to be inferior and the third foot leaf usually is worse. Some of the tobacco was picked too soon. In the 1919 Sumatra tobacco brought to Holland for sale, a lot of unripe tobacco and some wet and damp tobacco was found. Also, in various instances, dark colors or unsettled colors predominated. As a general proposition, the 1919 crop hardly comes up to the Sumatra tobacco of 1918.

At the inscriptions, picking and choosing so carefully as he could, mindful of the fact that Sumatra is much in demand and prices were unusually high, Mr. Willing bought for Willem Quanjer, Inc., and for the American-Malaya Trading Co., in all 1,104 bales of Sumatra wrappers very suitable for the American market. Among the marks purchased are the following: Senembah Maatschy/L. P., S. S. T. Cy/B, Holland Sumatra Tabak My, Deli Maatschy/Deli Toewa, Deli Maatschy/M. & K. Lankat, A. S. T. Cie/Deli S. A. Senembah Maatschy/L. P. and others.

A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

Facsimile of Package

LA TURKA
a
Turkish Blended Cigarette
packed
20
for
18
cents

La Turka Satisfies the Smoker

Jobbers & Retailers Should Stock La Turka's They Sell

SAMPLES CHEERFULLY SUBMITTED
PRICES ON APPLICATION

EXPORT TRADE SOLICITED

F. & E. SOTER CORPORATION

309 CANAL ST. NEW YORK

Clothing Prices Go Much Lower in Chicago

But the Alert Cigar Dealer Anticipates Advances Rather Than Reduction—Owell Drug Co. to Have a Store That Will Be Notably Attractive—Zion City Warns Away All Users of Tobacco—"They Won't Stand for Any Smoking There"—A Medalist Offering in Humidors—New Garcia Grande Distributors—"United" Obtains New Sites—Epoca in Schermerhorn Stores—Swansea Smoking Mixture Obtains a Larger Distribution.

CHICAGO, June 18.—A feature of the week in general business in the west has been the large number of sales of dry goods and clothing at substantial reductions in prices. The number of these sales appears to be increasing, and the majority of them have been effective in making a big clearance of goods. The rail situation seems to have made some improvement this week, although it has been slow, but there are signs of some increase in the handling of freight. The shortage of help in the switchyards, however, is felt keenly by most of the roads.

Tight money and restriction of credit have tended to check buying.

King Phillip, Londres and Blunt, 10 cent sizes, have advanced to $85 list, and now retail at 2 for 25 cents.

The Chicago surface car lines have carried more than 21,000,000 more passengers the first four months of this year than they carried for the corresponding months of last year.

The Owl Drug Co., a Pacific Coast corporation, with stores in Chicago, Milwaukee, St. Paul, Minneapolis and other cities, has now taken possession of the store at north west corner of Madison and Clark streets, which it leased three years ago from S. W. Straus & Co. The property is to be concerted into an attractive store for the drug corporation's own occupancy, at a cost of $80,000. The lease is for 15 years at a minimum rental of $47,500 annually, and a maximum of $60,000 a year, based upon the volume computed upon percentage of business transacted.

Nathan Fox Co., distributers of Lozano cigars, received a small shipment the past week from the factory of this well known brand.

"This movement to turn the clock ahead in spots makes it difficult for the country to keep step with itself."

Henry Merens, in the Federal Lite Bldg., 168 North Michigan avenue, carries a large line of popular brands. One of his leaders is the King Phillip, clear Havana cigar.

Zion City's doughty police, acting on orders from their chief, have opened their summer drive on cigarette hounds, pipe fiends and plug-cut expectorators. "Too many visitors are polluting our atmosphere and dirtying our streets with their filthy habit," was Overseer Voliva's comment on the opening of the campaign. "We don't want smoking here, and we don't have to stand for it." A huge sign, carrying a diplomatically worded warning to visiting infidels was erected a few days ago near the Zion City station of the Northwestern railroad. After asserting that Zion is "distinctly and absolutely a religious city," intended only as the private home of officers, members and friends of the Christian Catholic Apostolic Church," the sign goes on: "The rules and regulations will be strictly enforced. There are a thousand other towns where outsiders can go and live according to their liking. But no man with any sense of decency will use tobacco in Zion City."

The United has vacated the retail store at 205 East 31st street.

Large Velvet ads are being painted on the bill-boards: "Velvet is America's smoothest tobacco."

Red Cross, an 8 cent cigar made by Justin Seubert, Inc., of Syracuse, N. Y., and distributed by G. W. Faber, Inc., is being advertised in the Chicago papers.

Joseph E. Byrnes, traveling representative of Gonzalez & Sanchez, whose factory is in Jacksonville, Fla., was a recent visitor.

Redmanol pipes are enjoying a very healthy summer sale.

The Best & Russell branch of the General Cigar Co., Inc., is again short of several sizes of the Van Dyck brand of cigars.

Chicago's population, according to the Census Bureau at Washington, is 2,701,212; or an increase of 23.6 per cent over the 1910 census.

Max Maier, a New York leaf dealer, called on the Chicago manufacturers.

Sam Karon, head of the jobbing house of the Western Tobacco Co., Rosk Island, Ill., stopped here for day on his way to New York to visit Liggett & Myers, American Tobacco Co., P. Lorillard Co., and Harris & Son Cigar Co.

The Boston store offered 3 packages of Egyptian Deities cigarettes for 50 cents.

Congratulations are being handed Edgar J. Hoellen, manager of Breitung's, Harris Trust Building store. Eddie is a newly wed, he married Anna Bell, a charming Chicago girl.

Well's Board of Trade cigar stand displays some very nifty Chesterfield cigarette glass signs.

Anderson, Thorson Co. displays a handsome mahogany humidor that holds 250 high priced sizes of the Medalist brand of cigars. The humidor and cigars sell for $125.

"They might as well take off the rule prohibiting throwing bottles at the umpire. It's too difficult to find a bottle."

Through action taken a few days ago by the executive committees in joint session, the Cook County and Illinois Liquor Dealers Association unanimously disapproved of the city's plan to put a $200 license fee on the ex-saloon or dry bar.

"Keeps warm" and everyone has lost his "pep." The Elks convention will open July 5, and a big business is looked for during their stay here.

Neat glass Melachrino signs are being placed with the trade. Black and gold are the colors used.

Wm. A. Vorhauer & Co., the new Garcia Grande distributers are cleaning up the trade with their popular seller. Many new accounts have been opened since they have had the brand.

The United Cigars Stores Company has leased the store at the south east corner of Lake and State streets for 10 years, at a term rental of $61,000.

"Nowadays the word 'private' in 'private stock' is just a bit of sarcasm," writes Al Spellman, who is at present in Ohio.

The United Cigar Stores Co. has leased the store, 18 x 20, at the south west corner of Wabash and Van Buren for ten years at a term rental of $84,000. It is located in the Canton Tea Garden building, which will be completed this fall.

Thomas Harbeck has landed hundreds of accounts for his Garcia Fama cigars through P. J. Rubey Co., of South Chicago. Thomas is the factory representative of Tunis Bros, New York.

John P. Stewart has moved his cigar store from 105 West Adams to 111 West Adams street. Stewart is a well known loop dealer.

Sandy Stuart, a cigar salesman known to all the big buyers, made a hurry-up trip to our city and left for Kansas City and other points.

Charles Stroude, of Berriman Bros., has returned to the Chicago office after visiting the Berriman factory in Tampa.

Epoca, made by Schwab Bros. & Baer, of New York, is now on sale in all the Schermerhorn stores. The 2 for a quarter, 20, 25 and 30 cent sizes are displayed in the windows.

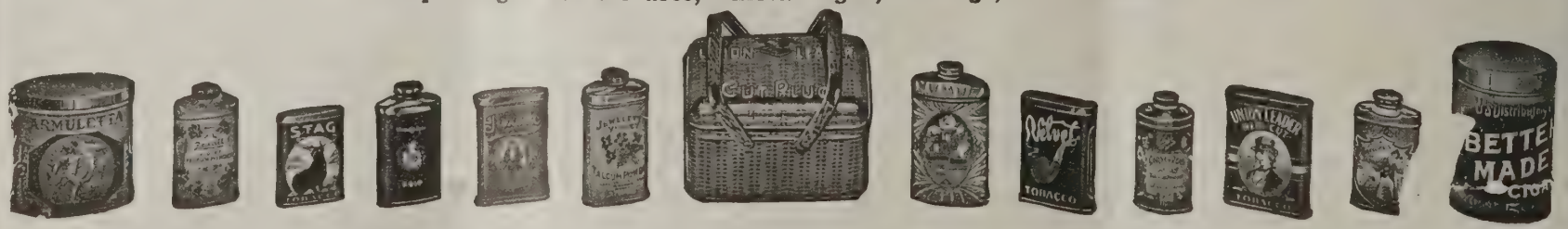
W. J. Wilson is doing the heavy work here on Swansea, the high grade smoking mixture made by the Lovell-Buffington Tobacco Co., of Covington, Ky. All the loop windows show a very attractive "lamp" cut-out bearing the Swansea ad.

THE TIN DECORATING CO. OF BALTIMORE

BOSTON STREET and LINWOOD AVE., BALTIMORE, MARYLAND.

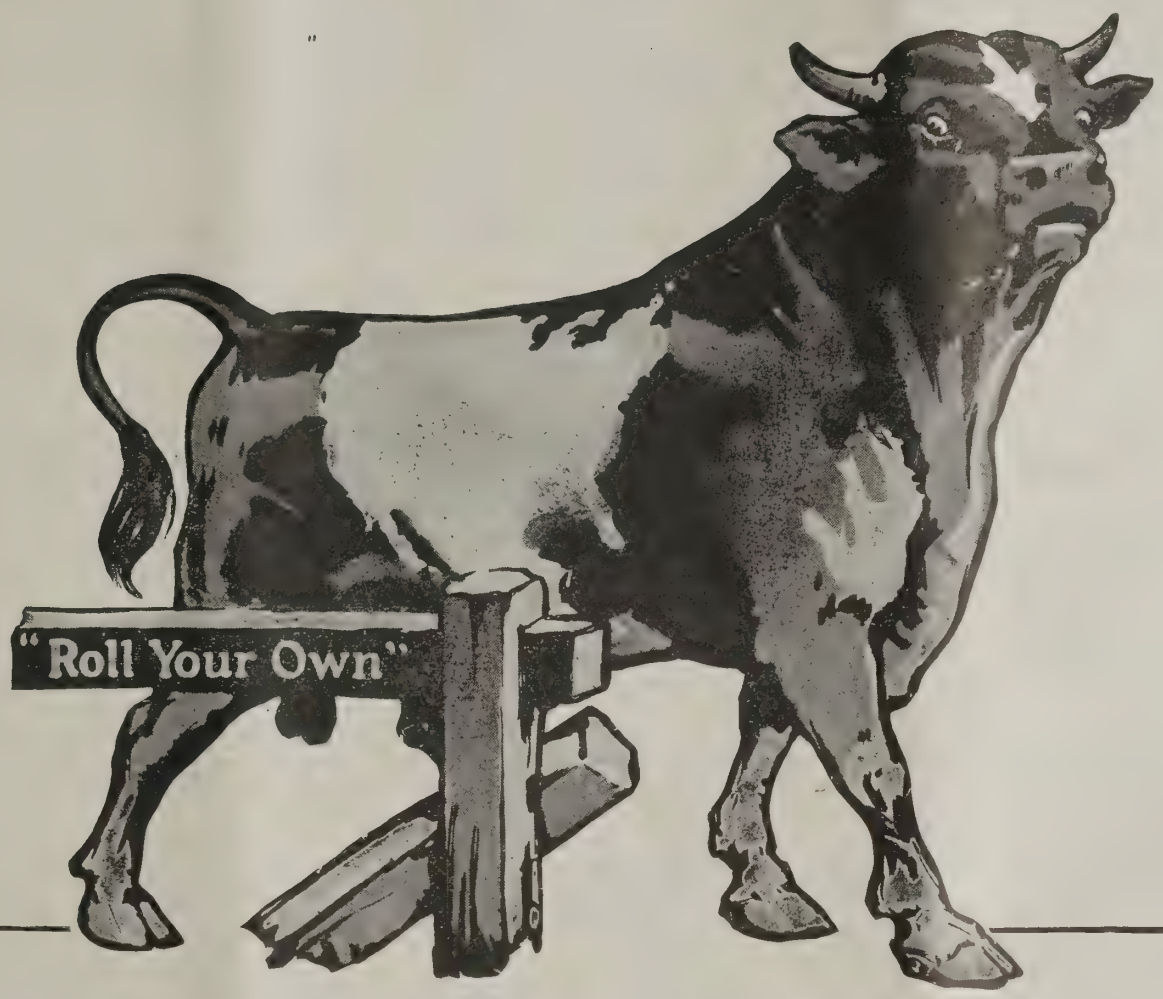
We make these tins and *then* some. Can't we add your line to our line?

Tin packages for all uses,—metal signs, tin tags, and Novelties.



Write us, call on us, or, we will have our representative call on you.

OUR PACKAGE will make the first sale—
YOUR GOODS will make the second sale.



HE'S THE OLD RELIABLE

GRAND old "Bull". He's the best there is. He sold over 300,000,000 bags last year. You know genuine "Bull" Durham—never an enemy; millions of friends.

Genuine "Bull" Durham tobacco—you can roll fifty-thrifty smokes from one bag. That's *some inducement*, nowadays.

GENUINE

"BULL" DURHAM

TOBACCO

10c

Guaranteed by
The American Tobacco Co.
INCORPORATED

You pipe smokers, mix a little "BULL" DURHAM with your favorite tobacco. It's like sugar in your coffee.

FROM THE FIRING LINE

Personal and Trade Jottings

I. M. Lederer is in Milwaukee taking orders for Garcia & Vega products.

—

E. Rosenwald & Bro. say that 1919 Havana seed is moving at a lively pace.

—

The American Sumatra Tobacco Co. acquired additional land at Hatfield, Mass., recently.

—

Charles Whitrock is in Cincinnati this week expounding the merits of Garcia & Vega cigars.

—

Architects are preparing plans for the new G. H. P. cigar factory at 3rd and Brown streets, Philadelphia.

—

B. Strandes, who represented H. Duys, Inc., at the inscriptions in Amsterdam, has returned to New York.

—

The North Philadelphia Tobacco Co. has been incorporated in Philadelphia with a capital of $5,000.

—

Milton Heineman, of Heineman Bros., cigar manufacturers of Baltimore, arrived in New York Monday.

—

H. S. Rothschild, general office manager for Cullman Bros., returned to New York Saturday from Cuba.

—

A. Kassman, of the Bellma Cigar Co., of New Orleans, was a business visitor in New York last week.

—

H. Shlesinger, of H. Shlesinger & Son, leaf dealers of Cleveland, visited Water St., New York, this week.

—

I. A. Bach, of Elias Bach & Son, left New York a few days ago for a two months' vacation in California.

—

The Farmers' Tobacco Warehouse Co., at Bowling Green, Ky., has increased its capital from $30,000 to $60,000.

—

A. I. Bernstein, leaf tobacco packer, of 231 Pearl Street, New York, went to the Catskills last Friday for a brief rest.

—

Morris Hammelburg, leaf buyer for Alles & Fisher of Boston, called on the Water St. leaf dealers in New York this week.

—

Robert Schubert, of the Robert Schubert Co., Inc., leaves Holland this week on the *S. S. Nieuw Amsterdam* for New York.

—

Building improvements, costing $15,000 or more, will be made by the American Sumatra Tobacco Co. at Springfield, Mass.

—

At the office of A. I. Bernstein, Connecticut tobacco packers, it is said that the few samples of new Broad Leaf received, are the "finest ever."

—

H. Duys & Co. received their first shipment of 1919 Sumatra Tuesday, on the *Noordam*. They expect to have samples ready by end of week.

—

D. L. Goldberg, of S. L. Goldberg's Son, leaf dealer, at 193 Front St., New York, is in Havana. He will return probably in about two weeks.

D. Zlattner, proprietor of Rentalz Cigar Co., *77a* Sumner Ave., Brooklyn, says he is having good run on Pauline Garcia and National Rumor.

—

Ray S. Clark, leading light on the sales staff of Wm. Quanjer, Inc., is at headquarters, 136 Water St. awaiting incoming new stocks of tobacco.

—

Charles R. Goldsmith, of Goldsmith & Block, of 193 Front St., New York, is visiting the firm's tobacco packing house at Miamisburg, Ohio.

—

Henry Ottenberg, cigar importer, of 146 Front St., New York, spent the latter half of last week looking after business interests in Philadelphia.

—

Frank McKone, formerly of Reineke & McKone, has launched the Frank McKone Cigar Co., with office and salesrooms at 68 Broadway, Fargo.

—

Saunders & Karsch Co., Inc., of 11 Burling Slip, New York, is receiving a shipment this week of new crop Cuban tobacco; it is said to be the first to arrive.

—

E. Rosenwald & Bro. report great activity in Porto Rican tobacco—while it lasts. They say that Porto Rican stocks will all be cleared out within a fortnight.

—

I. Meyer, who has a roving commission to talk La Campagna Cigar Mfg. Co. products, is heading numerous talkfests with New Jersey cigarists this week.

—

Julius Lichenstein, president of The American Sumatra Tobacco Co., starts for home on the *S. S. Olympic*, Friday, after attending the Amsterdam Inscriptions.

—

George Coleman, A. W. Lennox and Abe Levy, constitute a triumphant triumvirate on Long Island in a selling campaign for La Campagna Cigar Mfg. Co.

—

M. Maas, representing Mark S. White, Inc., has been up-State for some time pushing the sale of La Whitina cigars. He is expected back in New York Saturday.

—

The Manhattan Casino, 8th Ave. and 155th St., New York, will be the scene on Saturday of the Annual Picnic of the employes of the Tobacco Products Corporation.

—

Chas. Fox, of F. Miranda & Co., 166 Water St., New York, reports that the firm is selling tobacco today at 15 to 20 cents a pound less than the new crop will cost them.

—

Frank C. Stuzlen and Theodore G. Lowden, are dividing honors in New Jersey while boosting sales for La Campagna Cigar Mfg. Co., of Key West, and New York.

—

H. M. Roth, operating a small factory, and an important retail store at 1017 Fulton street, Brooklyn, says that he is curtailing wholesale business, because of production costs.

—

A. Jung, salesman for La Campagna Cigar Mfg. Co., on the North Shore of Long Island and in Westchester and the Bronx, New York, is rendering a good account of himself.

—

The Impressive Cigar Co., of 1348 Fulton street, Brooklyn, says that owing to annoyances incident to the cigar box situation, it is now packing Impressive Caronas in tin cans.

—

José Fernandez, cigar manufacturer, at 546 Nostrand avenue, Brooklyn, says that collections are exceptionally good, and that business generally is in a most satisfactory condition.

—

The American Malaya Trading Co., Inc., of 136 Water St., New York, has a shipment of 1918 tobacco, from Amsterdam, in this week, and will have samples ready within a few days.

—

Samuel Levy, president of the Enterprise Cigar Co., of Trenton, N. J., has resigned. Mr. Levy aided much in obtaining success for the Lord Stirling cigar, now so well known in New Jersey.

—

United Cigar Stores Co. sales during May were $6,823,443, a new high record, exceeding corresponding month last year by $1,447,043. These sales are at the annual rate of more than $81,000,000.

—

Sam Grabosky, of the G. H. P. Cigar factory of Philadelphia, closed a contract last week with E. Rosenwald & Bro., of New York, for a large lot of the finest grades of the new Porto Rican tobacco crop.

—

Cigarmakers employed in the factory of M. H. Yracheta, at *33a* Fulton St., New York, after an absence of five weeks, have returned to their tables. Henry of Navarre is the leading brand made in the factory.

—

Joseph Mendelsohn of the Stern Mendelsohn Co., Inc., returned to New York this week from a visit to Cuba. Speaking of the Havana situation he said that manufacturers must expect to pay very high prices for the best grades.

—

Edward C. Earl, general manager of La Campagna Cigar Mfg. Co., of 205 Water St., New York, says that they are having cigars shipped from the Key West factory to New York by express, on account of the marine strikes.

—

Emanuel Berger, leaf tobacco dealer at 124 Maiden Lane, New York, who has been in the hospital for three weeks, a victim of appendicitis, was able to be removed to his home Sunday. He will be well enough to return to his business shortly.

—

George Day, salesman for José Fernandez, of 546 Nostrand avenue, Brooklyn, reports that he has opened 75 new cigar accounts in Newark, Paterson, and Passaic, N. J., within the past two weeks. His leaders are José Fernandez, and Grecia.

—

A. Gonzalez, having a small cigar factory and retail store at 1180 Fulton street, Brooklyn, says he will have to vacate shortly. The building that he is in, and several others adjoining, are expected to be razed to make room for one large new structure.

—

Edward Jessop, financial clerk for the past 15 years in the Surveyor General's office at the Federal Building, has bought the cigar store at the corner of Pearl and Sixth avenues, Helena, Mont., and will carry on the business hereafter. Mr. Jessop will continue his connection with the Surveyor General's office and will conduct the new business venture with the aid of associates and employees. He expects to make a specialty of the tobacco business and magazines.

Suarez & Rubiera, cigar manufacturers at 1153 Fulton street, Brooklyn, say that they are not taking on any new accounts because abnormal costs of production render new business undesirable. In fact, they say, they are cutting down allotments to old customers.

—

F. Lax, who recently moved his small factory from 118 Harrison Ave. to 1547 Fulton Street, Brooklyn, says that the business is starting off much better at the new location, than he had even hoped for. He has a retail department, and makes box trade a specialty.

—

John Mari, who has general supervision of the Porto Cuba Corporations' Affairs during the absence of Vice-president and General Manager R. F. Fels, keeps everything working as smooth as velvet. The office at 207 Pearl Street, New York, presents a scene of persistent activity.

—

Robert Schubert, of Robert Schubert Co., leaf dealer at 124 Maiden Lane, New York, sailed last Saturday on the *New Amsterdam* for home from Amsterdam, where he has been attending the inscriptions. His office reports that he bought 172 bales of 1919 Sumatra and large lot of 1918 Java.

—

Philip Margolin's cigar store at 1441 Fulton St., Brooklyn, has an attractive window display, Murads holding the center of the stage, surrounded by Jack Rose, Between the Acts, Union Leader, Flexo Giants, Just Suits, (cut plug), Climax plug, Royal Bengals, and Beech Nut Chewing Tobacco.

—

A. J. Silett, representing Otto Eisenlohr & Bros., Inc., is offering to the New York and Brooklyn dealers, Cincos packed in the new style, square tin box, fifty to package; sides displayed as in wood boxes. This package is called the lunch box. It is fitted with handle and latch, and looks like a winner.

—

Fernandez & Somers, of 333 Flatbush avenue, Brooklyn, say they are having a splendid run on their two leading brands, La Viyella, made in sixteen sizes and shapes, ranging in prices from 10c. to 40c. retail; and El Hageno, made in three sizes, and retail at 10, 15, and 20c. each. They also make San Miguel, one size, at 10c.

—

James E. Collier, manager of one of the departments at the United States Tobacco Co., was found dead Sunday afternoon, a week ago, in Libby Hill Park, Richmond, Va. Heart failure is thought to have been the cause. He was forty-six years old. He is survived by his parents, Mr. and Mrs. F. E. Collier, and his wife, Mrs. Lillie Collier, and five children.

—

Rueben M. Ellis, president of Tobacco Products Export Corp., has been elected to the board of the Tobacco Products Corp., from which he resigned last year when he went abroad in the interest of the export corporation. Leo Michaels, president of Schinasi & Co., also was elected to the board. Elmer Slitner and T. N. Word resigned from the board.

—

A New York tobacco broker received a letter recently from a large Cuban packer, who says that Havana tobacco is selling in the bundle at an increase of 60 per cent over last year's price. He also writes that the present season's crop is 30 per cent less than that of the previous season. This correspondent intimates that there is nothing that can keep prices from continuing upwards.

—

R. F. Fels, more familiarly known in the tobacco trade as Rudolph, "officially the vice-president and general manager of the Porto Cuba Corporation,"of New York, is marooned in Porto Rico on account of the various and sundry strikes that have the island tied up. Meantime, he is showing his independent spirit by "navigating" the Island from place to place on horseback. But he will avail himself of the first opportunity to get back to little old New York.

—

To be deprived of the solace and comfort that tobacco affords is a hardship that should not be required of clergymen of the General Synod Reformed Churches of America, the ministers decided at the closing session of the synod at Atlantic City. A resolution introduced by Rev. J. Garland Hammer, Jr., of Belleville, N. J., providing that the clergymen give up tobacco in order to make their church contributions more liberal, was defeated, 61 to 26.

—

Officers of Boston Cigarmakers' Union stated last week that the union's co-operative factory, South Boston, has proved so successful that a union committee is seeking a larger factory. The present factory was established during the last strike of union members against several of the larger manufacturers. Henry Abrahams, secretary of the union, declared that although three of the largest manufacturers quit the city during the strike every member of the union is at present employed.

—

"The plans, as briefly outlined, call for an up-to-date factory which will be as near perfect as possible in every detail. The union scale of wages will prevail. The opening of such a factory will undoubtedly mean an influx of cigarmakers to Springfield, in proportion to the extent to which the cigar workers intend to go in their undertaking. No announcement as to the intended location of the contemplated plant, or the number of people it will employ at first or eventually, has been made as yet."

—

Efforts will be made by the State Agricultural Department to retain the Federal tobacco and fruit experts which have been working in Kentucky and other states. Reports from Washington are to the effect that the Federal appropriation for employing tobacco, fruit and cotton experts was cut to such an extent that it is likely that the experts will have to be dropped. Commissioner Hanna will take the matter up with Washington authorities and see if something cannot be done to retain the experts until the next session of Congress, when the appropriation probably will be reinstated.

—

The Schulte Realty Co. has taken over from John J. Healy, owner of Healy's Restaurant at the southeast corner of Broadway and 145th St., New York, his lease on that property, which has still ten years to run. The Schulte Co. will extensively alter the corner, which is improved with a two-story building fronting 99.11 feet on Broadway and 100 feet on 145th St. A Schulte cigar store will be established on the corner. The National Drug Stores have leased large space on the Broadway front of the building, with an "L" to the street. Mr. Healy ascribed to prohibition the reason for the closing of his restaurant, which has been located at the corner for eleven years.

—

Cigar store proprietors in Brattleboro, and other towns in Windham County, Vt., have been warned by State's Attorney E. W. Gibson, that they must observe the law regarding the sale of cigarettes to minors or be prosecuted. One dealer was in the Municipal Court room of Brattleboro not under arrest, but asked to come in so that the warning might be made impressive. Dealers state that often a young man will falsify as to his age if he appears older than he really is. Complaint came to the State's Attorney from the Windham County Sunday School Association, also from school officials, because of the increasing use of cigarettes by boys.

—

The convention of the New England Cigar Makers' Union, which met recently at 98 Weybosset Street, Providence, R. I., elected officers as follows: President, J. Van Vaerenwyck, Boston; First Vice President, Ira Ornburn, New Haven; Second Vice President, William Collins, Boston; Third Vice President, P. H. Hansen, Springfield; Fourth Vice President, T. H. Mulampy, Portland; Fifth Vice President, Theodore Boesing, Bridgeport; Sixth Vice President, Abraham Cohen, Manchester. A resolution thanking William Standcumbe, retiring President, for his activities as head of the labor party in New England for the past 17 years, was adopted by the convention.

John Ruskin ⚜ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

Trade Notes From Near and Far

E. A. Condax & Co. report a steady increase in the sales of Condax cigarettes.

—

J. Langer, 645 Broadway, Brooklyn, is making a drive on Leader's Pride, ten in package, at 25c.

—

Isaac Dane, wholesale tobacco man, of 20 Fleet St., Boston, was a recent visitor in New York.

—

Evert's Drug Store, at 86th St. and Broadway, New York, has a beautiful window display of Condax cigarettes.

—

R. T. Smith, of Seyms & Co., Hartford, Conn., called on some of New York's big tobacco companies a few days ago.

—

B. Schatzberg has removed his cigar factory from 188 South First street, Brooklyn, to 183-5 Thatford avenue, in the same borough.

—

Magnolia cigars are now on sale at stations and stands controlled by the L. I., and Union News Companies, in Brooklyn and elsewhere on Long Island.

—

Elias Bunzelman, proprietor of the Standard Leaf Tobacco Co., of 244 Pearl St., New York, says that business has been good, but money is tight.

—

The corporation of Philip Morris & Co., Limited, is making a special drive on English Ovals, the mild domestic blend cigarette; twenty in box; retail price 30 cents.

M. Josephson & Co., of 19 East 28th St., New York, say that the slowing down of the silk trade in their district has had a retarding effect on the cigar business.

—

English Ovals, the classy cigarettes put out by Philip Morris & Co., are having a fine display and a big run at Manhattan Beach, one of New York's most exclusive resorts.

—

Condax cigarettes, manufactured by E. A. Condax & Co., are being featured in an attractive display at the Hotel Commodore, New York.

—

The Cabanas Tobacco Co., with a capital of $15,000 has been incorporated by L. H. Freundlich, K. E. Seidenberg and J. G. Melz of 132 East Oakland Place, the Bronx, New York.

—

W. E. Francis, representative of the Liggett & Myers Tobacco Co., at Dayton, O., died Saturday morning, at the Hotel Gibson, Cincinnati, of heart disease.

—

Bianchi & Co., a partnership formed by Fred Bianchi and Daniel D. Bianchi, is now established in the wholesale cigar and tobacco business at 301 South Main Street, Memphis, Tenn.

—

S. Block has opened a cigar store at the corner of Sterling place and Utica avenue, Brooklyn. He also handles sporting goods and phonograph records.

—

Kamill Lederer, 25 Sumner avenue, Brooklyn, says his three leaders, La Julietta, U. S. War Veteran, and Day Sticks, are going over the top of the counter in good shape.

—

K. Sachs, proprietor of a small cigar factory at 730 Flushing avenue, Brooklyn, says that he is not trying very hard to push ahead in the face of the prevailing high prices. "Just letting nature take its course."

—

The Magnolia brand, made by Magnolia Cigar Co., 765 Park Avenue, Brooklyn, is now being distributed in the Boroughs of Manhattan and the Bronx, New York City, by the Interboro Cigar Co., 112 East Nineteenth street, New York.

—

S. Newman, 802 Broadway, Brooklyn, is having a series of attractive window displays. This week's central features are Flexo Giants, signs and packages of goods, flanked on all sides by Murads, Helmars, Union Leader, Jack Rose, Royal Bengals, etc.

—

James C. Fonner, Metropolitan district sales manager for Philip Morris & Co., has been doing some unusually effective work of late among the golf and country clubs, all of which are now well supplied with English Ovals and Philip Morris cigarettes.

—

The Pera Cigarette Co., of 78 Fifth Ave., New York, is getting repeat orders for Pera, Vali, Softa and Gold Seal brands of cigarettes from Holland, Norway, Sweden, Denmark, Belgium, other European countries, and from South America.

—

Deutsch & Co., leaf tobacco brokers and merchants, say that they are unable to get sufficient tobacco to meet demands, although they have had shipments somewhere on the road since

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 128. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Classified Advertisements

FOR SALE—The following cigar labels with titles:
14,500 sets Alexander the Great-Ins, outs and edging and 500M Bands for $400.
11,000 Sets Lord Vincent, 3 pieces, and edging, for $250.
7,500 Sets Eugene Sue—Ins, outs and edging, and 100M Bands, for $200.
4,800 Sets The Hofbrau—Ins, outs and 83M Bands, for $125.
8,000 Sets Cambridge—Ins, outs, tags and 86M Bands, for $200.
7,500 Sets Lizella, 4 piece set and edging, for $100.
3,500 Sets Charmion—Ins and outs, for $25.
6,000 Sets Grandioso—Ins and outs, for $75.
7,000 Sets La Vio—Ins and outs, and 200M Bands, for $200.
5,000 Sets America—Ins and outs, for $25.
3,500 Sets La Soretta—Ins, outs and edging, and 380M Bands, for $200.
JOHN W. MERRIAM & CO.,
101 Spring St. New York.
Ju-8

SALESMAN TO COVER TERRITORY WHERE WE ARE NOT REPRESENTED ON CLASS B AND C GOODS. MUST BE EXPERIENCED AND CONTROL TRADE. S. MONDAY & SONS, 34 SOUTH 1ST ST., BROOKLYN, N. Y.

CIGARS—CLASS A, B & C
AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

GLOBE SCOTTEN TOBACCO COMPANY
Is For Sale

Owners of Globe Tobacco Co. and Scotten Tobacco Co.'s brands and formulas, office furniture, equipment and supplies as ordered by directors. Stockholders dissatisfied. Good demand for brands, unfilled mail orders on hand. A going concern, this is an opportunity for tobacco manufacturer at 1 to 4 its value; liberal terms, including brands and good will. For full particulars address **Globe-Scotten Tobacco Co., Detroit, Mich.**

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

first of March. They say they could sell five hundred more bales of shade grown, but all they had is gone.

—

The sale of cigarettes in city parks should not be permitted, according to members of the Dayton Ministerial association, who heard the report on the subject from a committee which has been in conference with city officials. Rev. George W. Bunton and Rev. J. W. Kilbourne were members of the committee.

—

J. Schencker, of 72 Sumner avenue, Brooklyn, manufacturer of Sumner 72, and U. O. 2, two well known brands of cigars, has been rusticating since May 3 in the mountains of Sullivan county, New York, for the benefit of his health. He is expected back in Brooklyn shortly after July 4, and it is hoped that he will be fully rested and recuperated.

—

S. Monday & Sons now have a humidor which probably is the largest in the world, being 40 by 70 feet, in the rear of and adjoining their factory at 34 to 40 South First St., Brooklyn. It was not constructed for a humidor originally, but cigars kept in it are always fresh; a case of cigars stored in it as an experiment for more than a year came out in perfect condition.

—

Morris Blum, proprietor of Blum's Cigar Store, at 758 Flushing avenue, Brooklyn, says that Blum's De Luxe, the new brand which he began to manufacture recently, is making an excellent start. It is a clear Havana filler, of finest quality, made in six sizes, ranging in price from 10c. to 25c. Packed fifty to box, bearing an unusually rich label, which, of course, means that the label is not gaudy.

—

August Biederman, leaf tobacco merchant, at 72 Tompkins avenue, Brooklyn, is no longer worried about the effects of prohibition. At first he thought it would hurt the tobacco business. But now he says that instead of its being an injury, prohibition is a benefit to tobacco interests. He says men are smoking more than ever, and the cigar factories he sells to are all working full capacity, turning out an increased number of cigars.

—

C. Kaufhold will remove his retail cigar store and small factory from 93 Broadway, Brooklyn, on July 1, to 860 Fresh Pond road, which is in the Ridgewood section of Greater New York. Mr. Kaufhold started business in Broadway near the ferry in 1886, but as the old time residential district has become largely manufacturing, he finds it desirable to locate in a better community. His three leading brands are C. K., La Joya de Cuba, and Our Emblem.

—

Cute, one of the famous brands of little cigars made by S. Monday & Sons, of Brooklyn, is now being packed in hinged tin boxes, 3 x 3⅜ inches, ten to the package. The color scheme is the same as in the cardboard package, gilt lettering on green ground, with yellow border. Cute is made of long Havana fine cut blended, and it is the aim of the manufacturers to produce a short smoke of the highest grade for those who have cultivated a taste for quality.

—

Elias Bunzelman, proprietor of the Standard Leaf Tobacco Co., 244 Pearl St., New York, returned Thursday from a trip through the tobacco sections of Massachusetts and Connecticut. He reports conditions regarding shade grown as very unsatisfactory. He says the old crop is all gone, and does not know how cigar factories will get through until September. He gives it as his opinion that the 1919 crop will not be ready before that time. Mr. Bunzelman says Porto Rican tobacco can't be had, and the Havana product is hard to get.

The 160,000 founders' shares will receive the 5 per cent stock dividend which will be paid by United Retail Stores Corporation August 16. This will require the issue of 8,000 shares of common stock. To pay this dividend on the 549,926 shares of no par common outstanding, 27,496 shares will be issued. With the 8,000 shares issued as a dividend on the founders' shares, the total stock distribution will require 35,496. This will bring the total outstanding common up to 585,422 shares. The total authorized is 1,000,000 shares.

—

A man in the Middle West who had started 10,000 tobacco plants, was much mystified and exceedingly exasperated to find that 9,700 of the plants had been destroyed while he was away from home in search of men to help him in setting out the plants. The man can conceive of no reason for the vandalism, as he has had no trouble with anyone, nor knows of any enemy that would be likely to engage in so contemptible an act. There is reason, however, to believe, that the destruction was wrought by an anti-tobacco fanatic.

—

S. E. Robertson, of New York, and D. P. Ellyson of San Francisco, representing the cigar department of the United Cigar Stores Co., are sailing on July 2, for Yokohama, Japan, en route to Manila where they go to study conditions covering cigar manufacture in the Philippines. Messrs. Robertson and Ellyson expect to further extend existing connections between the United Cigar Stores and the Manila manufacturers. Mr. Robertson has for several years been assistant in the cigar department, and is, therefore, familiar with every detail of the development of the business in Manila cigars. Mr. Ellyson is the United's cigar buyer on the Coast. The United's representatives will be gone probably until September next.

Around and About

G. Zallaha has bought a cigar store and pool parlor at Jordan, Minn.

—

F. V. Dingman is on the Pacific Coast booking orders for Carl Upman cigars.

—

Carl Upman says that collections are good, and that there is no lack of orders.

—

F. E. Gorbelle has purchased the Wm. Schmerler cigar store in Racine, Wis.

—

W. Mack has sold his cigar store and pool establishment in Waterville, Minn., to H. Meinke.

—

F. L. Schields has sold his cigar emporium and pool room at Ardmore, So. Dak., to H. Converse.

—

R. S. Tatum, the Southern salesman, is in Atlanta this week, sounding the praises of Garcia and Vega cigars.

—

Jos. Berran, of Jos. Berran & Co., New York, left town Tuesday afternoon on a short trip to Boston, Worcester and Providence.

—

H. G. Alces, representing L. Golovine, of New York, is in Chicago this week, talking Argentas, Mi Subrinas, and Garcia Chicas.

—

L. Damrauer is a rapid-fire visitor to the New Jersey Coast resorts, taking orders for English Ovals and Philip Morris cigarettes.

—

J. E. Riordan, who has been in the far West since the middle of April, in the interests of Grosvenor Nicholas & Co., Inc., is now headed eastward.

Ernest Eckes, general manager for H. Anton Bock & Co., finds himself an unusually busy man, taking care of the ever increasing business.

—

Ed. Wolf, Pacific Coast representative of H. Anton Bock & Co., is visiting Portland, Ore., and other points, from which places he is sending large orders.

—

L. A. Reab is reaping a good harvest of cigar orders in his Southern field for Carl Upman cigars. He says that prosperity abounds in every section of his territory.

—

Harry Jacoby, the jolly representative of the American Exchange Cigar Co., left the New York headquarters Tuesday for Baltimore, Washington Southeastern points.

—

L. Golovine, cigar manufacturer, of 173 West Broadway, New York, reports a steady demand for his three leading brands: Argenta, Mi Subrina, and Garcia Chicas.

—

Charles J. Scheffler, one of the leading salesmen on the force of La Campagna Cigar Manufacturing Co., of Key West and New York, is traversing Northwestern Pennsylvania.

—

On July 1, L. & H. Stern, Inc., Manufacturers of Pipes and Holders, move into their new factory at 56-60 Pearl street, at the corner of Water Street, Brooklyn, N. Y.

—

Nick Furlong is constantly reminding Carl Upman, of New York, that there is plenty of cigar business to be had in the Middle Western States; and this he proves by his signed order sheets.

—

Isadore Berg, secretary of the American Exchange Cigar Co., is making an inspection tour of the corporation's various factories. He is visiting the Philadelphia factory this week.

—

J. N. Schroder, the South Carolina representative of H. Anton Bock & Co., is keeping up his reputation as salesman, and lately he has added fresh laurels to his wreaths, by opening some important new accounts.

—

F. Soter, of the F. & E. Soter Co., returned to the office of the company, Monday, after an absence of five weeks. He was in Zion Hospital, Brooklyn, recovering from an operation for appendicitis.

—

Walter Fricker, a head-line cigar salesman on the Pacific Coast, is now in Los Angeles, and although his orders are bulky, they arrive with great regularity every week at the New York office of Garcia & Vega.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

NEVER SAY MATCHES

SAY

VULCAN

No Heads Falling Off

No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH
FOR OVER HALF A CENTURY

Vulcan Match Co., Inc.

26-28 West 44th St.
New York

Telephone Vanderbilt 8176

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

W. L. Martin is busy booking orders at the Long Island Summer resorts. He says that he does not want anyone with exquisite cigarette taste to be without an opportunity to buy English Ovals and other Philip Morris & Co. products.

—

Louis Ash & Co., of New York, say that the Gretchen brand is in strong demand; and they add that they are not anxious to sell at present prices, as it will cost more, they say, two months hence to replace the stocks, than the selling prices received today.

—

F. M. Lopez is in Boston this week booking orders for Garcia & Vega cigars. Being in possession of an agreeable disposition, and representing a pleasing line of goods, Mr. Lopez will find it comparatively easy to satisfy the esthetic tastes of Boston gentlemen.

—

H. Anton Bock & Co., report that the Middle West jobbers handling the Bock cigars, have made substantial increases in their business. The principal Bock brands carried by the jobbers are: Don Antonio, Delsarto, Da Arma, El Cora, Flor de Torres, Monogram, etc.

—

A number of progressive farmers in Mississippi are beginning to grow tobacco. In the vicinity of Meridian, about 200 acres devoted to tobacco this year, give promise of an excellent crop. Counties of Mississippi, spoken of now in connection with more or less successful tobacco culture are Lauderdale, Clark, Kemper and Pachuta.

—

Martin J. Sheridan, the cigar importer and wholesaler of 1169 Broadway, New York, is off this week to Philadelphia and Atlantic City, accompanied by his noted dog, the little animal that wears a plug hat, carries a pipe between its teeth, and its body covered with a blanket, bearing this legend: "Barking Dog Tobacco Never Bites."

—

W. C. Musselman, the Eastern sales representative of H. Anton Bock & Co., has been in ill health and unable to personally visit his customers for more than two months; yet, despite this fact, orders, it is said, come rolling in from his territory with the regularity of ocean waves, as the result of friendships he has established.

—

A sealed verdict in Supreme court at Lockport, N. Y., last week, gave $2,300 to Charles Gornbein of LaSalle against the New Hampshire Insurance Co. Gornbein's tobacco crop was destroyed when his barns burned in 1913. Six insurance companies, with policies of $2,000 each, refused to settle and charged Gornbein with withholding information when securing policies. He brought suits and has won against two of the companies.

—

There are a number of decorative flower beds around the plaza at Tunxis Square, often called the village green, at Unionville, Conn., and the one that attracts the most attention was set out last week by Dick Lambert, a lifelong resident. Instead of the usual assortment of flowering plants, the bed is filled with Sumatra tobacco plants. The plants are said to be very choice, and Mr. Lambert says they will grow to a height of seven feet. He will give his personal attention to the bed until it is time to cut the tobacco.

—

Three floors of the building over the present quarters of the Schmitt Printing Co., located at the northeast corner of Cherry and Lazelle streets, Columbus, O., have been subleased by the company to the A. Davis & Sons Co., cigar manufacturers, for a term of 10 years. Consideration was not made public. Included in the lease is office space in the one-story building facing Rich street at the corner of Lazelle street. The upper three floors of the building will be remodeled immediately into a large, modern cigar manufacturing plant at an expenditure of approximately $15,000. The plant will be first class in every respect and will include a cafeteria, rest rooms and baths for employes.

—

Frank W. Reed, the popular cigar man of 51 Court street, Brooklyn, was not in his usual happy frame of mind last Thursday. He was not grouchy, but most men would have been, had they gone through his experience of the night before. On Wednesday of last week, Mr. Reed and some friends went out fishing on Jamaica Bay in an open boat. They tried their luck until late in the evening without any worthwhile success. So they weighed anchor and started for home, but the high tide had started first, and aided by the strong winds, the water covered the meadows. The fishermen could not see to navigate their craft. They got stuck, and stayed stuck until 4 a. m. Thursday.

—

The Jefferson Leaf Tobacco Co. began work last week remodeling the H. W. Newton building on East Oak street, Sparta, Wis., which they recently purchased, to provide better facilities for the handling of their fast increasing business. The plans of the Jefferson Co. provide for a suite of modern office rooms for the use of their employees. A two story structure will be built on the rear of the building now standing, the dimensions of which will be 55 x 180 feet extending to the garage to the south. Together with the old buildings, rooms will be fitted for up-to-date offices, besides a dining room, rest room and shower baths for the use of the employees. All sizing will be done in the new quarters, leaving the old warehouse number 1, to be used exclusively for stemming. A private bridge will span Beaver Creek, connecting warehouse No. 1 and the new quarters.

Lavish Spending Less Noticeable in San Francisco

But Dealers Have the Wherewithal to Pay Jobbers' Bills Promptly—The Trend Now Is Toward Normal—Ehrman Bros. & Co. Do Excellent Business in Fresno—Harry Green & Co. Receive Big Shipments from the Philippines—An Increasing Demand for High Grade Manilas—Watt and Fighting Bob Brands "Going Big" in Los Angeles—Wealthy Mexican Cigar Manufacturer Pays a Visit to California.

San Francisco, June 15.—Yesterday was the first collection day since the cigar jobbers of this territory drew the lines of credit closer and formulated officially in their trade the twice a month collections. The jobbers report that in the main the retailers found no fault in the new system of collections and were ready with their money.

The same hesitation about buying that is met with in practically every line of trade is found to exist in the cigar trade of this city. The dealers are not heavily stocked, and there is no expectation of any sudden or immediate shrinkage in prices, yet a feeling of uneasiness seems to prevail that makes every man want to hold onto his money. It is generally believed that this feeling is psychological. In its inception it probably arises from the fact that banks have contracted credits, but the peculiar thing about it is that it extends to the man who has no credit or account in any bank, the clerk for instance who as yet, at least, is in no way affected; for all classes of people are hesitating about spending money when not absolutely necessary. To some extent this is a reaction from too free spending in the past, and like the former condition it may be regarded as transitory. In fact, it is a very encouraging condition as it indicates that the public mind has reacted from one extreme, and while it has gone to the other it also means that better balance, a return to the more nearly normal, is being groped after. And the fact that it is being sought is an indication that it will be found. Stability will probably not be reached until after the presidential election, but when reached it will probably be on a higher level than what was regarded as normal five years ago. But taking into consideration the natural changes brought about by the war it is safe to say that the NORMAL is now in sight.

Gustavus McGregor, manager of outside branches for Ehrman Bros. & Co., has just returned from a trip to Fresno and other points in the San Joaquin valley. Mac says that all lines of business in the valley are flourishing. The census Fresno just announced shows that Fresno has a population of 44,615. This is an increase of 79.2% for the decade and takes into no account the circle of towns that have sprung into prominence in the valley during the past ten years, all of which are tributory to Fresno. The Fresno branch of the company has proved a very successful business proposition in consequence of the prosperity of the entire surrounding country. Mac started out again the day after his return for the purpose of visiting San Luis Obispo and the coast region between that city and San Francisco.

N. H. Green, vice president of Harry Green & Co., Inc., has just returned from a six weeks' trip throughout the east where he met with great success in placing Manila cigars. He says that the east is demanding the Class C Manila cigars that retail at ten cents and two for a quarter, a great deal more than they are the cheaper grades. He found a great scarcity of Manila cigars and tobacco in the east and an almost unlimited demand.

Harry Green states that in consequence of receipts just in he has some spot Manila cigars, a condition that has not existed for a long time and is not likely to prevail more than a few days. But it is so unusual that it is worthy of comment.

The Optimo cigar advanced this week into the $130 class. This makes it three for 50 cents and in some quarters it is said the retailers are not anxious to buy at this price. What the public may do remains to be seen.

Edward Wolf, who handles the goods of H. Anton Bock & Co., has moved his office from 150 Front street to 705 Mission street, Room 304.

Arnold Pollak, the dean of cigar brokers on the Coast, has left for his annual visit to the houses he represents in the east.

William Bercovich, who is in the east on a business trip writes from New York that he has secured some new connections to represent on this Coast.

A. Diazdelon, a wealthy cigar manufacturer of Maraktan, Mexico, is a visitor in his city and is registered at the Hotel Whitcomb.

Emil Judell of H. L. Judell & Co., spent several days in Los Angeles during the past week. He reports that the Watt and Fighting Bob cigars are going big in that territory.

Michalitschke Bros. & Co., are anxiously awaiting the settlement of the Tampa strike as they have but few sizes of Humboldts left. The Lexie 10 cent size is coming right along and moving well.

Frankel, Gerdts & Co., state that they have received some domestic freight which makes them safe for shade grown wrappers for El Caminos, but that they are not so fortunately situated on shipments from Cuba.

Quite a Compliment

(*Continued from page 23*)

ices of Larus & Brother Co., some forty odd years ago, he distinctly remembers marking shipments to you at Taunton. This association has continued up to the present time, and no one with whom we have done business has a clearer record on our books than yourself; in fact, you have a record to be proud of, and I sincerely trust that you may have many years in full enjoyment of a quiet and peaceful life, with the satisfaction of having done well and performed the square thing in business by everyone with whom you came in contact. The new concern has a record to live up to which I feel sure they will appreciate.

"With kind personal regards from the writer, I am,

"Very truly yours,

"William T. Reed,

"President."

Mr. Dean, who was a tobacconist on Weir street, Taunton, Mass., for 52 years, had to retire, practically, from business, a short time ago, because of ill health. Faithfully and well, for upwards of half a century he served the smokers of Taunton. A just and upright man, one diligent and attentive in business, he made friends of all with whom he dealt. In Taunton, he was a standby, a merchant who could be depended on absolutely. A brand that he recommended was undeniably good. Edgeworth smoking tobacco was conspicuous among the brands that he featured.

Having recovered from his illness sufficiently to be "up and about," he received glad greetings from many friends. And, to friends, last week he showed the letter that came to him from the manufacturers of Edgeworth, saying that he considered that letter one of the finest compliments he ever obtained in all his life.

American Imports of Cigarette Paper

For the week ending June 19

Consignees:	Per	From	Cases
New York	Steamer		
Liggett & Myers Tobacco Co.,	Leopoldina	Havre	30
Austin, Baldwin & Co.	"	"	2
The Surbrug Co.	"	"	8
P. J. Schweitzer, La Perouse	"	"	45

MANILA CIGARS
SUMATRA WRAPPED—CLASS "C"
EL DEMONSTRO and LA CARRIETA
The Maximum of Quality and Style
MADE BY WALTER E. OLSEN & CO., Manila, P. I.
HARRY GREEN & CO., Inc.
216 Pine Street -:- SAN FRANCISCO

Manufacturers of
Cigar, Tobacco and Cigarette Machinery
desiring live wire representatives with offices and selling force in Europe, are requested to communicate at once with Box 10, care
TOBACCO - 10 East 39th St., New York

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO

ESTABLISHED 1886

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Tampa Strike Situation Made More Tight

Union Leaders Profess to Believe They Can Win Yet—But It Becomes Apparent That the Manufacturers Will Not Be Forced to Yield—Trouble Over a Petition Alleging That Hundreds of Families Are Suffering—Deputy U. S. Marshal Arrests Two Men Who Are Accused of Violating the Revenue Law.

TAMPA, June 26.—Another week has passed and still the cigar factories have not reopened. Each week rumors are heard to the effect that the following Monday will see the doors of plants in Ybor City and West Tampa thrown open, but although it is more than nine weeks since the present strike and lockout were inaugurated, there is not observable in Ybor City the slightest indication of renewed activity.

Officers of the various cigar workers' unions with headquarters at the Eighth Avenue Labor Temple, appear smilingly confident that the present situation will remain unchanged until the unions' terms are met by the manufacturers. The latter continue silent as to any plans they may have as to resumption, although representative manufacturers declare no definite time has been set for such resumption, and that no particular plans are being formulated.

Although hundreds of workers have gone to other manufacturing points, the scarcity of houses seems as great as ever and one of the chief themes of conversation among the strikers at headquarters is where a house may be procured.

Alejandro Cardosa, Armando Cardosa, Segundo Garcia and Florencio Almeda, who have been circulating a petition among cigar workers asking the mayor to intervene to bring about a meeting between the joint advisory board of the cigarmakers' unions and the manufacturers, have issued a lengthy statement condemning the attack alleged to have been made on them by the joint advisory board.

The four claim they have been threatened and intimidated because of their efforts, and that they have been publicly and grossly slandered in a manifesto purporting to have been issued by the advisory board.

They say the need for intervention to bring about a settlement of the strike is based on actual suffering and privations which are being endured by hundreds of families in the Latin quarters.

E. H. Peter, manager of the Tampa-Cuba Cigar Co., and Thomas Wilson, owner of the Guiseppi Cigar Co., of East Tampa, were arrested at noon Monday by Deputy U. S. Marshal J. E. Cox, on federal warrants sworn out by O. W. Pittman, division chief, internal revenue service. Peter and Wilson were arraigned before U. S. Commissioner Crane and gave $500 bonds each for their appearance at the next term of federal circuit court.

Wilson is charged with removing cigars from a bonded establishment without the cigars being properly boxed and stamped. Peter is accused of having received same improperly boxed and stamped. It is a violation of the internal revenue laws and regulations to use the old boxes of another factory without permission of the Collector. This, it is alleged, was done at the Guiseppi factory.

The arrests followed the seizure last week of a large quantity of cigars and of the Guiseppi plant's equipment by deputies of the revenue service, who trailed an autoload of improperly handled cigars from the East Tampa factory to that of the Tampa-Cuba Co.

Determined to Collect the Child Labor Tax

WASHINGTON, June 28.—Pending the decision of the United States Supreme Court in the case of the Atherton Mills versus Johnson, the Bureau of Internal Revenue will continue vigorously to enforce the child labor tax section of the Revenue Act of 1918. The Atherton Mills case was appealed to the Supreme Court from the United States District Court for North Carolina, which held the Federal law unconstitutional. The Supreme Court recently adjourned until October without handing down its decision.

The North Carolina Child Labor Law, enacted in July, 1919, is similar in effect to the Federal statute with two important exceptions, one specified by the law itself and the other prescribed under regulations adopted by the State Child Welfare Commission, the enforcement agency. Under the North Carolina law children between the ages of fourteen and sixteen are permitted to work until 9 P. M. The Federal statute places a tax of 10% on the annual net profits of any mill, cannery, workshop, factory or manufacturing establishment in which children between the ages of fourteen and sixteen are employed or permitted to work more than eight hours a day or more than six days a week or before 6 A. M. or after 7 P. M.

The regulations prescribed by the State Child Welfare Commission authorize the employment of boys between the ages of twelve and fourteen "in the enumerated occupations when the public school is not in session, and where it is shown to the Superintendent of County Welfare that the proposed employment is not to the injury of the health or morals of the child." Employment certificates issued under these regulations carry a note as follows: "The North Carolina Child Labor Law and the rulings made under it by the Commission do not in any way affect the National Child Labor Law."

Reports from Federal age certificate inspectors are that, notwithstanding this presentation of fact, the issuance of the State certificates has resulted in much confusion in the minds of employers, foremen and parents as to the varying requirements of the State and Federal laws. Federal inspectors have to explain over and over that a State certificate will not protect employers from the 10% tax imposed by Federal statute, and that to employ a child under fourteen years of age in a mill, cannery, workshop or other manufacturing establishment renders the operator subject to such tax.

Whatever may be the decision of the United States Supreme Court, the Federal law now is in full force and effect, and the Bureau of Internal Revenue cannot permit employment of child labor in violation of its provision.

A Fatal Automobile Accident

In a terrible automobile accident in New York, Sunday, Miss Louise McCullough was killed and Mrs. E. C. McCullough received injuries that may be fatal.

From their home, at 410 Riverside Drive, they had gone for a ride to Westchester and return. In the car were Mrs. McCullough, Miss McCullough, Edwin Elser, a cousin from Manila, and Pedro Hoolande, the chauffeur.

At Pelham Parkway, on the homeward journey, Louise McCullough, a fifteen-year-old girl, took the wheel. The chauffeur allowed her to drive the car. All went well until a small boy started to run across the street, going directly in front of the auto.

To avoid running over the boy, Miss McCullough caused the car to swerve suddenly. In the quick swing, the girl lost control of the car. Hurtling to the sidewalk, the auto crashed into a tree and overturned. The girl and her mother were crushed under the car. Elser was hurled out on the sidewalk. The chauffeur was shoved through the windshield.

After being taken to Fordham Hospital, Miss McCullough lived but a few minutes. In addition to receiving other injuries, Mrs. McCullough had both limbs fractured. Though her wounds are very serious she may recover.

To E. C. McCullough, the well known importer of Manila cigars and Cagayan tobacco, at 20 Broad street, New York, because of the death of his daughter and the sad injuries received by his wife, the accident is productive of the greatest grief.

The Right to Sell for Replacement Value

Several courts have passed on the question, some declaring it to be legal, others illegal. The Government's position during the war and its position now, is that merchandise must stand on its own cost and not on the cost of new goods bought to replace with.

I think practically all merchants feel very strongly that they have a right to sell at replacement value. Their position is well expressed by the following statement of the Oglesby Grocery Co., of Atlanta, Ga., copy of which is here given.

"To the Retail Grocers of the United States, Particularly Those of Georgia and the Southeast:

"We stand indicted in the United States Courts for violating the Lever Food Act, which was passed to conserve food supplies for our armies and those of our allies during the war, which ended nearly two years ago. The bill was brought against us of our own volition, because we thought it about time to test the constitutionality of a law which clothed a so-called "Fair Price" board with powers to restrict the business liberties of tax payers and by autocratic usage to reverse the laws of sound merchandising upon which every successful trading establishment in the United States was built.

"We were ordered to sell sugar at 17¼ cents per pound, when it would have cost us 25½ cents per pound to replace our sugar stock. We were offered 26 cents per pound for the entire lot and if it had been profit we were desirous of obtaining, what sugar we had would have been sold at the highest price. When the market declines we have to stand our losses. All merchants do. When it advances, we hold that we are entitled to our profits, regardless of whether they are the result of luck or business foresight.

"We shall go into court with clean

(*Continued on page 33*)

American Buyers in Holland are Eager to Get Desirable Sumatra

Special cable to TOBACCO.

Amsterdam, Holland, June 26.—Dates for next Sumatra tobacco sales now are announced as follows:

At Rotterdam, July 10.

At Amsterdam, July 16 and 23.

The American Cigar Co. bought at private sale here yesterday 122 bales of the 1918 crop.

Hugo Muller bought, unseen, that part of the crop of the Holland Sumatra Tob. My., suitable for export to the United States, about 500 bales.

Tobacco Outlook is Assuring in Wisconsin

The Fields Show Splendid Evenness and the Plants Are Well Started—Splendid Growing Weather—In the Northern Valleys Heavy Rains Washed the Land and Made Some Replanting Necessary—Packers Speak Well of 1919 Tobacco as It Comes Through the Sweating Process—Everybody Rushed with Work.

EDGERTON, Wis., June 25.—There are several parties riding through the country looking up crops of unsold 1919, but very little buying is done. The larger firms are holding quiet, keeping busy with the work going on in the warehouses. Several crops in the neighborhood of Stoughton are looking for buyers, but things are not moving. The farmers in the southern part of the state have resumed transplanting on a large scale. The weather cleared before the end of last week, and everybody got busy pulling plants and fitting the fields for the planter. Many who were somewhat behind with the work, and had full size plants, were in the fields Sunday and quite a good deal was set. The prospects, where the weather holds, are that the greatest number of fields will have been set before the end of this week. This is unusually early and promises well for an early harvest. Here and there considerable replanting must be done. Local showers, and in some instances rather severe hail storms, visited some neighborhoods and washed out newly planted fields or cut a number of plants; here replanting must be done, though the extent of such areas is limited. In the northern valleys where the planting was done early, last week's heavy downpours did considerable washing in the new fields.. Speaking of the Wisconsin tobacco area as a whole, the outlook is assuring. The fields show splendid evenness, and the plants have got a start that is pleasing to the growers. If weather conditions remain favorable, there should be very little late tobacco this season. The packers speak well of the 1919 as it is coming through the process of the sweat. The general remark is, "It looks good to me."

The 1919 packing is on the move; reports have come of several lots having been disposed of, among them is the H. S. Edler, Chippewa Falls, 1919 packing, which is said to be taken by a Chicago firm. Some lots of 1918 were sold during the week, a lot of about 200 cases at Deerfield is reported among several others. The remnants of the 1919 in the hands of growers move, but without haste. The warehouses are pushing the assorting; a few in the northern section have closed. In Edgerton the General Cigar Co. has finished the season's work. The other warehouses have from two to four weeks' work ahead of them. The transplanting of the 1920 crop is well under way. The fields worked up excellently this spring, and in spite of the chilly weather during the early spring, the seed beds have done marvelously well; the plants are sturdy, and there is a plenty of them. The last days of showers have delayed the planting somewhat, and the early plants in the seed beds are about to get away from the growers, but by careful weeding out of the overgrown plants, new ones are coming in fast under the push of the splendid growing weather. It is a long time since as much tobacco was transplanted into the fields by the middle of June as has been done this year. Clear weather and dry fields during the next week, and the big end of the tobacco setting will be over. This is giving the fields an early start, and the plants already in the fields are looking fine. In spite of the shortage of labor the farmers have handled the spring's work so well as to be on easy terms with their crops as they need attention. The acreage of tobacco will be fully up to last year's.

Lars Hoyum, tobacco man of Deerfield, called in this market last Saturday.

Thomas Ellingson and Ed. Grassman returned home last Saturday evening from Philadelphia and points east.

L. P. Sutter and brother, of the Hussey Leaf Tobacco Co. of Chicago, called on the Mabbett Leaf Tobacco Co. last Saturday.

A. J. Ross, Germantown, Ohio, of the Fendrich Tobacco Co., called on their representative, Mr. Charles Sweeney, the first of the week.

Elmer Hoffland and Arne Christianson, of Soldiers' Grove, Crawford county, buyers for the Spitzner warehouse in Edgerton, called on Oscar Jenson last week.—*Edgerton Reporter*

Good Showing Made by "Consolidated"

Three months ago an intial dividend of $1.50 a share was declared on the common stock of the Consolidated Cigar Corporation. It was not announced as a regular disbursement. At the meeting of the board of directors of the company to-day, the common dividend will come up for consideration. It is expected that the board will place the stock upon a regular quarterly basis, and it would occasion no surprise if the disbursement was larger than $1.50 a share. Some directors feel earnings justify a dividend better than $6 a year.

For the first four months of 1920, net before taxes was $864,839 and for April alone $283,830.

On the basis of the first four months, net before taxes was at the annual rate of $2,594,517. Requirements for the dividend on the $3,600,000 7% preferred are $252,000 a year, which would leave a balance before taxes of $2,342,517, equivalent to more than $26 a share on the outstanding 90,000 shares no par value common.

The company was a year old June 1. It started with 24 cigar factories and now has 31. It began business at a time when the big cigar strike was threatened and was therefore in a position to acquire plants at low figures. The fact that these factories were well scattered over the United States gives the company a strategic position in the event of a strike.

The company has plenty of business ahead and net earnings are showing an increase each month. As of May 1 current assets were $7,868,000, against which there were current liabilities of $2,574,000, leaving a net working capital of $5,294,000. At the start the company issued $4,000,000 preferred but retired 10% of this during the first year of its existence.

Patents Recently Granted

The following patents recently were issued from the United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trademark attorney, Continental Trust Bldg., Washington, D. C., at the rate of 20c each. State number of patent and name of inventor when ordering.

1,341,857. Box for cigarettes and like articles. Henry H. Lewis, Attleboro, Mass.

1,341,974. Case for holding cigarette-papers. John W. Davis, Honolulu, Hawaii.

1,342,178. Combined cigarette and vanity case. Melville A. Miller, Pittsfield, Ill., assignor to Brun-Mill Co., Johan Skinderviken, Chicago.

1,342,868. Cigarette-holder. Lawrence V. Redman, Evanston, and Archie J. Weith and Frank P. Brock, Chicago, assignors to Redmanol Chemical Products Co., Chicago.

1,343,125. Machine for applying paper molds to cigar-bunches. Louis R. Gindrat, Baltimore, assignor to Cigar Machine Corporation of America, same place.

GARCIA GRANDE

Mild Havana Cigar

Standard maintained always

Jobbers feature the

Garcia Grande

for

Reason No. 1. They can always rely upon its uniform quality.

Reason No. 2. The smoker, the final judge, always comes back for more.

J. KLORFEIN, Manufacturer

476-478 Broome St. NEW YORK 62 Wooster St.

The Greatest Success of 1919 Tobacco Export Boom

MATOAKA

Cigarettes and Smoking Tobacco

VARENA

Cigarettes

MATOAKA TOBACCO CO., Inc.

276 FIFTH AVENUE

(Old Holland House) NEW YORK CITY

CIGAR CANS

Standard Square Round Corners For 25 Cigars | Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies | Large Round For 50 Cigars | Round Humo-Tray For 25 Cigars | Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING DETROIT, MICHIGAN — SAMPLES ON REQUEST

Higher Prices Paid for Choice Sumatra Wrappers

Courage and Long Purses Required of American Buyers in Holland—The Better Grades Comprised But a Comparatively Small Part of the 1919 Crop—And the 1920 Crop Will Be 100,000 Bales Less Than in Normal Years—Sales Delayed by Labor Troubles—Importers Unable to Move Tobacco Promptly—Mail Advices.

AMSTERDAM, Holland, June 11.—Previously it was said that, judging from the type samples, it was expected that the quantity of desirable tobacco would be limited, and although the regular samples gave us another aspect, the offerings in general were not nearly as good as in the first sale. On account of the labor troubles in the harbor the *Lele Maatschappy* could not discharge its tobacco and therefore could offer only three first footleaf lots, viz: Deli Maabscler/H to which a second footleaf lot was added, a lot of Senembah My/- and a lot of Sennah Deli. The balance consisted of second and third primings. There was some good tobacco for sale, but this time it was very remarkable how small the quantity of first sizes was, especially in the second and third lots. Reports from the East Indies told us in advance that the quantity of first sizes would be limited but it was not expected that it would be relatively so small.

A favorable exception was made concerning the parcel Senembah Maatscher/- bought in running lots by the Consolidated Cigar Co., which parcel consisted for the greater part of first series. It was a nice light, good yielding tobacco and brought an immensely high price. The American part out of it may be figured as costing about 1260 Dutch cents. This price is reminiscent of war prices paid by Dutch manufacturers when they could hardly obtain material with which to wrap their cigars.

It should be noted also that the lots Deli My/A B and Sennam Deli bought by M. Duys & Co. had a nice proportion of first sizes. Both lots contained very good tobacco and respectively 208 and 232 bales will be shipped to the United States.

Further good lots were: Deli Maatschy/H, a fancy lot of tobacco of which the American Cigar Co. secured 272 bales. Deli My/D/Lkt of which A. Rosenwald & Bro. bought 102 bales. Deli My/PB of which 111 bales went to the American Cigar Co. H. Duys & Co. further bought the following parcels: 97 bales Deli My/C, 61 bales Deli My/M, 186 bales Deli My/K, 86 bales Deli My/ PC, 116 bales Medan Tal. My/TR. Bayuk Bros. bought 85 bales Deli My/QM, Schesberl 122 bales Medan Tal My/M, S. Rossin & Son 198 bales Senembah My/BK, Hugo Miller 156 bales Senembah My/LP and Haas 190 bales W & VS/Deli Lkt/A.

In all about 3,000 bales new 1919 crop were bought by Americans.

Prices were exceedingly high. The Deli Maatschy announced the day before the sale that most probably it would be impossible to have the third Sumatra sale on June 25 as planned, and of course this caused excitement among the American buyers. Everybody was trying to secure tobacco; this of course had an influence on prices.

Because the harbor conditions are very poor, all warehouses are filled up with tobacco, old 1916, 1917 and 1918 crops, tobacco which could not be shipped to Europe during the war. Now the new crop is stored all over the country and the Sumatra importers have lots of trouble in sampling their goods. A great part is in lighters and as labor conditions are very bad importers cannot get tobacco out of the lighters and for that reason most probably the sale will be postponed.

From what was seen of the second and third footleaflots, it may be expected that the 1919 crop will not produce a large quantity of good material and as the 1920 crop is going to be very small, probably not more than 150,000 bales instead of 250 bales as in normal times, there is absolutely no reason to believe that prices may decline. On the contrary, it may be expected that prices will stiffen; in fact, to-day we had the proof.

Besides the lots offered at public sale, there were also offered 1457 bales of R D M 1918 crop privately of which Duys bought 411 bales R D M/F and 138 bales R D M/Arnhemia and Hugo Muller bought 371 bales R D M/C.

A Dutch manufacturer had in store 108 bales, first sizes Senembah and Deli BaMy tobacco, beautiful tobacco, which he offered for sale and which was bought by Yocum Bros., Reading, at about 1250 Dutch cents.

Not only the market for tobacco of marks most desired by Americans is so exceedingly high, but also the Dutch manufacturers are paying high prices for good material. In to-day's sale certain undermarks, second sizes were taken, right away at 1600 cents, whereas third sizes brought prices up to 1050 cents. But this is all socalled "Sandblatt."

Moonshine "Factories" Denounced

Kamill Lederer, who has a small cigar factory at 25 Sumner avenue, Brooklyn, severely arraigns what he terms the Bed Room Buckeye cigar factories. He says: "These bed room ducks that make cigars, cook, eat and sleep in a dirty little hole of flat—and in some cases, all of it done in one room—are what we call Buckeyes, Blockade Runners, Moonshiners, and the like. The majority of these fellows will work two or three days a week in regular shops, for the purpose of obtaining enough tobacco to work-up during the rest of the week in their moonshine factories, under the flicker of kerosene lamps. I know one Buckeye who has a dingy little hall room, in which he has an improvised table that he lets down from the walls. He makes cigars on this table and sits on the side of his bed while at work.

"Some of the blockaders hire cigar makers to work in their Buckeye shops, while they, the blockaders themselves, work all the time in regular shops, where they get enough tobacco to keep their own bed-room factories busy. Only a short time ago one of these bed-room Buckeye bucks came to one of my men and said that he would like to get work in my shop. At the same time, he said he would like to have a good man to work for him in his moonshine shop. My man saw through his little game, and thinking to trap Mr. Buckeye Buck, he said to him, 'All right, I'll give you a try-out.' But the wily moonshiner seeing that he had no easy mark to deal with, evidently became afflicted with frigid feet, and did not come back.

"Such fellows as these moonshiners are a menace and a disgrace to the cigar industry. They worm their way into reputable factories, and what is worse by far, they also disrupt the great mass of honest workers; they tell the workers how easy it is to make money by running moonshine bed-room shops, and in other dishonest ways. All of which are direct violations of strict rules laid down by the cigar makers' unions."

"Significant to Smokers"

As excuse for a syndicated story in numerous newspapers, Frederic J. Haskin has discovered a movement for the organization of Corn-Cob Clubs throughout the middle west, and it is whispered that Representative Percy Quin, of Mississippi, who smokes a corn-cob pipe in the cloak rooms of Congress, and brings his dinner to the Capitol every day in a tin pail, will be the standard bearer of the pipe-puffing proletariat.

Mr. Dorenz, who operates a "pipe hospital" on E St. in Washington, D. C., is also the source of significant facts in connection with the pipe movement. Mr. Dorenz has made his living and sent nine children through college by mending pipes, and is therefore a mainstay of the pro-pipe element. He reveals the sensational fact that quite recently Secretary of War Baker and Vice-President Marshall have had their pipes repaired and that Mr. McAdoo did the same not long before he deserted the Treasury for the screen.

"The significance of these facts is variously interpreted and elucidated by the political seers. Some say the fact that these leaders have had their pipes put in order indicates that they have set their faces firmly against the rising tide of anti-tobacco sentiment, and will cast their political fortunes with those who hope to smoke on. Others say that the astute politicians have foreseen that the cigar and the cigarette are doomed, and have bent their heads to the inevitable. Secretary Baker, for example, is not by choice exclusively a pipe smoker. He has been known to light a long cigar before a committee of Congress, tilt it at an impudent angle, and tell the solons to go ahead with their questions. He is said to realize that such conduct is no longer possible to a man seeking a public career and that hereafter he will confine himself to the sucking of a respectable briar in the privacy of his home.

"The true significance of these things, however, is a matter for speculation."

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	Bid.	Asked.
Am. Cigar com.....	128	130
Am. Cigar pf.....	80	86
Am. Mach. & Fdy.....	150	160
Am. Snuff	100	105
Am. Snuff pf.....	77	87
Am. Sumatra	87	87⅜
Am. Sumatra pf.....	85½	91
Am. Tobacco.....	120	124
Am. Tobacco B.....	200	227¾
Am. Tobacco pf new....	87	88
Consolidated Cigar.....	67	68¼
Consolidated Cigar pf....	79	80
Conley Foil (new).....	25	27
Geo. W. Helme com....	160	168
Geo. W. Helme pf.....	83	94
General Cigar.....	65	66
General Cigar pf.....	92	100
Imperial Tobacco.....	9¼	10
Johnson Foil	100	115
J. S. Young.....	128	136
J. S. Young pf.....	80	80
Liggett & Myers.....	145¼	150
Liggett & Myers B.....	137	145
Liggett & Myers pf.....	..	100
Lorillard P.....	135	136
Lorillard P pf.....	94	100
McAndrews & Forbes...	170	180
McAndrews & Forbes pf	80	90
Porto Rico Am. T.....	118	125
R. J. Reynolds "A".....	600	615
R. J. Reynolds "B".....	460	490
R. J. Reynolds pf.....	97½	99½
Tobacco Products.....	68	68¾
Tobacco Products pf....	87¾	91½
United Cigar Stores.....	130	175
United Cigar Stores pf...	100	104
United Drug	112	150¼
United Drug 1 pf.....	46	47
Weyman Bruton	160	166
Weyman Bruton pf.....	88	94

Ernest M. Welz, an American commission merchant now located at 4 Freisingerstrasse, Berlin, Germany, is preparing to do an extensive business in American tobaccos, cigarettes, cigars, pipes and smokers' articles. He is desirous of obtaining first class American agencies in these lines for Germany, Switzerland, Austria, and possibly the Scandinavian countries. Especially, he expects to place this Fall large orders for Virginia cigarettes, pipe tobaccos and cut plug chewing.

TOBACCO
ESTABLISHED 1886

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NEW YORK, THURSDAY, JULY 1, 1920.

"ALMOST A GLUT OF LABOR"

Though reports from the Carolinas, Virginia, Pennsylvania and Connecticut indicate that unusually high wages are being paid to laborers in the tobacco fields, the threatened scarcity of help at harvest time, is causing less anxiety.

Seldom have prophets been so discredited by the event as those of last spring who predicted an unprecedented labor shortage in the Middle Western harvests. Farmers, it was declared, were everywhere restricting acreage—though a farmer restricts his acreage as willingly as a manufacturer declines a fat contract or a wage earner refuses an advance in pay. The actual fact is almost a glut in labor. Enid, Okla., reports that last week the great central wheat area of the State was flooded with hundreds of hands, who were given work by the employment bureau. More continued to arrive. Early this week, says the *Daily Oklahoman*, "hundreds loitered around the streets of Enid. Many who were broke held out their hats to passersby, begging for nickels and dimes. At night the yards and basement of the county court house were crowded with hands." The Wichita and Hutchinson sections of Kansas, states the Kansas City *Journal*, have "a surplus of men," and new arrivals are being turned back. In one day in Kansas City about 500 men applied to the "Federal zone clearance officer," and were told they could not be forwarded until definite calls came in. More casual labor appeared than Federal and State agencies supposed available. It is moving north as the wheat ripens. The colleges have sent hundreds—thirty-five students from Indiana University, stranded in Kansas, paid their way by concerts; former soldiers have come by platoons. Local complaints of a labor shortage will be heard. But if there are men enough for wheat, we may be sure there will be enough for the other great staple crops, the harvesting of which spreads over longer periods. Where the pinch exists is in cars.

AS SPENDING DIMINISHES

Reports from leading European countries indicate that the decline in prices has been world-wide. Prices in Great Britain, which reached their highest point at the beginning of April, fell during both April and May, and there, as here, textiles led the decline. Bradstreet's compilations show an average decline during May of 4.1 per cent in the wholesale prices of 106 representative commodities in this country. This decline brought prices to the level of last November; it was the greatest fall in any single month since January, 1919, a month or two after the armistice. With that exception, in fact, there has been no decline to approach it in any month even if one goes back for the past ten years. This should effectually dispose of the contention that this was a "mere seasonal decline." Moreover, it was not confined to textiles, but was noteworthy in metals, hides, and leather, livestock, oils, fruits, provisions and naval stores. Nor did the movement stop in May. Reports from over the country indicate that since June 1 in many lines a sagging tendency has set in. The break, begun in retail lines, is extending backward. Fewer orders have come into wholesalers, to jobbers or to manufacturers; in some instances price quotations have fallen, in others they remain at previous levels only because there is not enough trading really to establish a market. Inactivity has set in in raw wool, hide and leather, cotton and woolen piece goods lines. The demand for new automobiles is reported as less keen.

Instances in which the general sagging of prices has been due either to greater production or to lower cost of production are practically negligible. Production, if anything, has suffered, under the influence of freight tie-ups, coal shortages, fewer working hours, strikes and other handicaps. How, then, it will be asked, has it been possible for prices to fall, and how is it possible to predict any further decline?

The Mechanics and Metals National Bank of New York says:

"The answer is that the fall of prices has come about through an alteration in demand, and that while the objective or physical props still work to sustain prices, the psychologic prop has been withdrawn. Intrinsic influences remain, but the speculative influence is disappearing."

WHAT IS A FAIR PROFIT?

"No question at all exists as to what is an unfair profit. An unfair profit is the profit which the other fellow makes. The profit which you make cannot be unfair—and you will explain exactly why it is not unfair as long as anyone will listen. In fact, if you are allowed to talk long enough you will make out a case against yourself, even if none in the first place existed," says W. R. Basset in *Printers' Ink*.

But what is a fair profit?

And who should determine the profit? Are we really talking about profit or about price? Does a high price mean a high profit, and does a low price mean a low profit? Is there any connection at all between price and profit? Does the buyer or the seller make the price, or is the price made by an outside force over which neither has any control?

An endless number of questions arise when one starts to talk about prices and profits. We get into the same morass of trouble as when we talk of wages being high or low without reference to what is being given in return for the wages.

And in addition we have the complications of currency inflation, and on top of that the problem of scarcity, which resolves itself more or less into a discussion of what a crust of bread is worth to a millionaire who is starving.

The word profiteer is a glib and ready one that springs easily from the lips whenever we think we have been overcharged or—what amounts to the same thing—cheated. Our resentment unconsciously leads us to take an entirely unbusinesslike view of the whole situation—a view which we would not ordinarily take.

Since the beginning of the great war in 1914 the United States has rolled up a trade balance of approximately $17,000,000,000 against the world. This exceeds by several billions the total balance in favor of the United States from 1875 to 1914.

"THOSE CRUMBS OF TOBACCO"

From a story of Mexico, entitled "The Gringo Who Loved a Fight," by Timothy Gilman Turner, in *Leslie's Weekly*.

The filibuster appeared with bloodshot eyes that showed he had been interrupted from a sleep.

"Captain Malcomb," began Madero. It was Malcomb's commission. Commissions were spoken not written in those days of the revolution. "Captain Malcomb, I have heard of your very fine work in tearing up the Central. Why did you not tell me the details when you reported to me at Guadalupe?"

"I merely reported, sir, that I had torn up the road for two weeks," said Malcomb. "You remember you told me to report on the details later. I believe we were interrupted."

As a matter of fact, Madero had been too excited about the retreat to listen.

"So I did," he said. "Well, Captain Malcomb, I have another very delicate commission for you. I wish you to take this gentleman to the border. He wishes to cross and get a train to El Paso. It is important to our cause that he returns safely and quickly."

"Take as many men as you need, but no more, and be sure and put Mr. Sarbor over the line and come back with his horse. We need every animal." And Madero rolled over on the bed and began snoring even before Malcomb and Sarbor had tiptoed from the room.

"Want to sleep some more?" asked Sarbor.

"Nope," said Malcomb. "I've had about four hours in three days. That's enough. You must need some yourself."

"No, I'm fit enough," replied Sarbor.

Malcomb, Sarbor, Kelly and Campos got fresh mounts and set off about noon. As they passed one of the ranchhouses they were accosted with "Hey, there!" and they rode up to the shack. Inside was the bulk of the Foreign Legion, most of them asleep and the others drying their clothes over a fire whose smoke filled the top of the room and poured from the windows and doors. The riders told them of their return journey.

"Pretty tough to be goin' back without sleepin," said a little cowboy. "Have a snack?" and he held up a chunk of dried beef.

"We've got chuck," said Kelly.

"Got enough smokin'? asked another voice The riders admitted they had little left. Sarbor's cigarettes had been consumed or given away, and he was in that acute agony the smoker suffers in such a plight.

One of the cowboys produced a muslin sack, almost empty of the granulated tobacco. This sack was passed about and every man in the shack—the sleepers were roused—contributed a few grains of tobacco. Thus the sack was filled, and passed to the horsemen.

"Now you kin twist a few brownies on the trail," said the little cowboy, handing them a package of the coarse, brown papers relished in the Southwest.

"Thanks," said Malcomb and they rode on.

"It's an honor to go with such fellows," said Sarbor, who was young and something of a sentimentalist.

"They're pretty good skates," commented Kelly, and Malcomb nodded and Campos grunted assent.

I saw Sarbor not long ago. He has been about the world a good deal since. He told me that in all his life he never had seen such a sacrifice, nor any thing that touched him so deeply, as those crumbs of tobacco contributed by those adventuresome tramps of the Foreign Legion. But Sarbor is still, I fear, a bit romantic.

The Suffield, Conn., correspondent of the Boston Transcript says: "The wave of price-cutting which is sweeping over the country does not promise to reach the tobacco industry in the near future."

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FARMVILLE - - - - - - NORTH CAROLINA, U. S. A.

Tobacco Declared to Be a Necessity of Life

Decision of the Highest Court in Germany—Failure of "the Strike of Tobacco Planters" in Baden—Merchants Hold Back Orders—Leaf of Poor Quality and in a Deteriorated Condition—Farmers Not Allowed to Sell Cigars of Their Own Manufacture.

BERLIN, July 12.—Germany's highest court, the National Court at Leipzic, has decided that tobacco, cigars and cigarettes are necessities of life. A lower court had held that a contract for the delivery of cigars was not affected by a decree of May 6, 1918, regulating trade in the necessities of life. The lower court did not think tobacco should be considered a necessity. The highest court ruled otherwise, saying any article consumed in every day life, accepted as essential to the comfort of a large part of the population, hallowed by tradition and heritage, endeared to the consumers by custom and usage, is to be considered a necessity. The contention that one could do without tobacco and live, was held to be irrelevant by the court, which stated that the same thing could be said of nearly all other articles generally conceded to be necessaries.

In the same decision the court held an overcharge does not void a contract but entitles the injured party to sue for the difference betweeen the lawful and the legal charge. A dealer was trying to break a contract he had made with a Bremen cigar manufacturer, claiming he had been overcharged.

The "strike" of tobacco planters in Baden, Germany, has gone to pieces, according to Mannheim reports. The farmers who had been holding back last year's crop in order to obtain higher prices than those fixed by the government, are rushing to town anxious to get rid of their weeds. Imported tobacco is much cheaper now, as a result of the rising tendency in German valuta, and the slump has been putting the fear of God" in the hearts of "striking" farmers. Now the merchants are holding back their orders and some of the farmers are forced to sell at a sacrifice. At the same time the tobacco shipped to market is of very poor quality and in a deteriorated condition, due to careless storing.

A farmer of Kuerzell, Baden, who, instead of selling his tobacco crop to the trade, went into the cigar business on his own hook, was heavily fined in court for making 6,000 cigars and selling them in contravention of rules regulating the tobacco industry and trade. Farmers may roll as many cigars as they will smoke themselves, but they must not make cigars and sell them to other smokers.

Many Acres of Tobacco Ruined

GREENVILLE, N. C., June 26.—In Lenoir and Greene counties, the loss caused by the hailstorm day before yesterday is accounted large. "According to report" 2,000 acres of tobacco, 2,000 acres of cotton and 4,000 acres of corn are ruined. It is now too late to replant except with corn. The hail stones, some of them were said to be bigger than pigeon eggs.

In Pitt country the damage was not so great. The storm passed over the central part of the county near Farmville, Winterville and Grimesland, its path being rather narrow. The damage was not very great in this area. There was not much wind. A wind and rain storm a few days ago in the same section did more damage.

Crop conditions are fairly good in Pitt county. Most are a little late, but recent rains have put them to growing rapidly. Tobacco will be a little short of last year's crop. Its condition is not so good. Fair prices are expected, but not so high as last season. Common tobacco is expected to sell low. Cotton is doing well but the acreage always gives way to tobacco. Corn is good.

Crops Damaged in Robeson County, N. C.

LUMBERTON, N. C., June 26.—To growing crops in various parts of Robeson county, by the hailstorm Wednesday afternoon, the injury done is estimated to be nearly $100,000. Tobacco fields that happened to be in the path of the storm were the worst sufferers. On one farm near here, the storm damage approximates $5,000.

Not many North Carolina farmers make a practice of obtaining hail insurance.

Promising to Be More Important

A Kinston, N. C., special to the Greensboro *News* says: "The smaller tobacco markets in this part of the eastern belt are making big splurges in preparation for the coming sales season, which will probably open in September. In addition to big increases in facilities at LaGrange, Snow Hill and Washington, Warsaw, Wallace and other markets in the less than 10,000,000-pound class are erecting new warehouses or other buildings. Wallace will have three new 'prizeries.' That little town expects to sell between 5,000,000 and 7,500,000 pounds of the weed between September 1 and the end of the year."

The Tobacco Crop in South Carolina

DANVILLE, Va., June 26.—M. O. Nelson, a leading tobacco warehouseman of Danville, has returned from South Carolina, where he spent about a week making inquiries into the conditions of the growing tobacco crop. He states that the acreage is about 70 per cent of that of last year; that the crop is fully two weeks later than last year, and thus far irregular in growth and not altogether promising.

"Landlords," he says, as quoted in a special to the *Times-Dispatch*, "are stipulating that farmers shall not undertake to raise more tobacco than they can properly handle with the labor immediately in sight, in order to obviate the situation resulting last year, when too much was attempted with serious effect on prices. Mr. Nelson states that the South Carolina season will open about July 20, and should be over fully two weeks before the Virginia and North Carolina season begins. The tobacco has suffered some from a long drought."

Hoping for "Mighty Good Leaf"

NEW CANTON, Va., June 26.—Heavy rains, aggregating nearly two inches, have prevailed in this section since last Saturday, refreshing the crops of corn and tobacco and revivifying the pastures. All tobacco which had not been set out on previous seasons was planted out in the early days of this week, and there is an old saying that plants put out not later than June 25, with good seasons thereafter and no early frosts in the fall, make mighty good leaf.

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With these late plants a crop of average size has been set out, and indications now are that tobacco of much finer grade than that of last year will be grown in Buckingham county.

A Million Dollar Crop in Lowndes

VALDOSTA, Ga., June 29.—Tobacco cutting and curing is now the special order of the day in the Lowndes county tobacco fields, and the curing houses are beginning to bulge with the weed as it is hung up to dry and become ready for market.

It is estimated that 2,000 acres were planted to tobacco in the county this year and some of the tobacco experts who have looked over the crop express the belief that it will average the growers $500 per acre all around. With $1,000,000 from the tobacco crop the Lowndes county farmers will not think 1920 such a bad year, especially when the crop is grown at such a nominal expense as compared with the production of cotton.

Along with this crop, however, is growing the largest acreage of peanuts perhaps the county has ever seen, with the prospects for equally as good prices the coming season as in the last, when they sold as high as $200 per ton, with the hay extra "velvet" for the grower.

Eastern North Carolina Outlook

W. J. King, president of the Wilson Tobacco Co. at Wilson, N. C., reports that fine rains and warm weather have caused the tobacco crop in eastern North Carolina to improve wonderfully. The crop, however, is irregular and will be two or three weeks late. The present acreage is estimated to be about 90 per cent of the area planted to tobacco last year. The stand is, from 80 to 90 per cent of what it was last year. But the crops are all clean, free from grass, and with good seasons a fair crop seems assured.

Reynolds Stock Issue Approved

R. J. Reynolds Tobacco Co. stockholders at a special meeting Thursday a week ago approved an increase in the capitalization from $40,000,000 to $140,000,000, thereby clearing the way for the declaration of a 200 per cent stock dividend as proposed by the directors.

The company's capitalization has consisted of $20,000,000 preferred, $10,000,000 common and $10,000,000 class "B" common, all of $100 par. The increase voted by the shareholders consists of $30,000,000 preferred and $70,000,000 class "B" common. Par value of the new preferred is $100, but the additional "B" common has a par value of $25.

Of the new "B" common, 400,000 shares will be reserved for substitution for the outstanding "B" stock of $100 par and shareholders will be allowed to exchange each of the old "B" shares of $100 par for four shares of new "B" of $25 par.

The shareholders also approved a proposal for the reduction of the par value of the common shares to $25 and holders will be given the right to exchange their shares at $100 par for four shares of the new $25 par common.

It is not the intention of the board to offer for sale in the near future any of the new preferred. The increase was proposed at this time to provide for future requirements. The board was authorized to issue the new stock at times and on terms within its discretion.

How Webb Regards the Tobacco Outlook

Col. G. E. Webb, one of the best tobacco authorities in the country, gave out the following statement:

"Various opinions have been expressed as to the outlook for the tobacco crop for 1920, but in my opinion none of them are correct. The Government crop report estimates that there will be a 15 per cent increase in acreage. I do not believe that there will be more than a 5 per cent increase. I, too, may be wrong in my opinion, but I have studied the situation carefully and am basing my statement on information gathered from the tobacco raising sections of the whole country. In pounds this year's crop will probably be 20 or 25 per cent more than last year, that is if the season continues favorable. Last year there was an unusually small production per acre, due to the late Spring and bad Summer.

"The production of tobacco throughout the world will not, in my opinion, exceed that of last year. In some countries there will be a slight increase, while in other tobacco-producing countries the production will be less. France cannot raise a big crop this year and Russia and Germany are handicapped on account of labor troubles which will curtail the production. Indications at present are that China, Japan and the South American countries will produce a good crop. But taking the world over, I cannot see that there will be any overproduction.

"In Southern Georgia the crop is late and reports are that there will be a slight decrease in acreage. Plants are scarce in that section—many of the plant beds being destroyed by heavy rains in the early Spring. Information comes from South Carolina that the people will not plant as much as last year.

"In Eastern North Carolina many of the planters have been forced to reduce their crops on account of the shortage of labor, and the increase in acreage in that section will not be more than 5 per cent.

"In this immediate section the prospects are unusually good. Practically every farmer is through with planting, and with anything like a favorable season the Winston-Salem market should sell 50,000,000 pounds this year. I estimate the increase in acreage this year to be about 10 per cent. Wilkes, Davie, Davidson and Rowan Counties and the

(*Continued on page 29*)

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BRIGHT LEAF TOBACCO

TRADE T. R. MARK. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

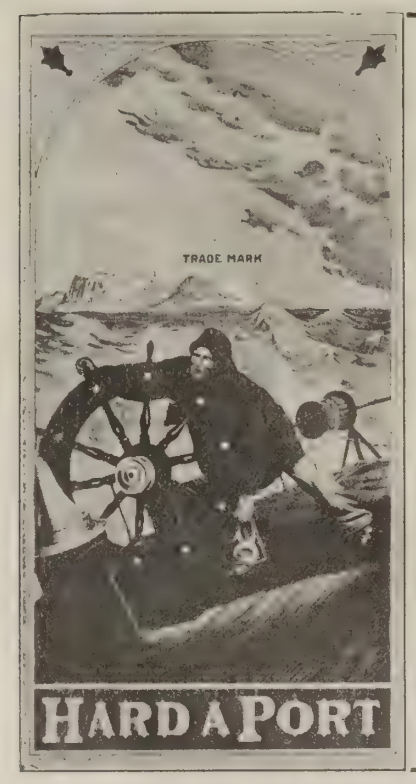
We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate o. Insurance.

FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio



MACLIN-ZIMMER-McGILL
TOBACCO CO.

Established 1818 Incorporated 1914

Manufacturers of

PLUG, TWIST,
CUT PLUG,
BIRD'S EYE

FOR

EXPORT

ALSO

CIGARETTES FOR EXPORT

A large variety of brands
also
Trumps Cigarettes

Correspondence solicited from export houses.

Petersburg, Virginia, U. S. A.

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.

TOBACCO COMMISSION MERCHANTS

Tobacco Inspection and Warehouse Men

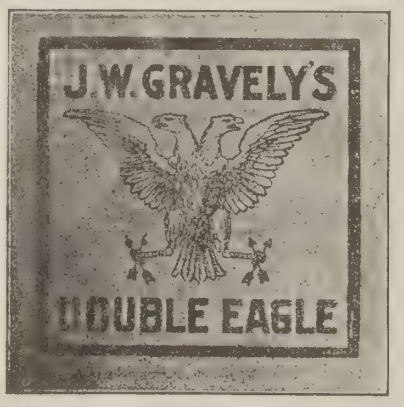
WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

Storage Capacity 5,000 Hogsheads

REASONABLE RATES



Sparrow & Gravely Tobacco Co.

TOBACCO MANUFACTURERS

Manufacturers of

Plugs, Twists and Smoking Tobaccos

Correspondence Solicited
Export and Domestic

Martinsville, Virginia, U. S. A.

Cable Address—Tansy
Phone—Broad 1915

A B C, 5th Edition
Arnolds & West. Union Codes

TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.

90 Wall Street, New York

Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador

CABLE ADDRESS
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Tobacco Exports From New York.

Custom House Figures for May, 1920

LEAF TOBACCO.	Dollars.	Pounds.
Belgium	252,900	719,849
Denmark	772	3,780
Finland	22,215	50,544
France	119,850	390,278
Germany	20	110
Gibraltar	8,188	64,617
Greece	2,800	9,100
Italy	29,116	19,540
Malta	5,200	28,740
Netherlands	128,675	539,282
Norway	17,996	49,409
Portugal	1,042	2,640
Russia in Europe	1,000	2,000
Spain	375	1,835
Sweden	242,231	472,080
England	1,955,451	2,740,936
Scotland	4,163	3,204
Panama	2,412	6,846
Mexico	470	340
New Foundland	2,330	7,233
Barbadoes	840	2,325
Jamaica	76	200
Trinidad	374	1,282
Other British West Indies	10,747	38,756
Danish West Indies	3,410	13,03[illegible]
Dutch West Indies	2,708	7,775
French West Indies	10,591	44,735
Haiti	66,135	209,077
Argentine	2,548	3,920
Brazil	2,495	5,302
Colombia	7,652	12,900
British Guiana	5,188	13,209
Dutch Guiana	2,284	9,671
French Guiana	5,932	19,890
Uruguay	12,200	30,320
Venezuela	99	110
China	615,533	771,866
Kwantung	31,301	39,606
Japan	438,349	898,688
Australia	108,875	115,430
New Zealand	10,527	11,111
British West Africa	536,690	1,242,693
British South Africa	1,782	1,620
Canary Islands	29,798	89,096
French Africa	120,478	370,703
Cameroon	37,733	101,237
Liberia	8,357	24,840
Morocco	13,800	55,970
Port Africa	42,000	143,000
Egypt	17,056	34,397
Poland	12,900	56,920
Philippines	78,295	65,962
Totals	5,033,960	9,545,006

STEMS AND TRIMMINGS.	Dollars.	Pounds.
Gibraltar	1,685	93,513
Total	12,685	93,513

CIGARETTES.	Dollars.	Thousands.
Austria	73,200	30,560
Azores	100	20
Belgium	40,000	100,000
Denmark	4,810	1,155
France	100	10
Germany	2,000	1
Greece	500	26
Iceland	309	26
Italy	813,115	328,500
Netherlands	60	10
Norway	154	50
Portugal	15	4
Russia in Europe	800	500
Sweden	1,141	400
Switzerland	2,906	1,250
England	20,054	1,787
Bermudas	652	145
Costa Rica	2,973	718
Gautemala	660	150
Honduras	21	5
Nicaragua	1,015	255
Panama	46,063	12,798
San Salvador	850	280
Mexico	2,481	397
Miquelon	277	110
Barbadoes	241	67
Jamaica	1,790	489
Trinidad	519	89
Other British West Indies	1,246	298
Cuba	7,134	1,607
Danish West Indies	2,871	655
Dutch West Indies	1,027	258
French West Indies	121	44
Haiti	8,655	1,690
Dan Domingo	5,220	1,164
Argentina	1,294	335
Bolivia	103	50
Brazil	186	13
Chile	2,989	838
Colombia	4,927	1,526
Dutch Guiana	1,002	345
Paraguay	191	50
Aden	3,900	1,300
China	578,437	336,923
British India	149,880	49,735
Dutch East Indies	13,190	1,400
Hongkong	400	80
Persia	11,875	3,500
Turkish Asia	35,625	13,950
Australia	2,120	1,024
Philippines	1,125	250
British West Africa	9,225	3,175
British South Africa	14	3
French Africa	26	8
Liberia	429	90
Poland	595	96
France	1,860,673	810,209

CIGARS.	Dollars	Thousands
Greece	120	16
Iceland	131	25
Italy	273,000	13,000
Netherlands	100	1
Sweden	3,556	22
New Foundland	1,000	50
Haiti	986	20
Argentine	320	60
Chile	813	6
Venezuela	368	4
Australia	117	1
Egypt	410	20
Totals	280,921	13,210

PLUG TOBACCO.	Dollars.	Pounds.
Belgium	1,028	2,960
Denmark	3,400	7,847
Gibraltar	2,080	4,160
Iceland	2,080	3,841
Sweden	9,750	12,500
England	6,932	15,840
Bermudas	656	1,640
Canada	1,844	1,650
Panama	3,814	8,248
Miquelon	422	1,056
New Foundland	2,920	5,083
Barbadoes	2,554	5,758
Other British West Indies	2,468	5,310
Cuba	3,359	8,461
Danish West Indies	40	67
Dutch West Indies	4,288	8,810
Haiti	154	252
Argentine	2,190	4,000
Colombia	231	335
Peru	217	250
Venezuela	17	21
British India	915	1,760
Straits Settlements	4,388	10,208
Hong Kong	2,570	4,320
Australia	15,413	30,690
New Zealand	8,284	10,533
British South Africa	20	20
British East Africa	565	1,232
Totals	82,599	156,852

SMOKING TOBACCO.	Dollars.	Pounds.
Belgium	17,630	54,830
Denmark	4,488	3,540
Germany	3	4
Norway	1,782	2,730
Sweden	4,110	4,900
England	2,338	1,836
Bermudas	229	232
Costa Rica	220	275
Gautemala	103	101
Nicaragua	80	100
Panama	5,324	6,633
Mexico	314	298
New Foundland	1,110	1,468
Barbadoes	200	800
Jamaica	313	333
Other British West Indies	62	70
Cuba	6,924	11,096
Danish West Indies	69	102
Dutch West Indies	745	1,140
Haiti	676	680
Santo Domingo	491	522
Argentine	2,362	2,254
Brazil	178	289
Chile	692	1,217
Colombia	45	45
Dutch Guiana	112	200
Venezuela	18	18
British India	4,504	6,984
Straits Settlements	15,928	25,740
Dutch East Indies	303	424
Siam	140	200
Turkey in Asia	425	500
Australia	57	58
British South Africa	73	70
French Africa	129	170
Poland	607	989
Totals	72,784	130,848

OTHER MANUFACTURES OF TOBACCO.	Dollars.
Belgium	14,477
Denmark	35
Germany	12
Gibraltar	7,978
England	6,065
Scotland	8
Miquelon	108
Jamaica	110
Other British West Indies	2
Cuba	1,178
Haiti	762
Santo Domingo	186
Argentine	5
Dutch Guiana	156
Dutch East Indies	920
Janan	98,561
Turkey in Asia	14
Total	130,527
Total	*130,527

Prized Passports to Cuba

Beginning July 1, it will cost $9 to get a passport to a foreign country, whereas the present price for a passport is only $2. This increase in price comes just at the time when the government is doing a landoffice business, especially insofar as passports to Cuba are concerned.

During the month of April, according to reports, the government issued 268,000 passports to Cuba, the largest number of passports ever issued to any one country in any one month in the history of this country.

Good Judgment in Georgia

The man who has planted tobacco this year is to be congratulated on good judgment exercised, for the other crops have been hard hit by the rainy weather, while tobacco is looking fine.—*Tifton Topics.*

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

Missouri Convicts to Grow Their Own Tobacco

"United" Obtains "Most Desirable Corner Store" in St. Louis—A Seventeen-Year-Old Boy Plays the Part of a Cigar Store Bandit—Commonwealth Cigar Co., a Co-operative Concern, Starts Out Successfully—Department Stores to Close Saturdays During July and August.

St. Louis, June 26.—The United Cigar Stores Co. has outbid all rivals and obtained one of the choicest locations in St. Louis. This time it is the southeast corner of Grand avenue and Olive street, which is regarded as the busiest spot in St. Louis, especially when it is considered in the light that it is the center of night life here. A candy store has occupied this corner for the last ten years, paying an annual rental of $5,000. The United people will pay $17,000, an increase of $12,000. Across from this is the Metropolitan Cigar store, and on the other two corners are drug stores. It is believed that this will be the most profitable United Store in St. Louis, that honor now going to the place at Seventh and Olive streets. The new lease begins July 1.

The Charles P. Stanley Cigar Co., which has been occupying an inside store in the Republic Building at Seventh and Olive streets, will occupy the corner as soon as the necessary alterations are completed. The Republic Building, the upper floors of which have been unoccupied since that newspaper was sold to the *Globe-Democrat*, its rival in the morning field, has been sold to a syndicate. The Stanley Estate is a member of the syndicate.

J. F. Alteheide, secretary-treasurer of the Commonwealth Cigar Co., which was organized by union cigar makers several months ago, is authority for the statement that the output of the first month of operation was 40,000 cigars. He adds that orders have been received for 60,000 cigars which cannot be filled because of inability to obtain supplies. Nine men and one woman are employed. The average wage of the men is $36 a week.

Convicts in the Missouri State Penitentiary at Jefferson City will grow their own tobacco on the prison farm near there, according to an announcement of W. R. Painter, chairman of the prison board. The seed for a 40-acre field has been obtained from Howell county, where the state's best tobacco is grown.

The United Store at Sixth and Locust streets was held up and robbed recently by a 17-year-old boy. It was the fourth time the store had been robbed. The youth pointed a revolver at the clerk and demanded that he hand over everything in the cash register. This was done. The youth took the $18 handed to him and fled.

Beginning with July 3 and continuing through August the big department stores of St. Louis will close all day Saturdays. Two of these establishments have cigar departments.

Moss & Lowenhaupt Cigar Co. are holding their annual vacation pipe sale. As usual, this annual event is proving popular.

Ireland's Tobacco Trade Was Rather Quiet During May

Michl. Macnamara & Son, of Dublin, in their report on the tobacco trade of Ireland, for the month of May, say: "The market was rather inactive during the month although some moderate sales in Westerns were made. The marked feature was the reduced deliveries.

Deliveries from Liverpool to Ireland during the month are reported as follows:

	VIRGINIA		WESTERN		
	Leaf	Strips	Leaf	Strips	Total
May, 1920	8	—	62	3	73
Same Period, 1919	22	1	44	—	67
5 Months Ending 31st May, 1920	69	9	475	38	591
Same Period, 1919	239	27	453	56	775

PRICES

	1920		1919			1920		1919	
	D.		D.			D.		D.	
Virginia Leaf—					Virginia Strips—				
Dark 18	@	23	18	@ 22	Dark 24	@	30	24	@ 30
Bright ... 36	"	66	26	" 40	Bright ... 50	"	70	30	" 44
Western Leaf—					Western Strips—				
Fillers .. 13	"	16½	15½	" 16½	Fillers .. 19	"	21	18	" 19
Wrappers 18	"	26	18	" 22	Wrappers 21	"	30	21	" 26
Burley ... 18	"	30	17	" 23	Burley ... 20	"	30	22	" 27

Tobacco Crop in Paraguay Badly Damaged

Washington, June 30—About 60 per cent of the 1919 tobacco crop which was harvested between the months of November and March is unfit for export, according to a report received by the Department of Commerce from Paraguay.

The damage to the crop was caused by unusually heavy rains which fell during the growing and harvesting seasons. The crop of 1919 was estimated to be about 16,000,000 kilos, and the ground planted is given as being approximately 10,000 hectares.

The exports of tobacco for 1919 amounted to 10,328,466 kilos. In 1916 some 7,048,378 kilos were exported. In quality, Paraguay tobacco is fair.

Cameron Tobacco Company
Richmond, Virginia
Manufacturers of
High Class Smoking Mixtures
"OUR LEADERS"
Eutopia--Jefferson--Kiltie Mixtures
PRIVATE BRANDS

AXTON-FISHER TOBACCO CO.
INCORPORATED
LOUISVILLE, KENTUCKY
Manufacturers of the Celebrated Brands of Tobacco
Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable: Austin, Greeneville
Arnolds No. 5
A B C 5th Ed. Improved
LEAF TOBACCO
BURLEY BRIGHTS STRIPS SCRAP
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

FRIES & FRIES Manufacturers of F. & F.
CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON
MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
CINCINNATI, OHIO
NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

G. F. VAUGHAN TOBACCO CO.
BUYERS, REHANDLERS AND REDRYERS OF
Leaf, Strips, Stems and Scraps
For Home and Export Trade. Samples Submitted.
Contracts Solicited
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
LEXINGTON, KY.

Henderson Tobacco Company
HETOCO TRADE MARK
DEALERS IN LEAF TOBACCO
Correspondence Solicited.
Samples on Application.
LEXINGTON, KY.

Cable address: "Phelon"
J. S. PHELON & CO.
Leaf Tobacco Brokers
Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Owensboro, Ky.

W. R. Nagel & Co.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition
J. W. RUDOLPH & BRO.
Brokers and Exporters Fired and Air Cured Tobacco
MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.
Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Thos. Edwards & Sons
CLARKSVILLE, TENN.
Dealers and Brokers in All Style Clarksville and Springfield Tobacco
Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

B. O. BURR & CO.
LEAF TOBACCO DEALERS
All Grades one sucker Tobacco
Samples Submitted. *Correspondence Solicited.*
BOWLING GREEN, KY., U. S. A.

U. S. TOBACCO CO.
INC.
Rehandlers, Exporters and Dealers in Leaf Tobacco
We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.
1228 Breckenridge St.
Louisville Ky., U. S. A.

Kentucky Tobacco Markets

LOUISVILLE OFFICIAL QUOTATIONS.
June 25, 1920.

	Burley. Dark Red.	Bright Red.	Colory.	Manufacturing.
Trash (green or mix).....	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 to 10	10 to 12	12 to 15	7 to 8
Common Lugs	10 to 13	12 to 15	15 to 18	7½ to 8
Medium Lugs	14 to 18	15 to 18	20 to 25	8 to 9½
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Common Leaf (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common Leaf	15 to 18	20 to 22	24 to 28	9½ to 12½
Medium Leaf	22 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections.....	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

LOUISVILLE, July 26.—For the week, the Tobacco Board of Trade reports as follows:

Tobacco sales for the Week and Year to June 25.

Warehouses	Week. Auction Sales	Private Sales	Total for Week	Year Jan. 1st, to Date
Turner	45	..	45	2,821
Kentucky	80	1	81	7,721
Main Street..	24	4	28	5,148
Planters-Farmers ...	34	2	36	6,225
Tenth Street.	12	1	13	4,637
Louisville	51	1	52	5,705
	246	9	255	32,257
Year 1919.....			430	35,413
Year 1918.....			843	45,055
Year 1917.....			105	34,666

CLASSIFICATIONS OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	97	133	230
Dark	...	25	25
	97	158	255

CLASSIFICATION OF SALES JAN. 1 TO DATE

	Old Crops.	1919 Crop.	Total.
Burley	6,260	24,544	30,804
Dark	281	1,172	1,453
	6,541	25,716	32,257

CLASSIFICATION OF SALES TO SAME DATE IN

	1919	1918	1917
Burley	31,598	41,692	31,613
Dark	3,815	3,363	3,053
	35,413	45,055	34,666

COMPARISONS WITH PREVIOUS YEARS.

Sales—	1919	1918	1917
Total sales of new crop to date	28,957	37,140	48,319
Sales of new crop to date. Original inspection	23,487	32,065	44,042
Rejections—			
Rejections this Week:			
Burley	67	....	....
Dark	....	....	....
Total	67	52	60
Percentage of rejections to auction Sales:			
Burley	30	....	....
Dark	....	....	....
Total	27	27	27

Paducah Market Report

PADUCAH, Ky., June 25—The weather has been favorable for the movement of tobacco and while the movement has not been heavy there has been a continuous stream of tobacco moving all the week. Where good tobacco of merit and show appeared prices ruled some higher, but little of the better style has made its appearance. The market has been firm at last week's quotations on all grades.

Regarding the quantity of the 1919 crop that has not been sold will say we estimate that there is still 25,000,000 to 30,000,000 pounds in first hands. Most of the farmers are showing a willingness to sell and deliver right away, or hold for an indefinite period.

The Planters' Protective Association have completed their arrangements in this district for handling, storing and financing whatever tobacco they may control, and the indications are that there will be considerable tobacco that will be delivered to the Association. The Western District Warehouse Co., of Paducah, has been made their warehousing point for the Western District. They have also arranged for prizing to be done in Paducah, Benton in Marshall county and Murray in Calloway county, but Paducah will be the headquarters for this district and the storage and sales place will be here. So the Planters' Protective Association is in existence again and doing business and it remains to be seen what the out-turn will be.

The weather has been pleasant with moderate rains which has given farmers the opportunity of finishing planting this year's crop, and we estimate that something like 75% of an average crop has been planted, and the indications are that there will be very little more planting done. The early planted tobacco has been worked out and is starting to grow. Farmers have been able to get it in good condition and after all this year's crop may be a good one, notwithstanding the fact that farmers have been much handicapped on account of wet weather and poorly preparing their lands. Labor conditions continue very bad, and hay and wheat harvests are now on and farmers have all they can do to take care of their crops.

W. B. KENNEDY.

Higher Prices at Hopkinsville

HOPKINSVILLE, Ky., June 25.—Notwithstanding the lateness of the season more than half a million pounds of tobacco were sold on the loose floors during the second week of June. The total was 568,840 pounds, and the average for the week was $13.26, nearly a dollar higher than average prices obtained during the preceding week. Leaf sold as high as $41.50. Offerings on the loose floors this season breaking all records for the Hopkinsville market. The average price for the season was $17.04. The prices ranged as follows: Trash, $4 to $6; common lugs, $6 to $7; medium lugs, $7 to $9; good lugs, $9 to $11; fine lugs, $11 to $14; low leaf, $10 to $16; common leaf, $20 to $30, and fine leaf, $36 to $41.50.

Good reports are received from the farmers concerning the growing crop. The indications are that while it will be a fourth smaller than the average the quality will be greatly improved. Good tobacco in first-class condition has commanded satisfactory prices all the season, and for this season the growers are paying special attention to cultivation. The main effort last year was to grow a big crop.

Much Tobacco Shipped to Clarksville

CLARKSVILLE, Tenn., June 24.—Although the weather has been extremely dry recently, there has been a heavy delivery of tobacco every day. As a result there have been sales daily by the loose floors aggregating about 200,000 pounds.

The rehandling houses have also been kept busy receiving, some of which tobacco was purchased at the barn, but the greater portion from wagons on the street.

To whom it may concern:

Dear Sirs:—

We are advised today by our Western Salesman that a certain party in Ohio, who has done the same thing before, has been spreading reports that we have given up the Manila business and in this way many old friends, not knowing the man as we do, have given him orders. Such methods are disreputable and will, therefore, in the long run do him more harm than good.

The object of this is to advise the Trade that our new arrangements in Manila give us better facilities than EVER and with the goods now on the water and ordered we will very shortly be in a position to satisfy the wants of all our old friends.

Yours truly,

Horace R. Kelly & Co.

Room 94, Murray Hill Hotel
40th Street and Park Avenue
New York

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. A. B. C. 4th and 5th Edition.

Code: Arnold's No. 5 and 15. Western Union.

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office 47 Washington St., New York City

Branch Office 431 Munsey Bldg., Baltimore, Md.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American)

DIRECT IMPORTERS OF TURKISH TOBACCO

1605-1607 Sansom Street PHILADELPHIA, PA.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

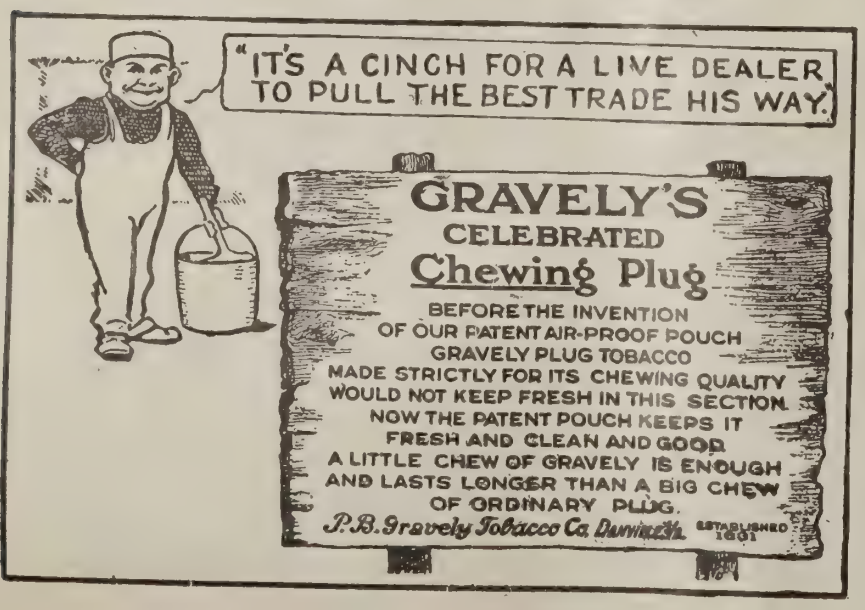
ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE NEW YORK



The prices have been the lowest and highest of the season, showing the greatest difference ever known on this market. The range has been from $1 to $40 per hundred. Trash has sold from $1 to $2.50, good lugs from $5.50 to $9 and common lugs $3 to $5. Common leaf sold from $9.50 to $13, medium leaf from $13.50 to $18, good leaf from $19 to $23, and fine leaf from $25 to $40 per hundred.

Tobacco is being shipped to this market from West Tennessee and from Lyon and Trigg counties in Kentucky. A big lot of this is of the lowest types and in wretched condition and cannot be sold at prices that will remunerate the growers.

There is, according to reports, a considerable quantity of the crop still in the barn, indicating that the market will run well up in July.

Owing to the dry weather during the first half of June, not much more than one-half of the acreage expected to be planted has been set.

Because of Unfavorable Exchange Conditions

Tobacco growers of Montgomery and Robertson Counties, Tennessee, do not take a very rosy view of the future of the market. They attribute to the unsettled condition abroad responsibility for the unfavorable outlook for prices. In pre-war times the bulk of the Tennessee crop of dark tobacco was bought for export but present conditions in Europe are not favorable to revival of this trade any time in the immediate future. The rates of foreign exchange also serve to affect prices unfavorably. —*Nashville Banner.*

Promise of a Record Output

The tobacco manufacturing industry is making rapid strikes in the direction of a record output, according to authoritative statements of tobacco men here and in other cities, where there are a number of tobacco factories. Production is showing an increase every month over last year, and the tobacco men are inclined liberally to the belief that the advent of prohibition has had considerable to do with the increased demand for "smokes."—*Louisville Courier Journal.*

Exports Increased and Imports Decreased

WASHINGTON, June 30.—An increase of $55,000,000 in exports but a decrease of $64,000,000 in imports in May as compared with April is shown in a statement issued today by the Bureau of Foreign and Domestic Commerce, Department of Commerce.

The exports in May amounted to $739,000,000, against $685,000,000 in April of this year, and $604,000,000 in May of last year. For the 11 months ended May, 1920, the exports were $7,474,000,000, against $6,304,000,000 in 1919.

The May imports amounted to $431,000,000, as compared with $496,000,000 in April, and $329,000,000 in May of last year. For the 11 months ended May of this year, imports were $4,686,000,000, against $2,803,000,000 in the same period of last year.

The imports of gold in May amounted to $16,000,000, a considerable decrease from the $49,000,000 for April. For the 11 months ended May of this year, imports of gold amounted to $124,000,000, compared with $36,000,000 in the same period of last year. The May exports of gold were the smallest in the last 12 months, amounting to $8,000,000, against $45,000,000 in April. For the 11 months of this year, the gold exports were $461,000,000, against $34,000,000 last year.

No important change is shown in the imports of silver, but the exports in May, amounting to $7,000,000, were smaller than in any month for several years. For the 11 months of this year, the silver exports were $175,000,000, against $289,000,000 in the same period of last year.

Dividends Declared

		Date.	Books Close.
Gen. Cigar...	1½ Q	Aug. 2	*July 24
Do. pref...	1¾ Q	Sept. 1	*Aug. 25
Do. deb. pref.	1¾ Q	Oct. 1	*Sept.24
Cons. Cigar..	1¾ Q	July 15	July 6

*Holders of record; books do not close.

GLOBE SCOTTEN TOBACCO COMPANY

Is For Sale

Owners of Globe Tobacco Co. and Scotten Tobacco Co.'s brands and formulas, office furniture, equipment and supplies as ordered by directors. Stockholders dissatisfied. Good demand for brands, unfilled mail orders on hand. A going concern, this is an opportunity for tobacco manufacturer at 1 to 4 its value; liberal terms, including brands and good will. For full particulars address **Globe-Scotten Tobacco Co., Detroit, Mich.**

EXCLUSIVE PROCESS
UNION MADE
PATTERSON BROS. TOBACCO CO. INC.
RICHMOND VIRGINIA

V. H. Dowlen & Co.

Leaf Tobacco Brokers Dealers and Exporters

Home Office

SPRINGFIELD

Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 } Cable "Dowlen"

Cable "Smith"

Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY
ESTABLISHED 1907
LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS

THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.

Phone Morningside 6204

Around and About

M. F. Minden Co.'s cigarmakers are having a quiet "vacation" of their own.

—

Ludgar Goulet, of Goulet Bros., cigar manufacturers of Montreal, Canada, died last week.

—

Louis Altman, of R. Gangemi & Co., is visiting jobbers in Northern and Western New York.

—

John M. Quinn, of the New Haven Tobacco Co., of New Haven, was on a business trip to New York a few days ago.

—

Gans Bros., of 417 East 76th street, New York, are allowing their cigarmakers to enjoy a voluntary "vacation."

—

Bernard Schwartz, of Detroit, manufacturer of the R. G. Dun cigar, is in New York this week, accompanied by his son, Theodore.

—

S. Levin, of 199 Joseph avenue, Rochester, N. Y., a prominent tobacco and cigarette jobber, was a recent visitor in New York.

—

Paul Westerhof, nephew of Fred D. Grave, of the cigar manufacturing firm of New Haven, died at his home in that city last week.

—

Neil McCoull, a private monogram cigarette distributor, of 147 East 125th street, New York, is on a business trip to Syracuse and other points Up-State.

—

E. A. Kline, of E. A. Kline & Co., makers of the Medalist cigar, at 211 East 94th street, New York, went to Boston Saturday. He is expected back this week.

W. B. McBurney, representative of the Alceda cigar factory, returned Saturday from a ten-weeks' selling campaign through Ohio, Indiana and Illinois. He reports that the selling was good.

—

Al. Korn, the Sweepstakes salesman, and president of M. F. Minden Co., of New York, returned home last Friday from Chicago and other Western cities. He reports an unusually successful trip.

—

Ramos & Garcia have opened a cigar factory at 2321 Third avenue, New York. Ramos Clear Havanas are now being produced on a corner where but a few short months ago, J. Barl E. Corn ruled supreme.

—

Like Cigar Co., of 1459 Third avenue, New York City, announces that R. U. On cigars will hereafter be retailed at 10 cents instead of eight. And that Like America brand will retail at 10 cents and upwards.

—

Jacob Stahl, Jr., & Co., 339 East 33rd street, New York, report that Charles the Fifth, Naches size, squares, is heavily over-sold, and that it will take more than two months to catch up on shipments.

—

Joseph Banker, representing M. Sacks & Co., is making a clean-up of New York, below 42nd street, this week, preparatory to laying off and resting at his country home during the remainder of the Summer.

—

M. Sacks & Co., cigar manufacturers of 515 East 164th street, New York, say they are busy on orders from fifteen to twenty big clubs of the country, including clubs in New York, Cleveland, Detroit, Chicago and other large cities.

H. A. McCrary, whose headquarters are in Kansas City, shows by his correspondence to R. Gangemi & Co., of New York, that the good people in his territory are doing a lot of smoking, and that he is providing a lot of the smoking material in rolls.

—

M. Sacks, of M. Sacks & Co., of New York, says that the company is taxed severely to meet the demands of its Boston distributor, the S. S. Pierce Co. He says the demands are especially heavy for the factory's two leading brands, Armas Del Casa, and Monte Leo.

—

Lloyd Kohlberg and Clarence D. Bendheim, representing Kohlberg & Co., according to reports, have been doing some exceedingly effective work of late among the Summer resorts within a hundred miles of New York, using their sell-and-deliver-on-the-spot motor cars.

—

Two of the forty-five Porto Rican cigarmakers, employed in the factory of E. A. Kline & Co., at 211 East Ninety-fourth street, New York, were striking each other. One of the two was discharged for his belligerency. So the other combatant and the remaining forty-three decided to "strike" the job. The firm, it is said, was paying more than the union scale.

—

One floor of the Welcher Bros., Inc., cigar factory, at 530 East 18th street, New York, shows no signs of activity. But it did until a few days ago, when the Cuban cigarmakers employed there made up their minds that a "vacation" was in order, and "started something," which was very much in the nature of a "walk out." No one interposed any obstacles to their going, so they are out—on "vacation."

KING EDWARD THE SEVENTH

Monarch of
Mild Havana Cigars

Made in 5 sizes, 10c and better.

This is the 10c foiled cigar.

Write for
Full Particulars

Territory now being assigned.

Jno. H. Swisher & Son **Newark, Ohio**

If we had been cigar manufacturers, we would have staked our success on the exclusive use of Sumatra wrappers; perhaps because we have for many years been identified with this magnificent product of the tropics, which we admire.

If we were manufacturing cigars this year and next year, we would NOW secure all we could get out of the last importations of the 1919 CROP.

Every year brings forward a crop of Sumatra tobacco, but the desirability for American use varies. Like the unforgettable 1906, 1912 and 1916 crops, THE 1918 CROP EXCELS. Our records show that in each instance we continued to import these beautiful and bountiful crops until there was no more supply to draw from.

History is repeating itself and we are now once more offering

The All Around Good 1918 Sumatra Crop

Our latest Amsterdam purchases are ready for your inspection.

Prices are moderate.

Wm. Quanjer, Inc.
136 Water Street
New York

American Malaya Trading Co., Inc.
136 Water Street
New York

Snarls in the Tobacco Trade of Switzerland

Conflicts Between Manufacturers and Dealers — Conditions Greatly Changed Since the War—A Business Agreement That Became a Scrap of Paper—"Too Much Catering to Co-operative Associations"—Speculators Who Went Far Afield to Obtain a Little Profit.

ZUERICH, June 18.—War has revolutionized the tobacco trade in Switzerland. This change is more or less typical of transitory conditions in universal commerce. Some time ago Swiss cigar manufacturers and the Swiss Association of Cigar Dealers had an agreement which bound the manufacturers to confine their sales to recognized dealers, wholesale and retail.

While the agreement was kept there was peace and contentment among the dealers. But the war that created the reckless profiteer and unscrupulous speculator, seems to have made a mere scrap of paper of the agreement. The pact now is disregarded, right and left. And the trade is overrun by interlopers, money mad and vicious in their business transactions.

The manufacturers are to blame for deplorable conditions now existing, says the *Swiss Tobacco Gazette*. Particularly some of the larger manufacturers who are said to have encouraged the new class of merchants. New firms of wholesale cigar merchants are springing up like mushrooms. And in guest of business they are dislocating hallowed trade rules and overturning traditions.

The retail tobacconists refused to deal with the new class of speculative commission houses. The speculators then offered their cigars and cigarettes to cafes, barbers, restaurateurs and street venders. Also they initiated and encouraged the establishment of cooperative stores.

Agents of the "war wholesalers" visited factories employing hundreds of men and induced employers to organize "private cigar stores" within the factories. The slogan was "Cut out the middlemen, buy directly from the producer!" Factory cigar stores became the rage. The owners of the factory permitted a little corner to be used for the "store." Thus the "store" was not costly. It had to pay no rent, no heat, no light, no tax, no attendant's wages. No wonder it could beat the competing tobacconist.

Those little factory stores soon became bolder. From an inside loft they moved to the ground floor, near a door opening on the street. They offered their wares to the passers-by and to people living in the neighborhood, in addition to the men working in the factory.

Not satisfied with the trade of the factory stores, the agents of the "war wholesalers" went to the meeting places of trades unions and organized cooperative societies of consumers, offering them a lower price. Some of the larger unions went into the cooperative tobacco business. For instance, the employees of the Swiss Federal Railroads, one big union, are buying their cigars, cigarettes and tobacco directly from the manufacturer, and the organization distributes tobacco products to members at the wholesale price. Even the police of several large cities are buying their smokes wholesale, either the chief of a department or the chairman of a committee acting as buyer.

Manufacturers and "war wholesalers" have been so eager to encourage the "cooperative idea" that they overlooked some evils that were bound to follow. For instance, some of the cooperative organizations have entered the wholesale field, reselling their goods to barbers, venders, porters and stand owners at a price cheaper than any legitimate wholesaler could afford to accept.

At last, the regular tobacconists have determined to fight. They insist that the manufacturers shall keep the agreement they made. The retailers want manufacturers and wholesalers to sell to legitimate stores only, they urge the exclusion of factory stores and cooperative societies. And finally the dealers demand that every manufacturer who wants to do business with legitimate cigar dealers must furnish a bond, to be forfeited as soon as the bonded producer sells any of his goods to an "outlaw."

The retail dealers are banding together for a fight. They claim the manufacturers have actually gained no trade by establishing "outlaw" distribution points in factories and trade unions. If rebuffed by the manufacturers, the dealers threaten to establish their own factories, the same as the manufacturers established their "own" stores. This would separate the manufacturers from the more profitable business of making the higher priced cigars and cigarettes, the dealers claim.

The Obdurate Chancellor

"During the past month," says *Tobacco* of London, assiduous efforts have been made by cigar importers to persuade the Chancellor of the injustice of the fifty per cent, ad valorem increase in the duty on imported cigars, and an interview by a trade deputation has been followed by a considerable amount of correspondence. Some days ago there appeared a ray of hope that, if not a serious reduction, at any rate, a concession of some kind would be made. The deputation who waited on Mr. Chamberlain were quite prepared to realize Dante's well-known dictum, 'All hope abandon ye who enter here,' for his utterances in the House of Commons on the cigar duty had quite given the impression that he was not to be turned from his purpose. The spokesmen for the importers advanced arguments from every possible standpoint showing the injustice of the increased impost.

"They contended, and with excellent reason, that the new duty was unfair both to Cuba and to the British consumer—in other words, that it would be UNJUSTLY vindictive, and would defeat its own object. It is axiomatic that no tax should be so heavy as to reduce its own total yields, and that is exactly what must happen in regard to cigars. There is a danger that the higher-class Havana cigars may be driven out of the market altogether, and the ad valorem duty ought to be dropped. This may be regarded as typical of better-class opinion. The action of the Chancellor of the Exchequer is 'unjustly vindictive,' because in the stress of national financial exigency he has struck—without adequate investigation as most prominent men in the tobacco trade think—at a department of commerce which hitherto has borne successive increases of taxation without a murmur; and he must not be surprised if, at the conclusion of the current financial year, he finds that while crippling the higher-class cigar trade of this country the revenue from the new tax only reaches a negligible sum."

Chinese Tobacco Accumulates at Antwerp

Antwerp has been receiving large shipments of Chinese tobacco for some months. Chinese exporters, however, seem to be unable to find buyers. This Chinese tobacco, it is said, is of low grade and the prices demanded are entirely too high. During the first quarter of the current year 10,000 piculs of tobacco are said to have been shipped from China.

British Syndicate Bids for Bulgarian Tobacco

A Rome report says a British syndicate has made an offer to the Bulgarian government for 5,000 tons of tobacco, to be paid for in English pounds. Europe was under the impression that United States merchants had negotiated for Bulgarian tobacco and had closed the deal. The Rome report, therefore, caused surprise. There was an impression as if the British were trying to beat the Americans to it. Bulgaria has quite a lot of tobacco left over after the war. The crop of 1919 added 24,000 tons to the stock on hand. Since the blockade is being removed gradually, trade in Bulgarian tobacco is increasing.

Swedish Tobacco Monopoly Very Profitable

The Swedish Tobacco monopoly had doubled its income in two years. It took in 60 million crowns in 1919, while its receipts in 1917 had been 29,800,000 crowns. In 1918 they amounted to 39,700,000 crowns. Before the State monopolized the tobacco industry, it exacted 6 million crowns from tobacco in the shape of taxes and duties.

The increase in the receipts is due to greater consumption. Before the monopoly was introduced, the industry employed 4,000 workmen. Now the monopoly is employing 5,000 hands in 20 factories. The factories, however, are unable to meet the demand, and, consequently, the State is putting up a new modern plant which, it is said, will be the largest and most modern tobacco factory in all Europe.

Straw Bobbins

(Patented in U. S. A.)

Straw & Cork Tips, Cork Bobbins

A. B. FISCHL, Manufacturer

DRESDEN 16, GERMANY

Wanted General Agent for U. S. A.

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Capt. G. W. Hill, New York, vice-president.
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Asa Lemlein, New York, treasurer.
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H. E. Spellman, Huntington, W. Va., 1st vice-president.
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S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

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Jerome Waller, vice-president.
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Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association

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A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

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C. H. Solliday, Dayton, O., secretary.
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John M. Meyer, treasurer.
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J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

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Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

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J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc.

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

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A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Allied Tobacco League of America

Pickering Building, Cincinnati, Ohio.
W. D. Spalding, president.
Chas. B. Wittrock, vice-president.
W. S. Goldenburg, secretary.
Geo. E. Engel, treasurer.

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William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

Independent Retail Tobacconists' Association (New York)

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J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

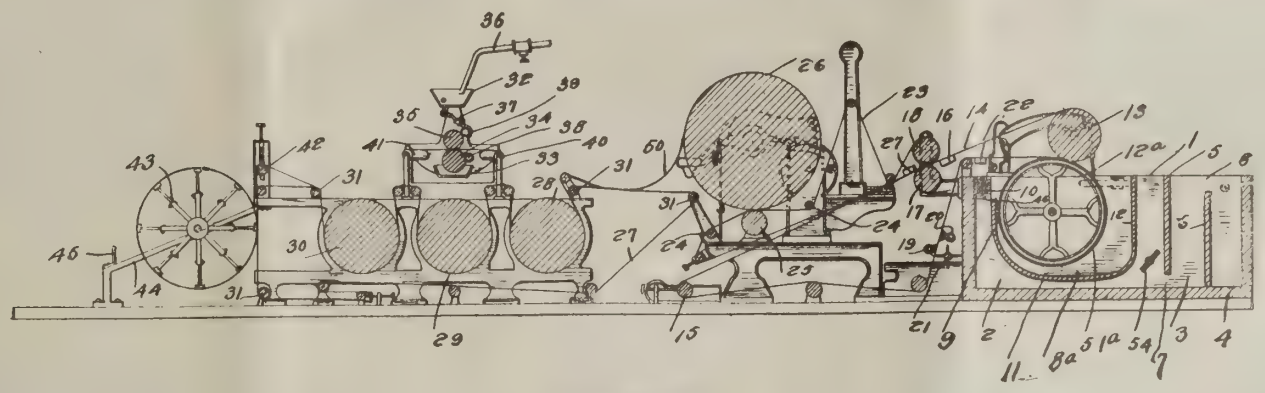
San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

HERE IS SOMETHING ABSOLUTELY NEW

A Machine for Making Cigar Wrappers from Tobacco Stems

Invented by WILLARD J. GOODFELLOW—a former paper maker



These Patents Are For Sale

The machine revolutionizes the production of Cigar Wrappers and is unquestionably a safe and profitable investment.

I will overhaul any mill — adapt it to producing these Cigar Wrappers or instruct your superintendent as to methods of operation.

Fig. 4.

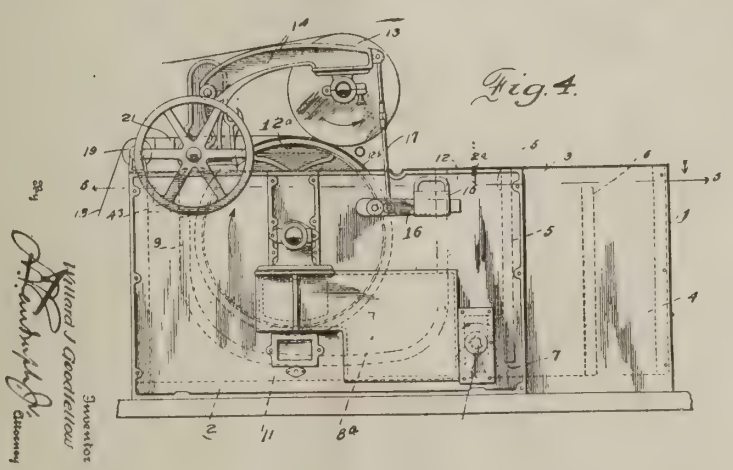
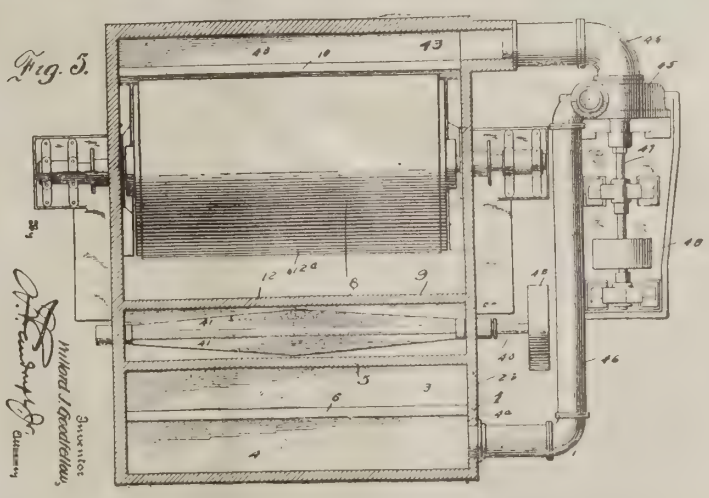


Fig. 5.



For over forty years I was identified with the Paper Industry in the production of all grades of paper, as superintendent of several large mills. Many of my inventions are in use in Paper Mills. I am certain my Cigar Wrapper Machine will do all and more than is claimed for it.

INTERESTED PARTIES SHOULD ADDRESS ALL INQUIRIES TO

WILLARD J. GOODFELLOW, Bentley Springs, Md.

GROSVENOR NICHOLAS & CO.

INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

60 Broad St., New York

Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

Price list upon application

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OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

"THEY LEAD THE LEADERS"

GRAHAM-COURTNEY

MILD HAVANA BLEND

26 SIZES

Acker, Merrall & Condit Company

NEW YORK

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Indicated by the Drift of Trade Up State

Business Is Fair and the Weather Warmer—In Some Cigar Stores the Atmosphere Is Superheated by Political Arguments—Predicting a Great Future for Kismet Plug—Cigarettes Chiefly Responsible for Big Increase of Match Sales—A Fire at Keeler's—Ed Patten Can Rest This Summer—The Peregrinations of a Wooden Indian—Portable Advertisements in Hong Kong—No Rectifications in Detroit—Manufacturers Eager to Get More Help.

New York State Capitol District,
Fair-and-Warmer-Week, 1920.

"Whew, Sam, this am hot," perspired Jim Stubb, wiping away a humid tear from his sweating brow, as he toiled in from the Stubb & Ash, Inc., wholesale department, with a palm leaf fan in one hand and a glass o' Hudson River water in the t'other. "Do you think it's the weather that's caused this permanent lull in the tobacco business, or is it just due to the customary vacation season of three-thirds of our customers?"

"Why shouldn't you ask it me how many votes this here Hard & Cool ticket should git, y'unnerstan, from that there Prohibition Party?" snorted Sam Ash, turning the half-horse power 'lectric fan in the general direction of the retail section. "How should I know it what makes this here slump in the see-gar trade? Mebbe these here smokers is waitin' for news from San Francisco to find out whether or not, unnerstan me, them Democrats has it a smokeless plank in Bill Bryan's platform, so they should know it how to stock up against a 20th Ammendment to that there Declaration o' Independence!"

"No such legislation is in sight," Sir Arthur Dixon, Bart., reported, as he wilted into the welcoming arms of the Hot Chair Club, and tossed his Falk Tobacco Company cornet-case on top of the nearest pipe counter. "Too much sentiment against any thing of the sort, y'know, especially from our large army o' Herbert Tareyton tobacco and cigarette consumers.

"Also, notwithstanding a slight reaction in summer trade, our general business is very good indeed. So good, in fact, that one of our brands, Vintage, is entirely off the Capitol District market just now. Shipments on the way, though, will soon remove this source of complaint from jobbers and retailers."

"Dealers are some shy on Kismet plug, too," noted Prince Jordan, removing his bankok to see if the sweatleather had evaporated, also. "Since the R. J. Reynolds Tobacco Company took over the Strater Brothers' factory some time ago, we have been trying to get Kismet in the Capitol District market in its former position.

"But this high grade plug chewing is still scarce. No great quantity of the tobacco is in Albany, with the single exception of a supply in the hands of J. W. Stevens. When shipments become normal again, we intend to put Kismet just about where we now have Prince Albert and Camels, right over the top."

"That's where we've got Diamond book-matches," admitted Delegate Church, likewise lifting his new Rogers-Peet sennit straw to observe the effect of the congealed moisture therein. "One thing which has helped the book-match, of course, is the increasing consumption of cigarettes.

"Still, the decrease in the use of ordinary matches, brought upon by the use of electricity, and the consequent elimination of gas and oil-lamps, makes us proud to think that our department has shown an enormous gain over old-times, simply through the support of the tobacco manufacturers and merchants who appreciate our paper-match for its compact utility and advertising value, now recognized all over the world."

"Yep, the use of matches is on the jump, especially the graft for 'em," commented Jim Stubb, trying to locate, as usual, that other seat for the Credentials Committee. "Why, if a manufacturer, jobber, or retailer was to give away all the matches he's asked for, I betcha a McAdoo refusal button against a dry campaign song for Governor Edwards that the cost in dollars would be greater than the depreciation o' Liberty Bonds!"

"Huh, yuh gotta give a goof a match once in a while, even if he should never yet buy in the store more than five-two cent stamps at a time," generously allowed Sam Ash, charging a stray smoker who asked for a light fifteen cents straight for the conchas especiales he afterward bought on second thought. "How should yuh increase it yuh're business, I ask yer, unless yuh should also-as-well be free with fire?"

"Gosh, Sam, that was a close shave for a free fire down to State Street Keeler's last week, wasn't it?" ruminated Jib Stubb. "They'd just started a new fire in the recently installed twelve-ton oven in the up-stairs kitchen, when the nineteen cooks rushed out yellin' to Bill Keeler and Manager Bill Richardson that the blame ole oven was comin' right down without waitin' for no elevator!

"All the seven hundred more or less guests heard the warnin' in time to git out without settlin' for their rain-checks, so no one was really hurt, exceptin' Bill Keeler himself, financially. And he afterward admitted that perhaps this emergency hash-order to clean-up-the-kitchen was a good thing all around, because it gave the staff a chance to close up shop for a week, and fix up the place.

"This was done in good style, and the building re-opened on the fifteenth, promptly at six A. M., in due time for service of the regulation breakfast of grapefruit, toast, three-minute coffee, two-minute egg, and one minute to eat it. But the cigar department was so far away from the smash that not even a Sumatra wrapper cracked, and the business-as-usual sign is now floating, like Mr. Procter's campaign soap, over the entire Albany establishment for the entertainment of cigar drummers, cigarette salesmen, and the several other transient customers who always patronize Bill Keeler when they come to town to sell him goods."

"Who wants to sell goods?" mildly inquired Al Metzner, coming into the Sit and Rest room of the Highway Commission for a minute, to escape the heat and the labor troubles of a manufacturer of cigars and payrolls. "It can't be that some people in the cigar business actually have a surplus stock of merchandise to offer!

"Because, at our Beaver street factory we are still struggling with an over loaded order-file, merely kidding the help along, trying to humor them with hot weather promises of vacations yet to arrive. And they, in turn, jolly us with a sassy line o' lingo, threatening to quit every time the tide and wind changes.

"To hold 'em steady, we just had to advance rates again, all along the line. So up went prices to our trade $5 the thou, much as we regretted to ask it. Tobacco, too, keeps climbing, even if the papers are now full of descending scales on all other raw and finished materials which go to make production in other lines of manufacture."

"Well, then, why don't you close up entirely, and take a decent vacation for the summer?" proposed Ed Patten, as he requested the Fiscal Supervisor to make out his statement in full to date. "Close up the joint, with all your little troubles, men, and beat it to the tall timber!

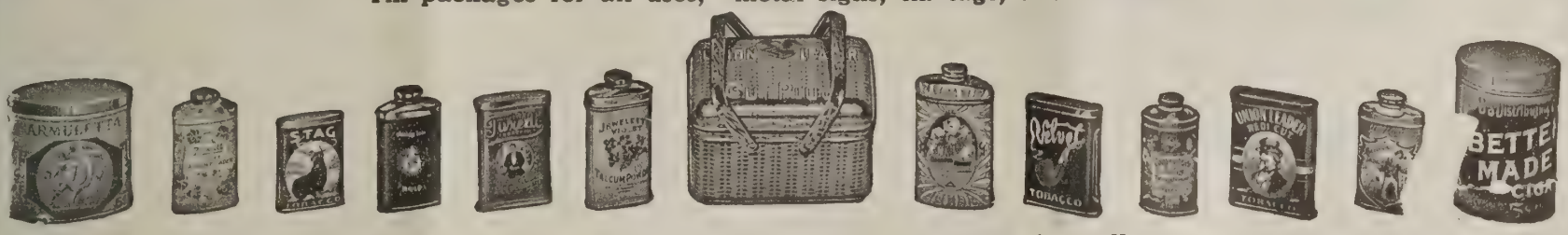
"That's exactly what I'm doing with my Court House cigar stand. Until Autumn, the Albany County Courts can adjourn, and I guess Brother Ed Patten can retire also, re-opening next Fall

THE TIN DECORATING CO. OF BALTIMORE

BOSTON STREET and LINWOOD AVE., BALTIMORE, MARYLAND.

We make these tins and *then* some. Can't we add your line to our line?

Tin packages for all uses,—metal signs, tin tags, and Novelties.



Write us, call on us, or, we will have our representative call on you.

OUR PACKAGE will make the first sale—
YOUR GOODS will make the second sale.

with the usual lines of imported and domestic cigars, snuffs, cigarettes and tobaccos, including postage stamps and the necessary Record Clerk to sell 'em to the lawyers and laymen which frequent our busy corridors."

"Things will be quiet along Market street, too, from now on," sang out Sam Ash, finding the flies more numerous than customers since the warm wave swept the insects in, and the smokers out o' town. "For the jobbin' house o' A. O. Ingerham, y'unnerstan, is gonna close this here Albany branch, and concentrate all its business in the origanal Oneonta location.

"But one of the Ingerham boys will remain in the Capitol District to look after local trade, unnerstan me. Shipments will be promptly forwarded via that there Detain & Hinder R. R. direct from the Susquehanna address, an' the Market an' Philip streets warehouse will pass inta hist'ry."

"Cripes, Sam, here's another historical fact," Jim Stubb recited, pausing a minute in his check-off of the Deaf & Dumb Association, "and that is the passing of Chief Rain-in-the-Face. You remember him down on Broadway, also on South Pearl street.

"He stood guard in front o' the several stores of dealer J. W. Stevens for mor'en forty years! Because J. W. S. bought him in Grand Rapids in 1876, when he was on exhibition in a store window during one of the Lord Mayor's leaf sellin' trips out that way.

"So on he came to Albany after a varied career, which originated in a Michigan furniture factory from a red cedar log, and the tools of an expert hand-carver. It was such a fine reproduction of the Mohegan Chief marble model from Washington, D. C., and from the face of a National Bank note, that it was previously exhibited and was awarded first prize at the Michigan State Fair.

"Then the Chief took a side-trip to the old Albany County Fair Grounds on the Troy Road, and his six feet three inches towered over every other red man or white who came for a look and a cigar. But, in recent years, the famous Chief has been obliged to pass his days and nights in storage on account of city regulations forbidding such signs in the streets.

"So it's some relief to think that ole Rain-in-the-Face has at last been purchased by Jim McGrane and Matt Larkin for the Totem Camp across the Hudson River near Nassau, where this mighty warrior and cigar store antiquity can remain to enjoy the quiet company of other Indian remnants of the leather-stocking times of Fennimore Cooper."

"Yeh, them old idears has gotta go!" insisted Sam Ash, offering the very next cash customer a musty pack o' cigarettes. "Anyhow, that's what a cracker just told me the Chinese has decided in Hong Kong. An' it all came about thru a passin' cigaret man, which noticed those coolies loadin' a ship with breech-clouts for overalls made outa material that this here Sweet-Orr concern, y'unnerstan, woulda called shoddy!

"For them there Chinks wore Portland cement bags only, with the trademark almost so conspicuous as a Republican graduate o' the Rand School! So that give the cigaret feller the tip! He hated to see so much good advertisin' goin' to waste right there, with deck-loads o'possible cigaret smokers lookin' on, just to squint at a cement slogan!

"An' he hikes back to town where a tailor bird agrees to sew up all the breech-clouts the cigaret buddy is gonna bring beaucoup from a Chinese printer who's got some American type an' English ink! This combination, y'unnerstan, worked out so fast that the coolies soon established a endless chain comin' an' goin' with bran-new outfits enormously emblazoned, 'Fatima—the Sensible Cigaret!'"

"That guy had a scheme so old as Florodora," objected Jim Stubb, as he audited the Voucher Committee of the Hot Chair Club. "Why ain't he telling something new all the time, like Bill Plass?

"You know Bill. He endorses a check every Wednesday for the Liggett & Myers Tobacco Company with his complete business signature, 'W. D. Plass.' And Bill has a new story about our ole fren' Velvet Joe every time he stops his Ford for a Minute to enter an order for some more o'the same.

"This time, it's about Altamont. You know those Albany S's, Sam—how that road curls around the hills till it unspins itself somewhere around the Helderberg Inn? Well, Bill was cruising thru there last Thursday, in the rain, when a boat came on from the opposite direction with one of them Buil Durham signs all over it.

"Both captains sight each other immediately, and Bill was for keeping his helm hard a-port. But the Bull Durham navigator sets a signal o' distress, waving for a slow-down.

"So Bill kicks in the engine-room for a jingle o'bells, and the two cruisers cease to rotate. 'Ah,' sez Bull Durham, leaning out of his cab, 'just the man I want to see. Have you got anything to smoke except Velvet? My stuff was in a crash at Washington avenue and Lark street, in the city, and here I am eighteen miles from port without a puff! But don't give me Velvet—that's all they've got in Altamont! Pass me out a pack o' Pat Doyle's Fatimas—I can smoke them when, like Omar, I can't get anything else!'"

"An them there Albany cigar manufacturers take substitutes when they can't git it anneything elser, also-as-well," nodded Sam Ash, turning a nickel and two pennies over in his pocket before deciding to spend it with the traction trust for the ride uptown. "For they all got it advertisements in every newspaper, unnerstan me, askin' for all kinds a'shop help.

"Down town, at the Arch and Trinity Place factory o'that there American Cigar Co. they should want it more banders than anneything better right now. But the G. W. Van Slyke & Horton people are about ready to open up their new Albany plant, so they should ask for casers, packers, an' all other sorts o'assistance.

"While even in Watervliet, Jim, our ole fren' H. A. Wolfram, the cigar box maker, sends out S. O. S. for experienced cigar box trimmers, which, if he shouldn't find 'em, he should also offer to take on girls to learn it the trade!"

"Yes, yes, everybody still wants workers, Sam," agreed Jim Stubb, as he prepared to adjourn the Patrick Henry Association by folding up the seats o'the Hot Chair Club. "And it's exactly as a bird said the 'tother day—they should not be so many limousines while they is still such a shortage o'wheelbarrows, and not so many summer silks when they is still shy on aprons!"

"Sure, no one should work, y'unnerstan, when they could more easier profiteer—am I right or wrong?" insisted Sam Ash, putting on his Palm Beach vest for the voyage homeward, and feeling all dolled up like Mister Ringling's ringmaster. "Ask it Jim Gaffers. Yuh know Jim should also have it the facts about this here see-gar business, havin' been a dealer before he give it up to be a politicianer, like Hi Johnson.

"So Jim went on to Detroit, an' he checked his other Troy collar at the Hotel Statler there. After which, unnerstan me, Jim walks it over to the see-gar stand an' tries 'em for a Peter Schuyler Brief. Yeh, they have it. But it's marked *fifteen* cents!

"An' Jim, thinkin' he'd correct the error of eight cents each, $4 the box, or $80 per M, which he figgered was the exact difference a-tween the Schenectady bid-an'-asked quotations on local securities, got inta a friendly argyment with the Berlin-Burgomeister back o'the case.

"Nuthin doin,' howsumever. 'Nu corrections rectified,' or words to that similar effect, says the parrot back o'the counter. 'Because,' says he, fleckin' off a atom o'Detroit motor-rust from his high- tension Stromberg suit, 'our prices are arranged at the desk. For quantity discounts, please see the rate clerk!'"

"Gee, Sam, them sparrows in Detroit deserve better than fourth place among the five genuine American cities," Jim Stubb marveled, getting ready to take over the cash and credit trade almost due at the Stubb & Ash, Inc., retail de-

(*Continued on page* 30)

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

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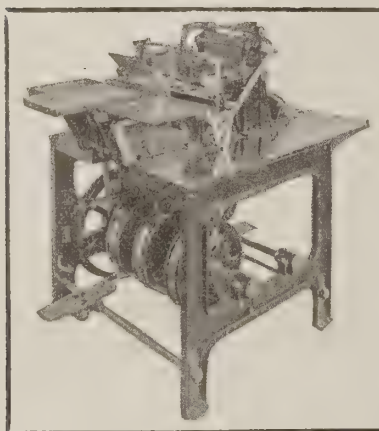

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.

Established 1873 Manufacturers New York

FIFTH AVENUE

A Union Made Cigarette of Quality.

Mouthpiece Plain or Cork.

EST. of I. B. KRINSKY

135 Grand Street
NEW YORK

Samples Submitted to Jobbers.

Buying Not So Brisk in San Francisco

SAN FRANCISCO, June 22.—Buying among the retailers has been somewhat lax during the past week. The retailers report that there is not the same demand for cigars and cigarettes as there was a short time ago, but this is generally attributed to the vacation period. Every year at this time and up to the first of August there is a noticeable falling off in local consumption due to the fact that so many people are out of town. But what is lost to the San Francisco dealers is made up by the dealers in the country districts. Most of these bought from the jobbers some time ago in anticipation of the increase in their business, so the local jobbers also find business rather dull at this time. However, next week the Democratic national convention will be in full swing, and there is little doubt but that this will be the occasion for the consumption of enormous quantities of cigars, and in a lesser degree for other forms of tobacco.

The San Francisco postoffice has inaugurated a system of picking up parcel post packages, making the rounds of the business houses twice a day. This is a great saving to the jobbers in the tobacco lines, as a great many shipments are made by means of parcel post. It also saves time in the transportation of goods as they do not have to be handled again after they reach the postoffice.

The freight shipments coming here are arriving in somewhat better time, although shipments that have been out for seventy-nine days are reported. These shipments were paid for at the end of the thirty-day period after shipment, and the jobbers have been holding the sack for 49 days. These goods have been sold, but collection cannot be had on them until they are delivered. This condition, with the shortening up of bank credits, make a great hardship for the jobbers and they were the principal reasons for the recent shortening up of the term of credit to retailers.

J. C. Chuck, formerly salesman for Frankel, Gerdts & Co., has just returned from a trip east where he was very successful in the sale of the Buchenau Gum Cases, for which he is distributor in the United States and Canada.

C. W. McCormick, representative of the Norwood cigar, states that he is receiving flattering repeat orders on his goods. He expects to remain in this neighborhood for about a week longer.

H. L. Judell & Co. report that Chancellor Invincibles and Liberties are very much oversold, but that they expect some arrivals in the near future by express.

H. L. Judell left this week for the east. After a visit to Chicago he will attend the annual Travelers' convention at Columbus, Ohio., and later will attend the Grand Army reunion at Atlantic City.

The price of the Owl cigar has been advanced to $60 per thousand and will now retail at 8 cents.

Goldshore tobacco is now selling at 16 cents a package.

S. Friedman will reopen a store at Second and Mission streets in the near future. The place has been remodeled for the last three weeks and there were reports that Friedman had lost his location. It now appears he has a lease on the entire ground floor and a barber shop is to be installed in the space which he will not occupy.

W. Sickles, Cardinet Candy Co., is "exciting everyone 's appetite" and selling good quantities of Texas Tommie candy.

Erhman Bros. & Co. and Horn & Co. moved to their new building on Third street, near Bryant, on Monday of this week. The companies have been reorganized and the official name is now Ehrman Bros.-Horn Co. There was no change of ownership as the former firm owned Horn & Co. previous to the closer amalgamation.

The Bouquet Cohen Cigar Co. has been making some attractive window displays of the Afternoon Cigarettes.

Sam Israel & Co. has bought out the remaining stock of tobacco and cigarettes formerly jobbed by H. L. Judell & Co., and the latter company has now entirely retired from these lines.

Harry Green & Co., Inc., states that the demand for Manila cigars handled by him continues at high water mark. Every week brings him fresh supplies but in most cases these are sold before they arrive. Occasionally he finds himself with some spot stock, but he cannot keep it long. In fact, he doesn't try to in the face of the ever increasing demand.

John Bollman & Co. have just put a new cigarette on the market under the name of the "Spur." It is put up 20 in a package to sell at 20 cents.

C. H. Porter has just sold his store at the corner of O'Farrell and Jones streets to V. Perrez.

CIGARS FROM MANILA.

Per S. S. Melville Dollar. Arrived June 16.

Consignees:

New York—	Cases
United Cigar Stores Co	300
N. Garten	51
Dusel, Goodloe Co	10
Joquin Carrien	101
Laks Cigar Co	6
K. Streiff	27
E. & R. Meisel	3
Cecil Holliday & Co	1
Tabaquerna Filipina	8
Docarate Idelessi	7
Habana Cigar Dept	1

Telephone Canal 5632-5633 Cable Address "Gloria," New York

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of the Better Kind for
the American Gentleman

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Leaf Tobacco Dealers

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HAVANA, CUBA,
138-140 Consulado St.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
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ERNEST ELLINGER & CO.

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Havana, Cuba

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New York

LESLIE PANTIN

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LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON

Exporters & Commission Merchants

HAVANA LEAF TOBACCO

The Greatest Stripping Facilities in Cuba

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HIJOS DE DIEGO MONTERO

S en C

COMMISSION — EXPORTERS

LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Cigar and Tobacco Shipments Received

SHIPMENTS FROM CUBA.

In Transit.

Per S. S. Mexico. Arrived June 25.

To Montreal, 1 cs. cigars; T. Harkness, Son & Co., 65 bales tobacco filler. To Vancouver, B. C., R. F. Downing & Co., 7 cs. cigars and cut tobacco. To Port Arthur, Can., 1 cs. cigarettes. To Pinto Cabello, Venezuela, H. E. Batzow, Inc., 4 cs. cigars. To Marseilles, France, 50 cs. cigars, 5 cs. cigarettes. To Liverpool, 26 cs. cigars. To Durban, 2 cs. cigarettes. To Sydney, Australia, 1 cs. cigarettes. To Perth Amboy, New Zealand, 3 cs. cigars. To London, 4 bales leaf tobacco. To Genoa, Italy, 5 cs. granulated tobacco. To Buenos Aires, Argentina, 25 cs. cigarettes.

Per S. S. Wacouta. Arrived June 23.

New York—
To London, 115 bales leaf tobacco. To Chicago, Many & Koehn, 10 bales leaf tobacco; 2 bales leaf tobacco; T. S. Gonzales, 5 bbls. leaf tobacco; Berner Bros., 29 bales, 13 bales scraps; to order, 14 bales and 20 bales leaf tobacco.

CIGARS FROM CUBA.

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Cases
N. Y. & Cuba Mail S. S. Co.	28
Park & Tilford	58
Acker, Merrall & Condit Co.	13
G. W. Sheldon & Co.	2
Duncan & Moorhead	3
B. Wasserman & Co.	8
Alpers & Mott	1
G. W. Faber, Inc.	27
United Cigar Stores Co.	32
R. F. Downing & Co.	7
G. S. Nicholas & Son	13
Grosvenor Nicholas & Co.	18
Stern & Co.	1
W. E. Heyman & Co.	1

Per S. S. Wacouta. Arrived June 23.

Consignees: New York—	Cases
New York & Cuba Mail S. S. Co.	47

LEAF TOBACCO FROM CUBA.

Per S. S. Wacouta. Arrived June 23.

Consignees: New York—	Bales
Many & Koehn	10
F. S. Gonzalez	2
Berner Bros.	30

Per S. S. Wacouta. Arrived June 23.

Consignees: New York—	Bales
A. Blumenstiel	32
L. Goldberg & Son	26
J. R. Huguez	30
Order	20
Order	50
Order	14
N. Y. & Cuba Mail S. S. Co.	350
F. S. Gonzalez	5
Berner Bros.	13

Per S. S. Wacouta. Arrived June 23.

Consignees: New York—	Packs
E. Rosenwald & Bro.	63
N. Y. & Cuba Mail S. S. Co.	197

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Bales
Stern, Mendelsohn Co., Inc.	203
Cruz Bros.	22
H. Oppenheimer & Co.	49
N. Y. & Cuba Mail S. S. Co.	115
S. Ruppin, Inc.	32

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Barrels
N. Y. & Cuba Mail S. S. Co.	28
Order	31

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Packs
F. E. Fonseca	10
N. Y. & Cuba Mail S. S. Co.	118
S. Ruppin, Inc.	387

STRIPPED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Packs
J. Bernheim & Son	195
S. London	10
American Cigar Co.	59
Bayuk Bros., Inc.	54

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Barrels
S. London	4
N. Y. & Cuba Mail S. S. Co.	8
Hinsdale, Smith & Co.	62
E. Ellinger & Co.	19
B. Rosenbluth	50

FILLER TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Barrels
S. Rossin & Sons	62

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Bales
Sartorius & Co.	354
T. Harkness Son & Co.	63
Schroeder, Reiss & Co.	50
Rossin & Sons	244

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Packs
N. Y. & Cuba Mail S. S. Co.	134
Havana American Tobacco Co.	50

UNSTEMMED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Bales
F. Bolano	18

STEMMED TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Barrels
E. A. Kline & Co.	35
Rossin & Sons	68
Hamburger Bros.	10
F. Bolano	20
M. Lopez & Co.	17
Greenhall Bros.	44

SCRAP TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Bales
N. Y. & Cuba Mail S. S. Co.	32

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Barrels
Hinsdale, Smith & Co.	20
Fitzpatrick & Draper	31

Per S. S. Mexico. Arrived June 25.

Consignees: New York—	Packs
S. Rossin & Sons	53
Fran Betancourt	6
Gallagher & Ascher	25
C. D. Stone & Co.	35
E. Rosenwald & Bros.	22
F. Bolano	3
G. M. Beyea	44

CIGARS FROM PORTO RICO.

Per S. S. Margaret. Arrived June 21.

Consignees: New York—	No. of Cigars	Cases
Welcher Bros.	95,000 "A"	7
Porto Rico-Am. Tob. Co.	3,070,350 "A"	619
United Cigar Stores Co.	1,610,000 "A"	242
Gradiaz Annis & Co.	120,000	26
Total	5,195,350 "A"	894

Per S. S. Margaret. Arrived June 21.

Consignees: New York—	Cases
A. J. Wall	5

Per S. S. Edith. Arrived June 23.

Consignees: New York—	Cases
Porto Rico-American Tobacco Co.	296
United Cigar Stores Co.	134
Porto Rico Exp. Co.	8
Total	338

Per S. S. Helen. Arrived June 24.

Consignees: New York—	No. of Cigars	Cases
Porto Rico Exp. Co.	1,201,900	320

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Edith. Arrived June 23.

Consignees: New York—	Bales
Lewis Cigar Mfg. Co.	97

Per S. S. Margaret. Arrived June 21.

Consignees: New York—	Bales
American Tobacco Co.	268

Per S. S. Edith. Arrived June 23.

Consignees: New York—	Barrels
Bull Insular Line	25
Chatham & Phœnix National Bank	30
Total	35

Per S. S. Margaret. Arrived June 21.

Consignees: New York—	Barrels
J. Cohn & Co., Inc.	75

TOBACCO FROM PORTO RICO.

Per S. S. Helen. Arrived June 24.

Consignees: New York—	Bales
W. O. Smith & Co. (Baliche)	100

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Helen. Arrived June 24.

Consignees: New York—	Barrels
Bull Insular Line, Inc.	25
Chatham Phœnix National Bank	2
Total	27

Cable "Quinto" P. O. Box 502

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Per S. S. Margaret. Arrived June 21.
Consignees:

New York—	Bales
Max Gans & Son	42
Leo Hirsch	6
I. Lewis Cigar Mfg. Co	289
M. A. Sola & Co	50
Total	387

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Margaret. Arrived June 21.
Consignees:

New York—	Bales
I. Lewis Cigar Mfg. Co	150
Max Gans & Son	94
Total	244

Per S. S. Margaret. Arrived June 21.
Consignees:

New York—	Barrels
Rosenstadt & Waller	100
American Sumatra Tobacco Co	100
Max Gans & Son	64
W. J. Ruthenburg & Co	112
International Planters, Inc	60
Bowering & Co	60
Stern, Mendelsohn Co., Inc	4
S. Weinberg	27
Cullman Bros.	125
M. A. Sola & Co	98
Villar & Co. (Agts. Red D Line)	174
Total	874

Per S. S. Edith. Arrived June 23.
Consignees:

New York—	Barrels
Rosenstadt & Waller, Inc	100
M. A. Sola & Co	44
W. Schall & Co	60
American Sumatra Tobacco Co	100
Total	304

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Helen. Arrived June 24.
Consignees:

New York—	Barrels
Rosenstadt & Waller, Inc	100
Wm. Schall & Co	60
American Sumatra Tobacco Co	140
M. A. Sola & Co	44
Total	344

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Margaret. Arrived June 21.
Consignees:

New York—	Barrels
Samuel Alvarez & Co	108
Leo Hirsch	159
Selgas & Co	50
Total	317

Per S. S. Edith. Arrived June 23.
Consignees:

New York—	
L. Hirsch	58

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Helen. Arrived June 24.
Consignees:

New York—	Barrels
Leo Hirsch	58

FILLER TOBACCO FROM PORTO RICO.

Per S. S. Margaret. Arrived June 21.
Consignees:

New York—	Bales
Leo Hirsch	10

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Helen. Arrived June 24.
Consignees:

New York—	Bales
Leo Hirsch	10
M. A. Sola & Co	8
Total	18

Per S. S. Margaret. Arrived June 21.
Consignees:

New York—	Cases
American Tobacco Co. (samples)	1

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Edith. Arrived June 23.
Consignees:

New York—	Bales
L. Hirsch	10
M. A. Sola & Co	8
Lewis Cigar Mfg. Co	3
Total	21

CIGARS FROM PORTO RICO.

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Cases
Porto Rico-American Tob. Co	538
United Cigar Stores Co	128
Villar Lanza & Co	7
Infanzan Rodriquez	24
Gradiaz Annis & Co	5
Pedro Costa	20
Atlas Commerce Corp	3
S. London	6
Total	741

CIGARS FROM PORTO RICO.

Per S. S. Ponce. Arrived May 27.
Consignees:

New York—	Cases
United Cigar Stores Co	73
Porto Rico-American Tob. Co	115
Infanzon Rodrigues	46
Porto Rico Express Co	12
Total	246

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc	37
P. Lorillard & Co	349
American Cigar Co	1,255
Total	1,641

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Barrels
David H. Delmonte	29
A. Philippi & Co	41
Stern, Mendelsohn Co., Inc	79
J. Cohn & Co., Inc	110
H. Duys & Co	100

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arrived June 11.
Consignees:

New York—	Bales
J. Cohen & Co	50
A. Gutierrez	50
American Cigar Co	502
Order	76
M. A. Sola & Co	33
M. Alvarez & Co	40
W. O. Smith & Co	54
Stern, Mendelsohn Co., Inc	871
Total	1,676

TOBACCO FROM PORTO RICO.

Per S. S. Cornelia. Arrived June 1.
Consignees:

New York—	Bales
W. O. Smith & Co. (Bolicke)	25

WRAPPERS FROM PORTO RICO.

Per S. S. Cornelia. Arrived June 1.
Consignees:

New York—	Bales
Porto Rico-Amer. Tob. Co	25

UNSTEMMED TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arrived June 11.
Consignees:

New York—	Barrels
L. Hirsh	123

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Cornelia. Arrived June 1.
Consignees:

New York—	Barrels
National Importing & Trad'g Co.	10
M. Lopez & Co	140
S. Rossin & Sons	10
Max Gans & Son, Inc	69
Wm. Schall & Co	35
American Sumatra Tob. Co	100
Total	364

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Barrels
M. A. Sola	150
A. Philippi & Co	100
W. J. Ruthenberg & Co	100
Mack Hirschklan	3

(*Continued on page 27*)

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN **LEAF TOBACCO**
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

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Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

Banco Español de la Isla de Cuba

HABANA

Establecido el año 1856. Capital: $8,000,000 en oro.

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Sucursales y Corresponsales en todos los pueblos de la República.

THE OLDEST BANK IN HAVANA

Banco Español de la Isla de Cuba

because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

EMBLEMS **OPORTUNOS**

PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 **Havana, Cuba**

NEW YORK OFFICE: 257 4th Avenue

How Tobacco Trade is Developing in Bolivia

Most Imports Are Received Via the Amazon Route—The "Estanco" and the Beni Division of a Government Monopoly—Some "Home Grown" Leaf—An Increased Demand for American Smoking Tobacco and Cigarettes.

W. L. Schurz, American Trade Commissioner in Bolivia, reports that although the United States held a negligible place in the tobacco trade of Bolivia up to 1918, American cigarettes and pipe tobacco have begun to enter the market in increasing quantities since that time.

Imports of tobacco in various forms during the years 1914-1918 were as follows:

Year.	Leaf Tobacco. Kilos.	Pipe Tobacco. Kilos.	Cigars. Kilos.	Cigarettes. Kilos.
1914	2,416	920	727	934
1915	1,494	616	1,325	1,739
1916	1,436	2,143	1,002	1,775
1917	1,287	2,095	1,433	3,635
1918	432	1,470	2,835	3,788

All the leaf tobacco imported into Bolivia is brought in from Brazil by the Amazon route and through the customs houses at Cobija and Abuna. Of the pipe tobacco imported in 1918, 811 kilos came from Great Britain and the remainder from Brazil. Imports of cigars were distributed by countries of origin as follows: Cuba, 1,756 kilos; Brazil, 375 kilos; Netherlands, 248 kilos; Argentina, 5 kilos; United States, 1 kilo. Brazil furnished 2,697 kilos of the total imports of cigarettes, largely for the Beni-Mamore region; Cuba, 892 kilos; Great Britain, 188 kilos; and the United States ½ kilo.

The greatest obstacle to the development of a market in Bolivia for foreign tobaccos is the Government "estanco," or monopoly. By law of January 7, 1914, the Government decided to farm out to private interests the complete control over the manufacture and importation of tobaccos in Bolivia, and according to an arrangement made with the Government, the contract was let out to a corporation, to be known as the "Compania Administradora de Tabacos," with a capital stock of 2,500,000 bolivianos (1 boliviano=$0.3893 U. S. currency). The Government was to have 60 per cent of the net profits and the concessionaires 40 per cent. Moreover the company was to have the exclusive right to the manufacture and importation of tobaccos in Bolivia. By a subsequent decree of the Government, the Beni district of the Republic was exempted from the control of the monopoly and a German firm has been endowed with the exclusive privilege of trading in tobacco in this region. Practically all the tobacco consumed there is brought in from Brazil, though some is produced in the Department of Beni itself.

Net profits of the "estanco" during the first six months of 1918 were 476,113 bolivianos and for the second half of the year 532,145 bolivianos, while profits for the first six months of 1919 amounted to 521,536 bolivianos.

The tobacco used by the "estanco" for the manufacture of cigarettes is produced in the regions of Bolivia which lie to the east of the Andes. Of 195,499 pounds of tobacco used by the "estanco" during 1918, 100,010 pounds came from the Vallegrande district, which lies between Sucre and Santa Cruz, while 77,053 pounds were produced in the Azero and Tomina districts of the Department of Chuquisaca, of which Sucre is the capital. The rest came from the Departments of Tarija and Cochabamba, with small quantities from the Department of Potosi. A fixed price is paid to the producers of these different regions by the agencies of the "estanco," an arrangement that has caused considerable discontent among the growers. Four grades of cigarettes are made which retail at respectively 10, 20, 30, and 40 centavos per package of 14 cigarettes. Although very strong, these cigarettes are of good quality. No cigars are made by the "estanco."

The foreign tobaccos sold in Bolivia are imported by the "estanco," which in turn sells to the local retailers. Most of the cigarettes sold are packed in tins of 50 or in packages of 10. One of the most popular American brands on the market sells at 1.20 bolivianos although the smaller packages of the standard brands on sale retail at 1 boliviano. Two English-made cigarettes seem to have the largest sale in La Paz. The demand for imported cigarettes is limited to the American and English colonies and to travelers of the same nationalities, and to the wealthier Bolivians. Probably 60 per cent of the native Bolivians do not smoke at all. This is largely due to the wide use of cocoa among the Indian population.

Foreigners in the country are also the largest buyers of pipe tobacco, since the natives are little addicted to this form of smoking. English and American pipe tobaccos are most widely used, the former selling at 2.50 bolivianos for the ¼-pound can, and the latter for from 3 to 3.50 for the same size can. Pipe tobacco made by the "estanco" retails at 3 bolivianos a pound.

Leaf and pipe tobacco imported into Bolivia pay a duty of 3 bolivianos per kilo. Cigarettes and cigars pay a duty of 30 per cent on the customs valuation, which is fixed at present at 3.50 bolivianos per kilo for cigarettes and at 5 bolivianos per kilo for cigars.

Eggert's Good Example

William Eggert, 87 years young, yet takes upon himself the responsibility, work and worry incident to running a store and cigar factory at 1481 Fulton St., Brooklyn. Despite the fact that he has, on his books, outstanding accounts that may be classified as dubious, bad or worse, he faces the world cheerfully, saying that he has "no kick coming." Despite the fact that he has on his books "outstanding accounts" that may be regarded as dubious, bad or worse, he makes no moan. For he is able to attend to business daily. He can make and pack cigars. Despite his years, he doesn't have to use glasses. He can enjoy smoking eight or nine cigars every day. He was engaged in the leaf tobacco business for 42 years, up to 1899, when he ceased to be a leaf dealer. While in the leaf business he made and lost $800,000. But in the cigar trade, he has acquired a modest competence and what is equally gratifying, the good will of many customers. The leading brands of the Eggert factory are Our Uncle, Eggert Perfecto and Eggert Elegantes.

And, of the selected stock of tobacco in the factory, some of the reserve supply dates back to choice crops of 10 and 12 years ago.

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

Tobacco Shipments

(*Continued from page 25*)

Rosenstadt & Waller	100
National City Bank	10
Wm. Schall & Co	60
American Sumatra Tobacco Co.	370
P. H. Gorman & Co	50
E. Rosenwald & Bro	100
S. London	10
Portocuba Corp.	100
Manuel Alvarez	54
Durlach Bros.	50
Max Gans' Son, Inc	—
Total	1,074

Per S. S. Caracas. Arrived June 11.
Consignees:

New York—	Barrels
Rosenstadt, Waller & Co	80
Selgas & Co	15
M. Lopez & Co	50
Stern, Mendelsohn Co., Inc	7
S. Weinberg	7
Max Gans & Sons	50
American Sumatra Tob. Co	62
Order	25
J. B. Lichtenstein & Co	57
W. O. Smith & Co	25
M. A. Sola & Co	28
E. Rosenwald & Bro	103
Total	509

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Barrels
American Cigar Co	100
M. Lopez & Co	20
Portocuba Corp.	15
J. B. Lichtenstein & Co	2
Total	137

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Bales
American Cigar Co	10
J. B. Lichtensten & Co	127
Total	137

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Barrels
Leo Hirsch	129

Per S. S. Brazos. Arrived June 1.
To Perth Amboy, N. J. Order, 60 bbls.

Per S. S. Brazos. Arrived June 1.
Consignees:

New York—	Bales
J. B. Lichtenstein & Co	6
Portocuba Corp.	4
Total	10

Per S. S. Helen. Arrived June 14.
Consignees:

New York—	Barrels
Bliss, Dallett & Co	227

Per S. S. Cornelia. Arrived June 1.
Consignees:

New York—	Bales
Max Gans & Son, Inc	50

Per S. S. Coamo. Arrived June 15.
Consignees:

New York—	Bales
J. B. Lichtenstein & Co	3
Stern, Mendelsohn Co., Inc	182
National City Bank	9
Total	194

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Cornelia. Arrived June 1.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc	2
Wm. Schall & Co	2
W. O. Smith & Co	25
Total	29

Per S. S. Caracas. Arrived June 11.
Consignees:

New York—	Bales
W. O. Smith & Co	30
Stern, Mendelsohn Co., Inc	6
Total	36

TOBACCO FROM SANTO DOMINGO.

Per S. S. Iroquois. Arrived June 25.
Consignees:

New York—	Seroons
Tropical Tobacco Co	44

Per S. S. Iroquois. Arrived June 25.
Consignees:

New York—	Bundles
Tropical Tobacco Co	459

Per S. S. Iroquois. Arrived June 25.
Consignees:

New York—	Bales
International Planters Corp	100

Per S. S. Tungus. Arrived June 22.
Consignees:

New York—	Bales
Tropical Tobacco Co	252

Per S. S. Tungus. Arrived June 22.
Consignees:

New York—	Seroons
Leon Israel & Bro	500
J. Hafin & Son	26
Tropical Tobacco Co	225
J. J. Julia & Co	1,258

Per S. S. Astern. Arrived June 21.
Consignees:

New York—	Seroons
Rojas, Randell & Co	87

Per S. S. Katahdin. Arrived June 15.
Consignees:

New York—	Bales
W. Schall & Co	187
Tropical Tob. Co	692
Atlantic Commercial Co	1

Per S. S. Katahdin. Arrived June 15.
Consignees:

New York—	Barrels
San Domingo Trading Co	1

Per S. S. Katahdin. Arrived June 15.
Consignees:

New York—	Seroons
Tropical Tob. Co	2,684
Bliss, Dalett & Co	201
San Domingo Trading Co	34

Per S. S. Katahdin. Arrived June 15.
Consignees:

New York—	Packs
Bliss, Dallett & Co	44

Per S. S. Aloquin. Arrived June 14.
Consignees:

New York—	Bales
Order	10

Per S. S. Algonquin. Arrived June 14.
Consignees:

New York—	Seroons
J. H. Hanlon & Son	726

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
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303-305 FIFTH AVENUE
NEW YORK CITY

The Real Independent Factory in Havana
"PARTAGAS"
The World's Standard Cigar
Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba
ROBERT E. LANE
General Representative for United States and Canada
70 Trinity Place New York

A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

HIJA De JOSE GENER
HABANA, CUBA
Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
VALERIANO GUTIERREZ, Sole Representative in United States and Canada
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HAVANA CIGARS
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Y
JULIETA
The Leader in All the World's Markets
U. S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

Cigars are like men

Your friend is your friend. That's all about it.

In a large Eastern city recently a man asked for his favorite cigar in a store noted for its high-priced exclusiveness.

"We do not keep any advertised brands," the clerk explained. "Only imported cigars made expressly for us." Then after a little he admitted, "Yes, we do carry Girards. But only as an accommodation."

That shows how strong Girard stands with its friends. They're everywhere. And it pays to accommodate."

Antonio Roig & Langsdorf
Established 49 years
Philadelphia

GIRARD

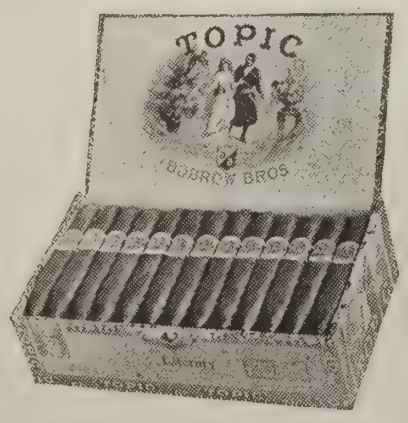
Never gets on your nerves

THE MASTER MILD SMOKE

CRESSMAN'S COUNSELLOR CIGAR

ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

The Topic of the Day



TOPIC MILD HAVANA CIGAR

VARIOUS SHAPES AND SIZES

10c Straight	2 for 25c
15c straight	3 for 50c

THE MAN WHO SMOKES
TOPIC
CIGARS KNOWS QUALITY

BOBROW BROTHERS, Inc.
PHILADELPHIA, PA.

Shipments from Philadelphia Were Greatly Restricted

Freight Forwarding by Rail Made Impossible for a While—Cigar Manufacturers the Quicker to Get Goods to Clamoring Customers Had to Use Express and Parcels Post So Much as They Could—Complaints Concerning Cut Price Jobbers—Selling Cigarettes on a Two Per Cent Margin—Developing Sales on the Men-de-Lion Brand—Stratford Employees Take a Vacation Trip to Dreamland—Trade Items from the Quaker City.

PHILADELPHIA, Pa., June 29—Transportation problems, more acute than ever before in trade history, continue to worry cigar manufacturers. Price slashing by a few of the jobbers, especially on cigarettes, has become so notorious that an organization is deemed necessary for the protection of wholesalers. Quiet business and difficulty in collecting charge accounts are complained of by full price retailers. These are the elements of the dark side of the picture. But the bright side is attractive enough to keep all in pretty good humor. Despite forebodings, no very bad results have been in evidence for several months. There is no longer any fear that somewhere ahead is a time of depression or panic perhaps. And while all in the trade desire that normal conditions may be restored as speedily as possible, there is a feeling that the change will come about gradually and without any violent disturbance.

During the week the Philadelphia manufacturers were absolutely isolated from their trade, on the one hand, and their sources of supply on the other, so far, as communication by freight was concerned. Absolute embargoes were laid by all the railroads, and it was impossible to receive or send out goods save by express, parcel post, auto truck or steamer. All these means, however, were employed with a fair measure of success.

The freight embargo was due, of course, to the "outlaw" strike. At the week-end, there were indications that the strike was breaking, but during the week the strike certainly was most effective in preventing receipts or shipments. Demands on the manufacturers is particularly heavy from the South and West but such customers could only be supplied to the extent permitted by express, parcel post or steamer service City business continued quiet so far as actual sales were concerned but that fact did not stop the retailers from sending in orders to the factories. The apparently contradictory condition of large orders with small sales is attributable to the fact that there is gaining ground very rapidly the belief that high as prices are, they must of necessity soon advance again—a belief which the manufacturers say is well founded. For they point out that with Sumatra at the highest price in its history, with Porto Rico advanced to $1.65 to $1.75, with Havana touching $1.85 to $1.90 in bond and 40 cents duty additional and with boxes increasing in cost, every delivery, the inevitable result will be advances in cigar prices. Though no increases were announced during the week, several are believed to be imminent. Salesmen for A. Roig & Langsdorf predicted to their trade such an advance within the next two weeks and confirmation was given at the home office. The firm has not increased its prices since January 1. Several other firms said they had in mind revised lists but were not yet ready to announce them. The G. H. P. factory officials believe higher prices are certain but will make no advances for some little time since they believe they already have taken the most advanced position of any local firms on this matter.

The manufacturers do not look upon price advancement as likely to cause further labor troubles. A month or two back the attitude of labor was most defiant. Now though the supply is still short, there is by no means as great a dearth as there was; moreover the attractions of high-paying positions in the textile trade have quite disappeared and there is realization that no branch of industry brings as big returns in the pays envelope as does the cigar business.

Local cigar box makers are all working full time once more, but this source of supply is inadequate and must be supplemented from out-of-town. Fortunately there are a number of factories sufficiently close to the city to make hauling by auto truck feasible. But more and more cigar manufacturers are turning to tin to relieve the situation. Bayuk Brothers are about ready to send out their new tin packings. Another large factory which has been placing cans on the local market but has not yet a supply sufficient to meet its country-wide business, is accumulating tins in the hopes of being able at an early date, to introduce them generally. Sig C. Meyer & Co. are using tins in increasing number. The G. H. P. factory is still packing but one size in tins but may have to use them for other sizes. Bobrow Bros. are packing the Perfecto size Bold and Topics in tins but have a fairly adequate supply of wood for other sizes. Wertheimer Brothers are distributing through the local branch a full 13 top tin lithographed inside and out on the cover and with even the edgings a perfect reproduction of paper. The tin has a patent catch that is self-closing. The new packing has been very favorably commented upon. La Espancia in a new tin packing is expected on the market shortly.

Full price retailers, centrally located, are complaining that business fell off very considerably during the week and they ascribe the result to a determination of the consumers to restrict buying in view of high prices. The truth, however, seems to be that the spread of the cut-rate establishments has been so rapid and so general that their stands being now readily accessible, smokers are patronizing them more and more.

An effort, however, is being made to do something with the cut-rate situation in the jobbing trade. There are in the city but two large cut-rate jobbing establishments. A third is located in Camden, just across the river, but it does a considerable Philadelphia business. S. T. Banham, of S. T. Banham & Bro., 4367 Main street, Manayunk, has taken the lead in an effort to get the jobbing interests together and through a representative association, to bring about better conditions. To that end he has written a circular letter to the jobbers inviting an expression of their views towards organization. He has received many favorable replies and expects shortly to call a meeting for organization. Jobbers say that the worst abuse to be corrected is in the cigarette end of the business and two local firms are now jobbing cigarettes on a two per cent basis. Sales at so close a margin have rather demoralized conditions. The other jobbers take the position that they cannot compete on so small a profit and some have informed the cigarette manufacturers that they will discontinue handling cigarettes unless they can be given protection. The reply of the manufacturers is that if there is an organization of a representative character it can control the situation, and that the manufacturers will cooperate to keep the cigarette jobbing business on a fair basis. It is such an organization that Mr. Banham is attempting to bring into existence.

Hipple Brothers Company, Inc., leaf dealers, have just taken title to the properties 151 North Third street together with two adjoining plots at the Quarry street end which the firm occupied for many years. The properties were owned by J. C. W. Frishmuth, who sold them for an undisclosed con-

sideration to M. J. Baird. He in turn conveyed them to the Hipple Brothers Company subject to a mortgage of $40,000 taken by Mr. Frishmuth. The lot has a frontage of 19 feet and a depth of 93 feet and the building has been occupied by the Hipple firm for upwards of 15 years. Previously it was the Frishmuth factory. J. A. Kinney, secretary and treasurer of the company, last week paid a visit to the Hartford branch of the company.

All the executive and sales force of the Stratford factory left the city for a week end trip as guests of W. A. Hall of the Loughran Company, Washington, D. C., owners of the factory, for a sojourn on his farm, Dreamland, in Virginia, about sixty miles below the capitol and there on Saturday last Stratford Day was celebrated. Included in the party were General Manager Thomas J. Daly and his son, Thomas J. Daly, Jr., Howard Loughlin, Thomas J. Culhane, Albert Blanc, Abraham Altman and Louis Keeler. Leo Loughran, of the company, visited the factory last week returning to Washington to arrange for the outing.

Fred Hoch, 1509 Columbia avenue, one of the more prominent uptown retailers, recently took title to the property at 1521 Columbia avenue, and as soon as extensive alterations are completed he will remove there. There is lively competition in this neighborhood between Mr. Hoch and A. Segalof, who recently took over the store at 15th street and Columbia avenue. Mr. Segalof is a newcomer to the retail trade. He is well acquainted with the business, however. He is a cousin of William Cohen, of E. Cohen & Son, 512 Second street, prominent downtown jobbers.

Ruyera Lopez Co., long located at Seventh and Arch streets, who recently removed to 127 North Third street, find the larger quarters there of advantage in increased production of the Ruyera Lopez brand which the firm produces in many shapes and sizes.

The executive offices of the Men-delion factory, Delaware avenue and Water streets, M. Eiseman & Son, proprietors, have been removed from the first floor to the upper story where the factory is located. The cigar manufacturing business recently was entered into in connection with the firm's grocery business but it has developed by leaps and bounds and so arrangements have been made to consolidate it. There is under contemplation larger quarters in the adjoining building, owned by the firm. J. P. Fleming has just been appointed statistician. William Kearney is a recent addition to the organization. He will look after credits. The firm is planning an elaborate publicity campaign in Atlantic City by use of flashing electric signs, billboard displays and the like, and N. Abramow has just been added to the sales force to work in the Atlantic City territory. Though the firm originally did not cater to the cut-rate trade it found that its goods were being sold by these dealers and it is, therefore, now selling to them direct but, of course, at the regular prices.

The Congress Cigar Co. reports very heavy orders from the Middle West, particularly from Detroit, Milwaukee and St. Louis. The leader is the La Palina in Favoritas, Corona and Chico sizes. Orders are so heavy that the firm is contemplating securing additional quarters. President Paley says that if it had twice the present capacity it would still be unable to meet all the orders as fast as they are being received.

Artisans are completing the equipment of the store at 703 Chestnut street for early occupancy by the Scarlett Co., cut-rate dealers for many years at Thirteenth and Arch streets. The bulkwindow inscription sets forth that S. B. Welsh will be in charge of the cigar department and George Welsh, of the candy department. The firm hopes to be in occupancy early in July.

W. H. Bailey & Co., Second and Arch streets, are about placing on the market its own brand Travellers' Tip, to retail at 6 cents. The firm recently made a purchase of 18,000 pounds of tobacco and this is being made up for it into the new brand.

The MacAndrews & Forbes Co. at Gloucester, manufacturers of licorice extract, has declared a stock dividend of 50 per cent together with a regular quarterly dividend of 2½ per cent in cash on the common stock and a regular quarterly dividend of 1½ per cent on the preferred stock.

Cigars valued at $50 and $70 in cash, were stolen last week from the United Store at 648 North Broad street.

City Council still has under consideration an ordinance prohibiting all fireworks sales despite the fact that dealers including a large majority of neighborhood cigar establishments, made purchases of stock in the belief that they would be permitted to sell harmless fireworks as usual. They take the attitude that it is unfair to them to wait until the trade is under way before passing prohibitive legislation and that timely notice should have been given.

Henry Ashburner, of Duncan & Moorhead, is on a trip to his Baltimore and Washington trade. The firm's leaders are Marcello, Roi Tan, and In-B-Tweens.

Leo Weiss representing A. Roig & Langsdorf is out on a short trip.

C. W. Saunders, of the Cortez Co., was one of the few visitors of the week.

Representatives of the Ayer Grocery Co., cigar department, are pushing sales among the central retailers of the Lord Stirling brand.

The property at the northeast corner of 60th and Market streets, 18 by 80 feet, was sold during the week by Mastbaum Bros. and Fleischer cooperating with Albert N. Greenfield to Jesse J. Schamberg subject to a mortgage of $70,000. Just prior to the sale the property was leased for a fifteen year period from the termination of existing leases, to the United Cigar Stores Co. The lessee already occupies both the northwest and the southeast corners of Sixtieth and Market streets, in the very heart of the retail section of the West Philadelphia district.

John N. Kolb, recently returned from the Amsterdam inscriptions and from a visit to relatives, is now devoting his attention to purchasing sales of the El Paxo.

J. Paley, of the Congress Cigar Co., is on a Western trip.

Mrs. Catherine E. Dohan, widow of Michael J. Dohan, widely known in leaf and cigar manufacturing circles, died last week at her home in Darlington, Delaware County. She was seventy-nine years of age and is survived by five children, one of these, John C. Dohan, being until quite recently, engaged in the leaf trade.

In Col. Webb's Opinion

(*Continued from page 9*)

section of country around Hickory and Morganton are planning to go into the tobacco business more extensively this year than ever before.

"The price of tobacco is regulated by the law of supply and demand and with the demand steadily growing, with no great increase in production, prices should be good. But the price will depend largely on money conditions in this and all other countries. Tobacco men can't form an opinion as to what prices will be, but the general opinion is that they will be lower. Last year was an unusual year in prices, but at the windup of the season prices fell from one-third to one-half.

"Farmers should remember that the bright tobacco is in greatest demand and should make an effort to produce bright tobacco as much as possible. The best way to make bright tobacco is by priming, and I recommend that they, as far as possible, prime their crop. The first aim of every farmer should be to make all the home supplies he needs, and then raise as much tobacco as possible."—*Winston-Salem Journal.*

A Tobacco Monopoly in Uruguay

State financiers looking for new sources of income generally tackle tobacco. Uruguay is the latest nation to contemplate a tobacco monopoly. The minister of finance has worked out a complete scheme for tobacco monopolization.

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

Pennsylvania Farmers Praying for Good Weather

A Freakish Season, a Surplus of Rain and Nights Somewhat Cool, So Far—Yet Sunshine During the Next Week or Two Might Help Much Toward Assuring a Fine Crop of Tobacco This Year—Torrential Showers Make Necessary Quite a Bit of Replanting in Lancaster County—News Items from the Lancaster Leaf Market.

LANCASTER, Pa., June 25.—Heavy rains, showers that were almost torrential, during the past week, did quite a bit of damage to the newly planted tobacco crop. The "washing rains," in many places, removed the soil from the tender roots of the young tobacco. In various fields farmers will have to do some replanting. Tobacco growers, complaining because of the weather, say that the season has been freakish, so far. "Too much rain, not enough sunshine, and nights a little too cool to assure the right growth of tobacco." Yet throughout the district the plants look healthy and hardy. A week or two, now, of warm sunshiny days and nights such as we may expect in summer, will do wonders for the growing tobacco. If we get some "good growing weather," the kind that farmers here are praying for, a fine crop and a big crop of tobacco may be obtained in Pennsylvania this year.

In Washington Borough, the acreage devoted to "Havana seed" is most promising. This tobacco develops more quickly than the native broadleaf and it ripens nearly two weeks sooner than the seed leaf.

Numerous complaints are made by farmers on account of the scarcity of labor. Some of them are working 18 hours a day to tend to their crops properly.

Old tobacco is persistently sought for, but there is no supply to fill the unprecedented demand.

A number of stripping plants have been started here. B. Lipshutz of "44" fame probably is the largest employer. He has upward of 200 strippers at work and turns out about 35 cases of the finished product a day.

Considering the present scarcity of labor, this is a phenomenal showing. Lipshutz attributes his success to Supt. Marker, who came here from Philadelphia. Marker certainly has made good.

Haas Bros., of Cincinnati, who have a stripping plant here, are turning out a lot of goods and keep crying for more. Mr. Sachs, their able manager here, says he could use 100 hands more were they obtainable.

Henry J. Rindskopf, a leaf dealer here who represents the Pavis Tobacco Co., of Quincy, Fla., recently made several large sales of fancy Florida tobacco which is in big demand.

The price of this commodity has jumped 25 cents per pound in the past ten days. The rise was caused by adverse reports from Florida relative to the new crop.

Abnormally cool weather and a lack of rain made the crop less desirable, and old Florida tobacco, in consequence, has advanced rapidly in price.

"Ben" Schwartz, a leaf dealer and cigar manufacturer at Ephrata, has gone to Minneapolis to close a deal for five million cigars with a large jobbing house there. "Ben" operates four cigar factories, and that, in combination with his leaf business keeps him on the jump every second. "He is some busy man."

"Joe" Herman, of the Red Leaf Tobacco Co., Red Lion, Pa., was here yesterday and bought upwards of 100 cases of 1918 Pennsylvania for binder purposes.

Binder tobaccos are so scarce that manufacturers are offering unheard of prices. Even at that, they are unable to procure all the binders they need. The 1919 natural sweated tobacco is now being "cleaned" of black-rot, while the bulk-sweated tobaccos remain comparatively sound and are not causing the packers any worriment. There are only a few thousand cases in independent packers' hands, and it is freely predicted that, on account of the big demand for these goods at sampling-time (September), these goods will bring 40 cents in the open market.

Manufacturers are very busy, hustling to keep up with the demand, but they are handicapped by a recent edict of the railroad companies, embargoing a number of points both East and West. Motor-trucks are the means of keeping the different factories supplied with stock and were it not for auto transportation every cigar factory in the county would be crippled.

T. D. Shertzer, of the T. D. Shertzer Tobacco Co., is being congratulated by his friends here on the recovery of his wife from a serious operation.

Recent visitors here were Elis Margusee, representing Julius Margusee, New York; John Brockman, representing William Quanjer, Inc., New York; Charles Willis, who has charge of the York branch of the Raymond A. Heiland Tobacco Co.; Justo Marjorga, with A. Oppenheimer, New York; Louis Kramer, representing Boyuk Bros., of Philadelphia; Paul Hirschorn, of Weil & Sons, New York, and George Levi, of Haas Bros, Cincinnati.

DICK.

Up State Stories

(*Continued from page* 21)

partment. "And I betcha a nickel's worth o'Dock Prince's chewin' contrabands against a hand-made Habana Resago that with live nerve like that they's no reason in the great Atlantic or the wide Pacific why they shouldn't make the retail cigar business a whole lot superior, just as Ninghai silk pongee is better than that mercerized sateen suit you bought last week, Sam, for a warranted Palm Beacher."

"Is that so?" yelled Sam Ash, running to catch the last Pine Hills car before the fare jumped to ten cents. "Then if yuh should think it this here see-gar business is so much better in Detroit, unnerstan me, why shouldn't yuh sell this dump, like L. A. Baldwin sold his store at 785 Madison avenue?

"He got Benny Norris to take it offen his hands, y'unnerstan, an' Benny is figgurin' on putting' more pep in the see-gar department, even as a free lunch o'pretzels, limburgher cheese, salt herrin,' an' hot buttered popcorn should put more kick in these here cocoa-cafes."

The Smoker.

If They Can Get It

If a railroad worker with a family of five should have $2,500 a year, why shouldn't any other worker with a family of five have $2,500 a year? If people are to be paid what they need instead of what they earn, why shouldn't a factory hand, a plow hand, or the driver of an ice wagon, have big money as well as the man who throws switches? —*Ocala (Fla.) Star.*

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA.

Universal Smiles

THIS is the Superintendent of a cigar factory equipped with Model M Universal Tobacco Stripping and Booking Machines.

He wears a broad smile because the Universal helps keep production up and overhead down.

He has no disgruntled employees to pacify, for the Universal cuts out the wasted effort and drudgery incidental to hand stripping.

The Model M Universal also saves tobacco and the clean, smoothly-pressed stock stripped by the Universal enables the cigar makers to turn out more cigars and make more money.

More than 1,000 large and small Cigar Manufacturers are using the Model M Universal. They say this machine is essential to the successful management of a modern cigar factory. Send now for descriptive catalogue and price list.

UNIVERSAL TOBACCO MACHINE CO.

116 West 32nd St., New York *Factory: 98-104 Murray St., Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, LTD.

108 St. Nicholas Bldg., Montreal, Canada

FOREIGN SALES OFFICES

Geneva, Switzerland—2 Route de Chene
London, E. C. 2 England—19 Bishopsgate
Madrid, Spain—Zorilla 9
Manila, P. I.—Kneedler Building

WE HAVE
2,000,000 Manila Cigars For Immediate Delivery
AND WE ARE RECEIVING
2,000,000 CIGARS MONTHLY

We have 17 of our own registered brands in various sizes. Classes A, B and C. Quality Guaranteed. Brands given to jobbers for exclusive use in their territory.

WE GUARANTEE TO DELIVER ALL ORDERS PROMPTLY

We Will Submit Samples and Prices Upon Request.

COHN BROS. CIGAR CO.
325 W. Madison St., Chicago, Illinois

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

MISS DETROIT 8c. CIGAR
BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company
Detroit, Michigan

Chicago Slows Down to Summer Time Speed

Many Will Take Vacations During the Hot Season—Preparing to Give the "Best People on Earth" a Royal Good Time—Daylight Bandits Grab a $3,900 United Cigar Store Pay Roll—Hickey Brothers Are Obtaining Deserved Prosperity —A "Corking Big Demand" for Gato Cigars—"Collections Are Good"—And Other Things "Are Not at All Bad."

CHICAGO, June 25.—Those who have the price are disposed now to take Summer vacations. By thousands, Chicagoans are headed for the cool woods and lake resorts of northern Wisconsin, Michigan and Minnesota.

Retail business during the past ten days has been only fair. Salesmen working the local trade for jobbers are complaining of the "dropping off" of buying. Collections are good, however.

W. H. Kildow, who makes the well-known Tiffin 5-cent cigar, paid the trade a visit. John Henry Collins "steered" him around the city, calling on many customers.

The Best & Russell retail stores have full displays of Owl cigars in their windows.

In coming down, prices seem fearful lest they break the speed regulations.

The 12th Street Store, Halsted and Roosevelt Road, offered 2-oz. tins of Tuxedo tobacco at 11 cents. Their cigarette specials were: 200 Chesterfields for $1.49, 25-cent Omars at 21 cents, 200 Fatima at $1.49, 180 Lord Salisbury at $1.89, and 200 Camels for $1.49.

John Perry, head of the Perry Pipe Co., Moline, Ill., called on his Chicago customers.

William Waldmann, sales manager for William J. Seidenberg Co., wholesalers, is visiting the local trade.

Gildehaus & Co., of Centralia, Ill., will feature the La Corona Electrica brand made by Harris & Son Cigar Co.

Daylight bandits held up Harry Loescher and Miss Theresa Bullock, employes of the United Cigar Stores Co., near the general offices, 1501 South Laflin street and relieved them of $3,900, which was to be used for the company's payroll.

The Owl brand has advanced to 8 cents straight, a raise of one-half cent.

La Palina, triangulares shape, has gone to 17 cents, 3 for 50, an advance of one and two-thirds cents.

Wengler & Mandell, manufacturers of Tom Palmer cigars, are "snowed under" with orders at this time. The demand increases daily.

William A. Hickey, president and treasurer of Hickey Bros., wholesalers and chain store owners, writes in that business has been unusually good and that they are making every effort to make enough money so that they can take it easy between the ages of seventy and eighty. They operate retail stores in Iowa and Illinois and have their general offices at Davenport, Ia.

Ralph Stone has joined the Melachrino sales force and is going to do some general work in central Illinois. Ralph is the boy who introduced the Duke of York brand in this market.

Large "ads." of the Virginia Lee brand of cigars are shown on all the elevated platforms. William J. Seidenberg Co., of New York and Tampa, are the makers.

Mr. Lynch, one of the more popular "loop-hounds," has put over the El-Contesto cigar in grand style. Every first-class store now carries El-Contesto in stock. Benito Martinez & Co., of Chicago, are the manufacturers. El-Contesto Lynch is deserving of a great deal of credit for his quick and fine distribution.

M. Becker has opened a nifty retail cigar store at 4360 Irving Park Blvd.

Henry E. Ackerbury, 187 West Madison street, features Romeo-Garcia cigars in this week's display.

Thomas Diffley Curran, 1124 Bryn Mawr avenue, now offers the Alamo mild Havana brand in a range of sizes.

Drell Bros., 515 W. Madison street, make leaders of Le Panto, Rey Oma, Chicago Motor Club and Romeo-Garcia cigars.

The Harmon Cigar Co. reports a good sale on the Lozano and Perfecto Garcia brands.

E. Hoffman Co. are featuring in a large window display the 10-cent Justo Garcia brand.

The H. M. Schermerhorn, Inc., chain of loop retail stores will shortly offer Romeo-Garcia cigars to their trade. The opening order will arrive any day now.

"Sol" Lazar, of La Kurba Cigar Co., Evansville, Ind., is calling on the Chicago trade. He says business is exceedingly good. They have advanced the Templar size in their Chicago Motor Club brand to $125, to retail at 3 for 50 cents, and the Royal size from $90 to $105, to retail at 15 cents straight.

Some very neat Pall Mall, Rounds, cigarette displays are seen in the windows.

C. C. MacDonald is doing good work on the Garcia Martine for Nathan Fox Co., manufacturers and jobbers.

E. P. Oakes, one day last week, received 11 mail orders from his western and middle west jobbers of the Gato brands. He states each order contained a large percentage of the Country Club size that retails at 20 cents, 3 for 50.

Dealers are beginning to put on "full dress" for the coming Elks' convention. Some very fine displays will be put up by the loop cigar stores.

Aurelia, a mild Havana sold by Lilienfield Bros., has a very good distribution. It is only made in the better sizes.

A news item appearing in a New York trade paper recently states that Otto Lommatsch is the new manager of the Rookery Building store of Albert Breitung. Otto wishes this corrected. He has been connected at this store as manager for the past 18 years.

Garcia Master, in the cabinet size, is now wrapped in foil. They retail at 15 cents and are made by William J. Seidenberg Co., of Tampa and New York.

The George H. Broeker Cigar Co., of St. Louis, Mo., will distribute Romeo-Garcia cigars to the St. Louis, Mo., and East St. Louis trade.

Martin Delaney, Chicago *Evening American's* physical director, writing his "Keeping Fit" column in the issue of June 11, answering one of his inquirer's "E. M. C." on smoking, says, "Cigarettes are harmful to anyone." On the opposite page is displayed a full half-page Camel cigarette ad. It's high time that the tobacco industry stopped advertising in newspapers that spread such propaganda as this.

On many windows are pasted the paper signs that feature Camel, Chesterfield and Murad cigarettes.

Rey Oma, distributed by William A. Vorhauer & Co., have advanced in price. George F. Watson, of Sig. C. Mayer & Co., Philadelphia, was a recent caller at William A. Vorhauer & Co.'s offices.

Clarence Hirschhorn Co. received some heavy shipments of the Sanchez & Haya brand and are busy distributing same to their trade.

Walter R. Eagle has leased the store at 17 West Van Buren street, at a rental of $14,200 for the term.

Another Tampa factory man who is resting here is William Rosenfeld, of the Charles the Great factory.

Cigar factories of Milwaukee, Wis., are closed on account of strikes. Rumors are in the air that the Chicago factories will shortly be up against labor trouble.

As Napoleon might now say, "The House of Bourbon has ceased to reign —and also the House of Scotch and Rye."

The Fair offered 50 Murads or Moguls at 70 cents, 50 Egyptian Deities at 88 cents, and 50 Helmars at 50 cents.

The following jobbing connections were made this month by Harris &

(*Continued on page* 33)

Notes and Quotes

G. S. Pinkussohn, of the Pinkussohn Cigar Co., of Charleston, S. C., is visiting New York.

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Wiley Blair, of Blair & Hughes Co., of Dallas, Texas, arrived in New York last week.

—

L. W. Davis, of the Old Dominion Tobacco Co., of Norfolk, Va., was in New York last week.

—

Frank H. Chase, tobacco buyer of Foley Bros. Grocery Co., of St. Paul, is on a purchasing trip to New York.

—

S. B. Fisher, advertising manager of the United Cigar Stores Co., returned to New York Monday, after spending a two weeks' vacation in Texas.

—

Charles A. Bond, tobacco agent for the Philippine Government, makes a trip of inspection to Chicago. From there he will go to San Francisco. He will return to New York about the first of August.

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Concerns holding informal war contracts which have not been settled must obtain action on their claims from the Secretary of War or definite refusal from the Secretary to act before jurisdiction will be assumed by the United States District Court of Claims under the Dent act providing compensation for the holders of such contracts.

—

During the first eleven months of this fiscal year the balance of trade in favor of the United States was only $2,788,451,602, but exports were larger in those eleven months than in any other full fiscal year in the Nation's history, totaling $7,474,193,349, as against the previous twelve months' record of $7,232,282,686 made during the last fiscal year.

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Julius Schwartz, vice-president of the United Cigar Stores Co., accompanied by Charles Abrams of the same corporation, returned to New York, Saturday, on the *Mauritania*. They were in Europe for two months. Mr. Schwartz visited his parents in Hungary, whom he had not seen for about ten years. Mr. Abrams was visiting the various novelty markets.

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The E. M. Becker Cigar Co., of Detroit, has purchased the H. S. O'Neill tobacco warehouse at 28-30 Logan street, Dayton, O., for $35,000. The Becker company will remodel the building, which, when completed, will be one of the modern cigar factories in the state. It is expected that about 300 workers will be employed. Becker has purchased a home in Dayton View and will move to Dayton to personally supervise the operation of the plant.

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At the instance of New York City's business men, the Chamber of Commerce of the United States is submitting to the business men of the entire country a referendum in the shape of two proposals designed to elicit opinion with regard to the right of employes upon common carriers to indulge in strikes for the settlement of grievances. Many recent instances have shown that the real victim of strikes or lockouts upon these enterprises is the general public, for whose necessity and convenience public utility companies are chartered.

—

Sava Kehaya, formerly vice-president of the Standard Commercial Tobacco Co., announces the formation of a new corporation, the Kehaya Trading and Finance Corporation, of which he is the head. The Kehaya Trading & Finance Corporation has a capital stock of $300,000. Its business will be largely of a financial nature. The corporation will specialize in the discounting of notes and the financing of certain kinds of business institutions. The company will be located at 60 Wall Street, New York, after July 1.

—

The Winter Cigar Mfg. Co., of 183 East 107th street, New York, has discontinued the manufacture of cigars. The equipment has been sold to other cigar manufacturers, and C. E. Winter, who has been in charge of the plant will shortly go to Denver, where his brother Fred W. Winter, is president of the Winter Cigar Co., a jobbing corporation. The New York factory was given up, it is said, because of labor conditions, and the awful shipping service to the far West, where practically all of the firm's cigars were marketed. Arrangements have been made with other factories to produce the required number of cigars, and at points more convenient for distribution.

—

The United Retail Stores Co. has declared only one cash dividend since the incorporation of the company. This amounted to $3 and was paid on February 1 last. When the company recently declared a 5 per cent stock dividend, traders construed this to mean that the stock dividend would take the place of the cash dividend expected to be declared about this time. At the time of the $3 cash distribution the best opinion was that this could be considered a semi-annual dividend. From circles close to the United Retail Stores management it has been learned that the company will probably declare another cash dividend payable August 1. If this is true the stock dividend is simply an "extra."

New OPTIMO

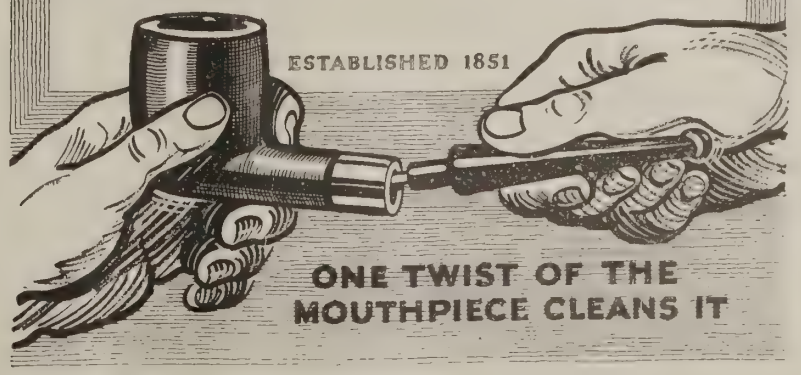
BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Don Julian
Distinctive Havana Cigars
Manufactured By
GRADIAZ ANNIS & CO.
75th Street and East River, New York

TRADE C.P.F. MARK
PANAMA
ALUMINUM CANAL
ITALIAN BRIAR
MOUNTED WITH SOLID VULCANITE BITS AND HIGHLY POLISHED NICKEL BANDS
KAUFMANN BROS. & BONDY
THE OLDEST PIPE HOUSE IN AMERICA
33 EAST 17th ST., NEW YORK, N. Y.



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INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
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GROWERS AND PACKERS OF
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Warehouses: Hartford, Conn.; Portland, Conn.
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
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Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
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PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

Transplanting Nearly Finished in Connecticut

The Wettest June for 20 Years—Though the Tobacco Crop Is Set Out a Little Late, Abundance of Moisture Is Giving the Plants an Advantageous Start—Two Carloads of Connecticut Leaf Shipped to the Philippines—July 30 Will Be Tobacco Day in Massachusetts—A Fine Program Arranged.

HARTFORD, June 28.—In the Connecticut Valley, the rainfall for June so far is the heaviest since 1903. And not for 20 years have we known so many wet June days. Yet, though the impression may be that the tobacco crop is later this year, two weeks later than usual some say, it does not follow that the tobacco harvest will be unduly delayed. During the entire month there has been but few genuine hot June days; the weather, even then, was not of burning nature and tobacoc set did not wilt or dry as it did in many setting periods. Resetting was less than it was in many years.

Very little trouble is had with cut worms, but some resetting was caused by plants rotting off after being set.

Cultivation got well under way last week and the crop is looking fine. It is beginning to "spread out" in the earlier set fields. Tobacco got an unusual start and it will come along fast and mature "on time" despite the late planting.

Jerome Fisher, representing E. Rosenwald & Bro. of New York. was at their East Hartford warehouses last week, looking over stock and making shipments to various points of the country, including two carloads to the Philippine Islands.

The motion picture of the tobacco industry of the Connecticut Valley, released in April, has been shown to large houses in California, Oregon, Mississippi, Alabama, Arkansas, North Caroline, South Carolina, Georgia, Virginia, West Virginia, Kentucky, Illinois, Wisconsin, Missouri, Tennessee, Iowa, Kansas, Oklahoma, Texas, Louisiana, Minnesota, South Dakota, North Dakota, New York, New Jersey, Pennsylvania, Maryland, Washington, D. C., Delaware and Ohio. Smokers who have seen the picture have been informed how much labor is required to produce the Connecticut tobacco used in a cigar and how many different processes the leaf has to go through before it can be used in making a cigar.

The Massachusetts Agricultural College has arranged for "Farmers' week" during the last week of July. July 30 will be Tobacco Day, the program for which will be as follows:

9.45 A. M.—Problems of the Tobacco Grower; F. L. Whitmore, Vice-President, New England Tobacco Growers Association.

10.15.—General Topics; J. B. Stewart, President New England Tobacco Growers' Association.

10.45.—Curing and Fermentation Troubles (Canker, Pole Sweat, etc.) 1919 Investigations; G. H. Chapman, Research Physiologist, Massachusetts Experiment Station.

11.15.—The Tobacco Associations and Tobacco Marketing; G. F. Pellissier, General Manager, Connecticut Valley Tobacco Growers' Inc.; 12.30 to 1.30, lunch.

1.30 Relation of Cattle Feeding to the Tobacco Industry. E. K. Hidshman, Pennsylvania State College.

2.30 Experiences with a Combination Tobacco and Dairy Farm. Hon. J. W. Alsop, Avon, Conn.

3.30 General Discussion of Questions on the matters previously presented.

It is expected that the growers from Connecticut will attend this meeting in full force to see what fine crops their Massachusetts neighbors are capable of growing.

The demand for good Connecticut is increasing so it must all be saved and made "merchantable" to meet the growing demand.

Dealers are short of good grades in the 1919 crop owing to pole sweat and development of "canker," and cannot supply the demands of the trade in full.

Several of the smaller packers have been approached to sell their entire packing in one block, but they will not do so, preferring to take care of their established trade.

There is a strong demand for Connecticut tobaccos; prices are firm as the supply is becoming short; customers are buying up the tobacco in cases and bales, and packers, making good sales, are getting short on their stocks.

As the railroad embargoes are off, shipments are being made very fast and large shipments are being made.

Warehouses now are through handling the 1919 crop and have closed for the season, and the employes have gone out on the farms to get another crop planted and grown. X. Y. Z.

Important Consolidation in Milwaukee

The Lewis & Leidersdorf Co., incorporated for $500,000, formed by the consolidation of Fay Lewis & Bros. Co., at 421 Sycamore street, and C. B. Leidersdorf Co., at 275 Milwaukee street. Milwaukee, was formally organized Monday.

These two firms were rated among the largest tobacco wholesale concerns in Milwaukee. The Fay Lewis & Bros. Co. was started in Rockford, Ill., forty-five years ago. It has branched out all over Illinois and Wisconsin. The C. B. Leidersdorf Co. has been a flourishing wholesale concern ever since it was founded in 1906.

The new company will operate from the Fay Lewis offices, 421 Sycamore street, and will handle the leading brands of cigars and tobaccos.

The officers of the new company are: Harry W. Lewis, president; E. C. Hoe, vice president; C. B. Leidersdorf, vice president; Emil Kellner, vice president; E. S. Koehler, treasurer; A. W. Haeuser, secretary, and E. B. Josephson, director.

USE RAFFIA
SAVE TIME
AND
MONEY
Prices on Request
THOMAS B. MEEHAN CO.
Direct Importers of Raffia
Dresher, Pa.

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

FROM THE FIRING LINE

Personal and Trade Jottings

B. N. Duke, the tobacco magnate, is ill at Atlantic City.

—

C. G. Douglas has purchased the W. L. Alfred cigar store in Tacoma, Wash.

—

D. H. Dunham is to open a package store, which will include cigars, at Sturgeon Bay, Wis.

—

Frank Fraundorf and Albert Buchti have opened a cigar store and billiard hall in Hartford, Wis.

—

Frankel, Gerdts & Co., of San Francisco, report an increased demand for Natividad clear Havanas.

—

Howard Casperry, who has been with the Juan Ovarez Cigar Co. for some time, is no longer connected with that company.

—

Determan & Co., Inc., a leaf tobacco house at 175 Front street, New York, says that Manila tobacco is in strong demand.

—

Wm. Forge, Burlington, Wis., whose erstwhile saloon was hit by the drouth, will engage in the cigar and confectionery business.

—

M. Halkin has sold his cigar store at 871 Intervale Avenue, the Bronx, New York, to Burstein Bros. The deal was consummated last Thursday.

—

Louis Goodman has succeeded Morris Kay as manager of the American Exchange Cigar Co.'s branch factory at 1790 First avenue, New York.

—

Timothy J. Sullivan, of New London, Conn., has joined the sales force of the Liggett & Myers Tobacco Co. He will work in Connecticut territory.

—

A. H. Sprung, Jr., of A. H. Sprung & Son, of New York, is on a trip to Rochester, and other points in Western New York, in behalf of the Lone Queen.

—

The Cook syndicate, which recently acquired the Republic building in St. Louis, has leased the ground floor at the corner to the Charles P. Stanley Cigar Co.

—

H. L. Judell, of H. L. Judell & Co., of San Francisco, will be one of the important and popular veterans at the G. A. R. National Encampment at Indianapolis.

—

I. Franklin, who makes cigars for local trade, at 581½ East 161st Street, New York, says that he sells more 10c. cigars now in one day than he did during an entire week a year ago.

—

A. H. Sprung, Sr., of A. H. Sprung & Son, manufacturers of the Lone Queen Cigar, at 2702 Third Ave., New York, is on an extended visit to Middletown, Montecello, and other places in the Catskills, New York.

—

The Lawrence Mercantile Co., of Lawrence, Kans., wholesale tobaccos, confectionery, etc., has been incorporated with a capital stock of $50,000. The incorporators are Carl W. Mettner, Dick Williams, and A. E. Bussel.

—

The Interborough Cigar Co., distributors for I Lewis Cigar Mfg. Co., says John Ruskin, and Flor de Melba are having a big run, and that the distributor is having a *hard* run to secure goods, with which to fill orders.

—

L. Kirshberg, sales representative of the Ideal Cigar Co., of the Bronx, has taken so many orders lately for Ideal Garcia, that he finds it necessary to help out in the factory, so as to get the goods ready for delivery.

—

The Fred C. Phelan Tobacco Co., long located in the Libby Block on Congress Street, Portland, Me., is the occupant of new and improved quarters in the premises formerly occupied by the Smith-Somes Co.

—

Lew. Snyder, the combination maker and general manager for A. H. Sprung & Son, of 2702 Third avenue, New York, says that the Lone Queen Cigar is constantly adding new admirers to her long string of devoted friends.

—

José Romeo Co., manufacturer of mild Havana cigars at 220 Bowery, New York, says that Flor de Romeo, and Romeo Grand, are such excellent self-sellers that the factory is kept on the jump to satisfy the growing demands.

—

Tableporter Bros., of 19 Astor Place, New York, have one of the oldest cigar stores in New York. It was established by their father, the late Joseph Tableporter, in 1864. This firm puts out the Philmora brand, made in 26 sizes. Retail prices are 10 to 25c.

Harry Blum, of Natural Bloom fame, is about to open a new cigar factory, in order that he may become long on stock which is now very short. He says he hopes to give his customers better service in the near future than they have recently been getting.

—

S. H. Furgatch & Co., of New York, received a letter Monday, requesting the shipment of all cigar orders which the house had sent to the company, and which were yet unfilled. Some of the unfilled orders from this customer, Mr. Furgatch says, dates back to May, 1919.

—

M. Puch, proprietor of the Melrose Cigar Co., at 481 East 169th Street, New York, says that the cost of production has risen to such a point, that selling cigars at present prices is like swapping dollars, and giving something "to boot." His leaders are La Carma, and Imperial Club.

—

Advocates of the sales floor plan now say that the Auction Tobacco Sales Co., to be incorporated in Lancaster, Pa., will be established in time to participate in the marketing of the 1920 crop. A meeting to promote the organization of the company will be held in Lancaster, July 11.

—

Henry Siegel, of 36 St. Marks Place, New York, says that he is not concerned about the prevailing tobacco prices, nor interested in the unsettled conditions afflicting the market. He says that he has more than a year's supply, which assures the standard of his brand, Havana Reverie.

—

Charles R. Goldsmith, of Goldsmith & Block, 193 Front street, New York, has just returned from a visit to the firm's packing house at Miamisburg, Ohio. He reports that tobacco buyers have been quite active through that section; consequently, there is very little of anything left in the open market.

—

S. H. Furgatch, of S. H. Furgatch & Co., of 1414 Avenue A, New York, said Monday afternoon that the mails during the day had literally swamped his company with cigar orders, and he followed up the statement by exhibiting the batch of orders which aggregated many, many thousands of cigars.

—

In a circulating library a woman patron was observed always smelling the books when taking out a new volume. On being asked why she did this, she answered that she never chose books that smelled of perfume, but only those that smelled of tobacco. "For," said she, "it is a fact that the best books are always read by men."

—

W. B. Ford and Lee Duke of Tennessee have purchased a lot in Gallatin upon which a $60,000

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

NEVER SAY MATCHES

SAY

VULCAN

No Heads Falling Off

No Flying Sparks

NO AFTERGLOW

THE STANDARD SAFETY MATCH
FOR OVER HALF A CENTURY

Vulcan Match Co., Inc.

26-28 West 44th St.
New York

Telephone Vanderbilt 8176

Receptacles

That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

Your product is protected when handled in these receptacles, because the interest construction is smooth and flawless. Furthermore, these receptacles are sanitary and easily cleaned. The close texture and glossy surface of the fibre prevent the clinging of dust and dirt. The fine appearance lasts under the hardest usage, because the *in-built* color does not run, fade, chip, or wear off.

There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, doffing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate.

Send for special catalogue.

Diamond State Fibre Company
Dept. P.
Bridgeport, Pa. (Near Philadelphia)
In Canada—Diamond State Fibre Company of Canada, Ltd., Toronto

building for redrying tobacco will be erected, the completion of which will be in time for the coming tobacco season. The plant will be equipped with the most up-to-date machinery and all improved methods will be used in the redrying process.

—

Meltzer & Bagoon have a dandy new store at 401 East 149th Street, at Third avenue, New York. Among the prominent brands in their stock are found: La Primadora, Natural Bloom, Garcia Miranda, Admiration, Rancho, Gato 1871, Garcia Grande, Flor de Cumbal, Prince Hamlet, The Americans, Charles the Great, and Romeo y Julieta.

—

David M. Baum, connected with the office of Julius Klorfein, gives it as his personal opinion that prices of cigars must, of necessity, go higher. He says he bases his conclusions on a combination of circumstances. In his opinion the present cost of production does not provide a reasonable margin of profit, if indeed there is any profit to be found.

—

Suspicion was excited in New Bedford, Mass., last week when a man walked into George Bouviers' Washington Square Pharmacy and offered for sale ten dozen cans of Prince Albert smoking tobacco at $1.20 per dozen. Offering such a staple brand at 33 cents lower than the present market price, caused surmise to be made that the tobacco had been stolen.

—

Kenneth Baillie, Pacific Coast representative of the I. Lewis Cigar Mfg. Co., reports that the company's San Francisco distributor, the Testa Cigar Co., is supplied with all Lewis goods excepting Ruskins and Tellonettes. These lines are oversold and supplies are coming in slowly. Demand for the entire line of Lewis goods, however, is excellent.

—

A. Wirtenberg, wholesale and retail tobacconist, of 137 Fourth Avenue, corner of 13th Street, New York, who has been "on the job" at the place for thirty-seven years, has in his Fourth Avenue window a very fine display of José Hermanos. And in his 13th street window he has an equally attractive display of Wirtenberg's Clear Havana Smokers, at 8c.

—

Brands featured by Seide & Cousins are Pinzon, Rey Eduardo, Mi Favorita, American, Admiration, Mapacuba, Prince Hamlet, Garcia Grande, Robert Burns, Natural Bloom, Rancho, and Garcia Miranda. Two new brands obtaining particular favor are Royal Poet, made by S. Monday & Sons and Ideal Garcia made by the Ideal Cigar Co. Of cigarettes and smoking tobacco, an unusually good line is carried.

—

M. J. Levi, general manager for Julius Klorfein, says that the sales forces, both city and outside, are actively "on the job" piling up orders for Garcia Grande, while he himself is putting forth every effort to comply with the requests of numerous jobbers who are clamoring to take on the brand. He says that his first duty, however, is to supply the wants of old customers, but will accept new accounts as soon as it becomes possible.

—

Samuel Cohen, star salesman for Oscar Friedman, of 108 Grand street, New York, has been finding it comparatively easy to take orders for Jean Bart, but is soon to undertake a more serious proposition, and may take "orders" from—another Friedman, no relation to Oscar. Sam. is on the cards to become a Benedict, August 1, on which date he is to lead Miss Tutie Friedman to the matrimonial altar, at the Regina Massion in Brooklyn.

—

H. Rosenzwig and M. Solowitz, proprietors of the Ideal Cigar Co., of 1283 Franklin Avenue, New York, are rushing work to meet demands for their leader, Ideal Garcia, which they have, within the past four months, popularized in the Bronx and adjacent territory. Ideal Garcias are Havana fillers, with shade wrappers, made in seven sizes, ranging in prices from 10c. to 3 for 50c. They are packed in boxes of 25 and 50, and in tin cans of 50.

—

S. J. Vanecek, cigar manufacturer, of 496 East 163rd Street, New York, says that the topsy-turvy conditions now prevailing in the tobacco market make it next to impossible to duplicate products. Substitutes, he says, have to be resorted to, and by the time they are blended and tried-out, one finds that the prices have been jacked up to an almost prohibitive height, if, indeed, they are to be had at all. Mr. Vanecek makes the Elsmere brand, Havana, in all the popular sizes.

—

Seide & Cousins, at 512 Willis Avenue, the Bronx, New York, are putting the finishing touches to a nifty store that promises to be a rendezvous for many smokers. A telephone booth, and a special humidor, the only fixtures not yet emplaced, will be installed so quickly as such work can be done, these days. But the store, showing evidence of shrewd and careful management, is doing an excellent business. Over the door, a lettered invitation to customers says: "Why pay more for cigars?"

—

At a meeting of the Board of Directors of the Consolidated Cigar Corporation, Friday, the treasurer reported net earnings for the first five months of the current fiscal year of $1,134,-101, which is at the rate of approximately $23 per share on the 90,000 shares of outstanding common stock, after allowing for the estimated amount of Federal taxes. In consideration of this showing the directors declared a quarterly dividend of $1.75 a share on the common stock, payable July 15, thus placing the common stock on a $7 per annum basis.

Trade Notes From Near and Far

Thank you is a part of every customer's change.—The United Shield.

—

The Auburn Tobacco Co. of Auburn, N. Y., has increased its capital from $40,000 to $200,000.

—

Roig & Langsdorf have established a tobacco stemmery at Steinsburg, Pa. Harry Weaver is foreman.

—

H. Friedberg, president of Friedberg Bros., Inc., returned to Louisville Saturday, after a ten days' visit to the New York headquarters.

—

In Janesville, Wis., the packing of last year's tobacco crop is almost complete, but some of the warehouses will be busy for several weeks yet cleaning up.

—

Yale Brevda & Son, leaf tobacco importers and exporters, have moved from 87 Delancey street to the I. B. Krinsky building at 135 Grand street, New York.

—

Joseph Winnick is general manager of the Vigilant Mercantile Agency for the tobacco trade, a new concern located in the Longacre building, New York.

—

Frank Greenberg, president of the Romero Diaz Cigar Co., of 125 Grand street, New York, departed Saturday for a short vacation in Sullivan County, New York.

Nathan Krinsky, of the Federal Cigarette & Tobacco Co., is making preparations for an early departure to Europe, where some important business relations are to be established.

—

Of the most popular brand of cigarettes consumed in Italy, 370,000,000 were sold in one month recently, compared with an average of 200,000,000 during the same period a year ago.

—

J. A. Reeder, a Missaukee county farmer, declares that tobacco can be raised successfully in Michigan, asserting that it will stand more frost than beans. He says it will bring a return of $1,000 an acre.

—

Edward Friedberg, treasurer of Friedberg Bros., Inc., is out superintending the packing of hogshead tobaccos of the 1919 crop in the corporation's plants at Jerusalem, Barnesville, Woodsfield, and Bellaire, Ohio.

—

Max Herzog is getting ready to start out on a circuit which will take him through New England and back around into western states, in the interest of the Federal Cigarette & Tobacco Co., of 135 Grand street, New York.

—

Morris Friedberg, New York manager for Friedberg Bros., Inc., and secretary of that important corporation, reports that purchases of 1919 Burley, Green River and one sucker tobacco made by the company in considerable quantities at comparatively low prices, are proving to be very satisfactory. "The tobacco is coming out fine."

The *Deutscher Reichsanzeiger* announces that the reduction in the tobacco tax to September 30, 1920, will be: For cigars, 75 per cent; for cigarettes in the five highest tax classes, 50 per cent; for fine-cut smoking tobacco in the two highest tax classes, 20 per cent of the full tobacco-tax rates. However, the tobacco tax for cigarettes will not be reduced to less than 87 marks per thousand, and for fine-cut smoking tobacco not to less than 32 marks per kilo (2.2 pounds).

—

Capital stock of $50,000,000, the largest amount authorized in Massachusetts, is provided for in the charter of Liggett's International Ltd., Inc., which was granted by the Commissioner of Corporations in Massachusetts last week. The company, which receives the right to engage in many lines from drugs to live stocks, manufacturing and real estate, is to be a holding company, it is understood, for the United Drug Company's foreign subsidiaries, including Boots' Pure Drug Company, Ltd., a British chain system of several hundred stores recently acquired.

—

The business of American Tobacco Co. is breaking all records. In the five months ending June 1, net earnings increased $2,000,000 over the corresponding period of 1919, while the gain in gross amounted to $12,000,000. This is an annual rate of nearly $5,000,000 increase for net and $29,000,000 gross. If these earnings are continued through the year the American Tobacco Co. will show $11 a share more on its old common share capital after taxes than it did in 1919. Also the business of the company's cigar subsidiary, the American Cigar Co., is also showing up in excellent shape. There is little doubt now that this company will also establish new record figures for both gross and net.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

UNION LEADER

SMOKING TOBACCO

INDEPENDENCE DAY

"IT is my living sentiment, and by the blessing of God it shall be my dying sentiment —Independence now and Independence forever!"

—DANIEL WEBSTER

"E Pluribus Unum"

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York City

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED
DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

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IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

Tobacco Shipments Arriving

LEAF TOBACCO FROM HOLLAND.

Per S. S. Lewis Luckenbach. Arrived June 24.
Consignees:

New York—	Bales
Irving National Bank	236
American Exchange National Bank	199
Hinsdale, Smith & Co	382

Per S. S. Noordam. Arrived June 22.
Consignees:

New York—	Bales
American Sumatra Tobacco Co	51
E. Rosenwald & Bro	24
Max Maier	20
Duys & Co	481

UNSTEMMED TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Noordam. Arrived June 22.
Consignees:

New York—	Bales
Hugo Muller & Co	78
Chas. Y. Waxelbaum & Co	53
J. H. Goetze & Co	147
Cullman Bros.	28
S. Rossin & Sons	117

Per S. S. Noordam. Arrived June 22
Consignees:

New York—	Cases
E. Rosenwald & Bro	275
Cullman Bros.	256
E. Rosenwald & Bro. (samples)	1
American Cigar Co. (samples)	3
General Cigar Co. (samples)	289
Chas. Y. Waxelbaum	87
American Express Co	1

Per S. S. Lewis Luckenbach. Arrived June 24.
Consignees:

New York—	Cases
Americana Malaya Trading Co	1

SHIPMENTS FROM ROTTERDAM, HOLLAND.

Per S. S. Noordam. Arrived June 22.
To Baltimore, W. v. Doorn, 41 bales tobacco. To Cincinnati, W. O. Smith & Co. (in bond), 51 bales tobacco. To Detroit, W. O. Smith & Co., 27 bales leaf tobacco.

LEAF TOBACCO FROM HAMBURG.

Per S. S. Mongolia. Arrived June 25.
Consignees:

New York—	Bales
Rosco Trading Co	20

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Andyp. Arrived June 18.
Consignees:

New York—	Cases
S. Rossin & Son	141

LEAF TOBACCO FROM HOLLAND.

Per S. S. Rotterdam. Arrived June 1.
Consignees:

New York—	Bales
W. O. Smith & Co	22
H. Duys & Co	300
Van Doorn & Co	20

Per S. S. Rotterdam. Arrived June 1.
Consignees:

New York—	Bales
Amer. Exchg. Nat'l Bank	174
J. H. Goetze & Co	15
C. T. Waselbaum & Co	35
Amer. Sumatra Tob. Co	36

Per S. S. Rotterdam. Arrived June 1.
Consignees:

New York—	Cases
Irving National Bank	12
Cullman Bros.	12
E. Rosenwald & Bro	77
S. Rossin & Sons	54

Per S. S. Rotterdam. Arrived June 1.
Consignees:

New York—	Cases
E. Rosenwald & Bro	2
S. Rossin & Sons	279

Per S. S. Anglo Egyptian. Arrived June 5.
Consignees:

New York—	Cases
American Bluefreivem, Inc	69
A. J. Fries & Co	1

LEAF TOBACCO FROM HOLLAND.

Consignees:

New York—	Cases
American Bluefreivem Co	327

TOBACCO FROM HOLLAND VIA BREMEN, GERMANY.

Per S. S. West Ekong. Arr. June 5.
Consignees:

New York—	Bales
H. Duys & Co	39

Per S. S. Maracaibo. Arrived June 5.
Consignees:

New York—	Cases
Infanzon Rodriquez	28

LEAF TOBACCO FROM GREECE.

Per S. S. Megali Helles. Arrived June 23.
Consignees:

New York—	Bales
Silas Helakas	51
Harloalabuas Bros.	94
Spinos Labataklos	161
A. Talafakio	41
J. M. Halid	32
Hanoloupios & Co	43
C. Maloboculan	48
Order	80
Order	509

Per S. S. Susquehanna. Arr. June 1.
Consignees:

New York—	Bales
P. Lorillard & Co	808
American Tobacco Co	802
Irving National Bank	614
Melachrino Tob. Trading Co	200

Per S. S. Susquehanna. Arr. June 1.
Consignees:

New York—	Bales
Order	816

Per S. S. Themostocles. Arrived June 18.
Consignees:

New York—	Bales
Charalanba Bros.	981
Banque D'Orient	308
D. Gorgas	254
C. Pasco	439
D. Reis	68
Katsika & Co	74
H. Procopian	224
Order	919
Standard Com'l Trad'g Co	27,275

Per S. S. Schoharie. Arrived May 23.
Consignees:

New York—	Bales
Order	411
Amercian Tobacco Co	336
Max Meyer	800
F. Lorillard Co	1,254

Per S. S. Alleppo. Arrived June 14.
Consignees:

New York—	Bales
Order	7,402
Order	5,900

Per S. S. Alleppo. Arrived June 14.
Consignees:

New York—	Cases
Order	34
Order	56

Per S. S. Docket. Arrived June 18.
Consignees:

New York—	Bales
Order	4,202

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.
Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE
The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.
H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

DON'T HIDE YOUR WEEK-END TINS

IT amounts to *Buried Treasure* when you dealers don't display your Week-End Tins of Natural Cigarettes.

You'd be surprised at the brisk sales that attend a conspicuous showing of these handsome tins---tins that sell at a handsome profit to you. Why bury them in the case or on the shelves, when they'll sell themselves in great shape if you'll only set them out where people can see them?

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE

Schinasi Brothers, Inc., 1790 Broadway, New York City

TOBACCO FROM CAVALLA.

Per S. S. Alleppo. Arrived June 14.

Consignees:

New York—	Bales
Liggett & Myers Tobacco Co.	1,750
Order	15,568
Liggett & Meyers Tobacco Co.	1,750
Export Tobacco Co.	170
Poulides Bros.	327
P. Lorillard & Co.	1,859
American Tobacco Co.	2,025
Order	56

Per S. S. Alleppo. Arrived June 14.

Consignees:

New York—	Cases
Poulides Bros.	25
Order	10

TOBACCO FROM SAMSUN.

Per S. S. Hadden. Arrived June 16.

Consignees:

New York—	Bales
Melachrino Trading Co.	400
Liggett & Myers Tob. Co.	1,495
American Tob. Co.	845
P. Lorillard & Co.	1,447
M. Meyer	285

Per S. S. Chester Valley. Arr. June 5.

Consignees:

New York—	Bales
Order	46,756
Order	8,485

LEAF TOBACCO FROM CHINA.

Per S. S. Suveric. Arrived June 20.

Consignees:

New York—	Bales
Innis & Co.	527
Arnold Bros.	2
Order	15

CIGARS FROM JAMAICA.

Per S. S. Santa Marto. Arrived June 24.

Consignees:

New York—	Cases
British-American Tobacco Co.	20

Per S. S. Cristobal. Arrived June 24.

Consignees:

New York—	Cases
Lorillard & Co.	1

Per S. S. Totari Maru. Arr. June 10.

Consignees:

New York—	Bales
Bankers' Trust Co.	500

SCRAP TOBACCO FROM THE PHILIPPINES.

Per S. S. Melville Dollar. Arrived June 16.

Consignees:

New York—	Bales
H. Duys & Co.	250
S. M. Berger	30

TOBACCO FROM THE PHILIPPINES.

Per S. S. Melville Dollar. Arrived June 16.

Consignees:

New York—	Bales
Hartman Pacific Co.	42
Order	1

LEAF TOBACCO FROM BRAZIL.

Per S. S. Lake Gaither. Arrived June 19.

Consignees:

New York—	Pack
Adolf Hirsch & Co., Inc.	1

TOBACCO FROM ENGLAND.

Per S. S. Manhattan. Arrived June 24.

Consignees:

New York	Cases
Order	1

TOBACCO FROM ALGIERS, AFRICA.

Per S. S. Trejillissun. Arrived June 23.

Consignees:

New York—	Bales
Gaston, Williams & Wigmore	242

TOBACCO FROM INDIA.

Per S. S. Astern. Arrived June 21.

Consignees:

New York—	Bales
Lynch Bros.	18
Order	300

Per S. S. Alsten. Arrived June 20.

Consignees:

New York—	Bags
Lynch Bros., Ltd.	1
Order	2
Order	20

The Right to Sell.

(*Continued from page 3*)

hands, with nothing to conceal, but determined to make a straightforward aggressive fight for the re-establishment in actual practice of those constitutional guarantees of commercial liberty which have obtained since the foundation of the republic.

"Business men and individuals, we believe, are getting tired of bureaus, boards and red tape, out of date since the armistice. They want to be let alone so that they can restore as quickly as possible normal conditions.

"What we need is to be allowed to work out our own salvation.

"We covet your good will in our litigation."

As a logical proposition, I have never seen much in the replacement value business. Because the next lot of goods will cost more and have to be resold for more, I have never seen any real reason for marking up the old stock, particularly when you are already making a good profit on it. But it has always been done, and in every sense is a custom of the trade—of all trades, in fact.

Nor do I believe there is anything in the Lever Act to prevent it.—*Modern Merchant.*

Chicago Gleanings.

(*Continued from page 32*)

Son Cigar Co.; Massey Bros., Granite City, Ill.; La Fayette-Smith Grocer Co., Springfield, Ill.; Scudder-Gale Grocer Co., St. Louis; New York Stores Mercantile Co., Cairo, Ill.; Benson-Heckler Cigar Co., Paris, Ill.; Hetherington & Hetherington, Harrisburg, Ill., on their Romeo-Garcia brand; Union News Co., St. Louis, and Carbondale Grocer Co., Carbondale, Ill., on their Flor-De-Bellini brand, and the Kohl-Meyer Grocer Co., of Centralia, Ill., who will distribute the El-Sirrah brand.

The White Owl is enjoying a healthy sale at 10 cents.

Very few out-of-town salesmen are calling here, strikes and being over-sold are the reasons.

The Western Cigar Box Manufacturers' Association held their annual convention here June 21 and 22.

Men who deal in drugs, both retail and wholesale, composing the membership of the Illinois Pharmaceutical Association, held their annual convention at Rockford, Ill., June 22 and 23. The annual convention of the Illinois Traveling Druggists' Association was held at Rockford on the same days.

H. L. H.

Classified Advertisements

New England Representative

WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR SALE—The following cigar labels with titles:

14,500 sets Alexander the Great-Ins, outs and edging and 500M Bands for $400.
11,000 Sets Lord Vincent, 3 pieces, and edging, for $250.
7,500 Sets Eugene Sue—Ins, outs and edging, and 100M Bands, for $200.
4,800 Sets The Hofbrau—Ins, outs and 83M Bands, for $125.
8,000 Sets Cambridge—Ins, outs, tags and 86M Bands, for $200.
7,500 Sets Lizella, 4 piece set and edging, for $100.
3,500 Sets Charmion—Ins and outs, for $25.
6,000 Sets Grandioso—Ins and outs, for $75.
7,000 Sets La Vio—Ins and outs, and 200M Bands, for $200.
5,000 Sets America—Ins and outs, for $25.
3,500 Sets La Soretta—Ins, outs and edging, and 380M Bands, for $200.

JOHN W. MERRIAM & CO.,
101 Spring St. New York.
Ju-8

SALESMAN TO COVER TERRITORY WHERE WE ARE NOT REPRESENTED ON CLASS B AND C GOODS. MUST BE EXPERIENCED AND CONTROL TRADE. S. MONDAY & SONS, 34 SOUTH 1ST ST., BROOKLYN, N. Y.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

A Mild Aromatic Smoke

S. PALO Y CA.

SIMON BATT CO., Prop.

Office 458 Broome St., New York

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 East 63d Street, New York City

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

A Bargain In Cigar Labels and Bands

On account of the prevailing high cost and scarcity of material, labor, etc., we have decided to close out and discontinue a large number of attractive stock labels with title and design rights.

We are also closing out at exceptionally low prices the entire line of stock labels formerly made by Krueger & Braun, of which firm we are the successors.

We still have a quantity of attractive stock cigar bands which we will also close out at prices far below the present cost of producing such bands

Write for samples and prices.

WM. STEINER, SONS & CO., 257 W. 17th Street NEW YORK CITY

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

TOBACCO

ESTABLISHED 1886

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Produced by Speculation and Diplomatic Pressure

Foreign Exchange Conditions May Be Somewhat Artificial Because Certain Things Have Been Dictated—President De Pillis of the Matoaka Tobacco Co. Speaks Informatively Relative to What He Saw in Europe—Pertinent Comment Regarding Matters That Affect the American Tobacco Trade.

Though experts may differ or disagree, regarding foreign exchange and the extent to which the tobacco trade may be affected by fluctuations on the money market, information is always welcome.

And, in proportion to the ability, judgment and experience of the speaker, will authoritativeness be associated with the opinion advanced.

In discussing the exchange question, or rather certain interesting phases of foreign exchange, President De Pillis of the Matoaka Tobacco Co., last week, said:

"As I read the report of the annual meeting of the Tobacco Association of the United States at Atlantic City, I was deeply interested. And with special interest I noted the statements made by President Carrington and Mr. Walker.

"I would like to put in front of my report concerning conditions in Europe the words which Mr. Walker used at the end of his speech: 'A little less hysteria, a little more sanity, a little more vision and a little less parochialism, a little more courage and a little less fear of the troubles that never really happen, will go a long way towards helping us during the next few years to make America the kind of country we all want America to be.'

"However, some things look different to me, after my visit to Europe. Recently, I returned from Europe via Havana. In Europe I spent nearly six months traveling from Scandinavia through central Europe, France and England, visiting Belgium, Holland and Spain several times.

"On the question of leaf tobacco production, I am more inclined to accept the opinion of Mr. Carrington.

"I do not think that European exchange now is based according to the real demand. European exchange as it is today, is a result of tremendous speculation on one side and political and diplomatic pressure on the other. That can be proven very easily. If the commercial balances of the different countries were the bases of exchange, Danish exchange would have to be higher than Swedish or Norwegian. Copenhagen today is the most important port of Northern Europe. The merchants of Denmark are the middle men in the trade between the United States and Great Britain, or better said, the entire oversea world, with the banking for those countries and the demand for dollars and the shortage of same are artificially organized. For this reason Copenhagen shows a lower exchange than Stockholm and Christiania. Belgium is the only country in Europe who came out of the war without any debts, being reimbursed for her war expenses by Great Britain and France on one side and Germany on the other. Taking the exchange of Belgium and France, it is absolutely incomprehensible for the observer, why the Belgian Franc should go down with the French exchange.

"Belgium was the first country that started to work in earnest after the war and there is little left of the war, with the exception of former battle fields. The Belgian people were working all through the war and there is no sign of relaxation.

"The value of the Swiss Franc in comparison to the French Franc seems to be out of proportion. It is easier to buy in France with the French Franc than with the Swiss Franc in Switzerland, while the exchange value of the Swiss Franc is more than twice the French.

"It is absolutely impossible to understand how some of the other exchange is based, as for instance, the Roumanian Leu, is higher than the German Mark, being probably based only on the fact that there is sufficient food, Roumania and the good will and confidence of the allied powers still lasts.

"Less easy to understand is the difference in the exchange between Czechoslovak Krone and the Austrian Krone, the Austrian Krone and Yugoslav Krone, and finally the Yugoslav Krone and the Servian Dinar. Whatever trouble there may be in Austria has this reason in the exchange. *The exchange is not a result of conditions alone.* The exchange was dictated.

"The diplomatic representatives at Prague all are of the opinion that Yugoslavia and Austria are one commercial unit. They have been united for a thousand years, therefore, cannot be separated by the decision of one conference. People of other countries have shown an earnest desire to go back to work no greater than Austrians.

"It is true that through the hysteria of some of the Vienna bankers pessimistic reports have been circulated and they have caused great harm.

"Everybody knows that despite the reduced size and population of Austria, that diminished nation still will be the center of a greater group of countries, in commercial and intellectual matters.

"Further it is known that in the former kingdom of Bohemia, 40 per cent of the population are Austrians and this part of the population are producing 70 per cent of all the manufactured goods of Bohemia, while Austrian landlords are the owners of the land.

'Yugoslavia formerly belonging to Austria, is an agricultural country and the big landlords are Austrians.

'When the war ended the seller of agricultural products had advantage over the buyer. Such conditions may change within an astonishing short time.

"I am using these special conditions to show what is back of our domestic American price situation.

"During the last four years the United States of America have been supplying a great, if not the greater, part of the world with all kinds of prime materials, especially agricultural products, among them, *tobacco.*

"During the last three years, planters in all of the southern states took a greater and more active interest in tobacco, and they raised large crops in accordance with the demand.

"The price for tobacco as well as food stuffs last year was dictated one sidedly to the countries in need of same.

"As a consequence of the high prices of certain materials the British Empire organized its colonies to become independent from the import of American wheat, etc.

"It is hard to say who is to blame, but we may cover the assertion by saying that general hysteria is the reason why the prosperity of last year ended so suddenly.

"How a market can be lost and must be lost if exorbitant prices are charged, is shown, by example, by the sugar production and export from Cuba. The conditions in Europe made it impossible for the European sugar producing countries, Belgium, Bohemia, Austria and Saxony, to produce enough sugar to meet the European demand, and Cuba has been put more to the front as a sugar exporting country. The consequence is that the sugar producers in Cuba were asking such high prices, that nearly all the countries with a suitable climate started, within the last year, to grow sugar cane; in addition, other countries unable to plant cane, started to produce sugar beets and to build refineries. So we can calculate with mathematical accuracy, within two years the sugar exports of Cuba are going to be reduced to the size of two years ago. Cuba may lose a great part of its normal sugar export.

"We are facing the same condition in our general farming, and the difficulty of planting in particular.

"A man may be willing to pay a high price for a glass of water in a desert or for a bottle of whiskey in a country where prohibition prevails, but such prices cannot be considered a real expression of value; so therefore, the question of demand and offer is not always on a sound base.

"It is perfectly correct to say that increased production is necessary for increased prosperity, and it is absolutely incorrect to say that increased production should increase the prices. Most of the European countries are interested in exporting material merely to have a product with which to be able to trade for the goods imported from foreign countries, and the country with a small import is interested in exporting by reason of the fact that increased production is reducing the expense of production and while goods in foreign countries are sold at a lower price than on the domestic market, the price for the domestic market is too reduced by the increased production. This is one of the fundamental laws of economy.

"How then is it possible that we should go so far in our demand of prices, that our customers are forced to take into consideration how in the shortest time they can be independent from our market, as nearly all the countries are trying to be independent of the Cuban sugar market.

"Last year there was a hysteria regarding Leaf Tobacco, prices have been paid which were not the result of market conditions.

"We have this year a leaf tobacco crop in Havana so small that the increased price for Havana leaf may mislead to judge conditions in America.

"We must realize that we have scant chance of exporting American cigarettes while domestic tobacco is more expensive than Turkish and Caucasian.

"Americans are visiting Europe by thousands and they will find how exchange works out in practice. Our ideas in these matters must be reformed.

"Gold will not long be considered the one base to support the credit of a country. In the United States today there is probably more than two-thirds of the gold of the entire world, yet the gold would not cover all that it is supposed to represent. The credit of a nation is based on the natural resources of the country, general wealth and the desire of the population to work and produce."

FIGHT ANTI-TOBACCONISTS

I. H. Weaver, president of the National Cigar Leaf Tobacco Association, appointed the following on the Committee to Fight Anti-Tobacconists: Captain Joseph F. Cullman, Jr., (New York), Fred W. Griffin, (Hartford), Joseph Mendelsohn (New York), Joseph Wedeles (Chicago), Joseph Goldberg (Lancaster), Chas. Fox (New York) and C. W. Kincaid (Troy, O.). This is one of the committees authorized at the Dayton convention.

Tampa Factories Will Not Open as Reported.

TAMPA, July 5.—Contrary to numerous reports current on the streets of Tampa, Ybor, and West Tampa for several weeks the cigar manufacturers will not open their factories Tuesday, July 16. This statement is made upon information received from reliable sources.

Neither striking cigarmakers nor manufacturers will discuss the situation, and while nothing definite can be obtained at present the general belief is that the factories will soon throw open their doors. Just what this will bring about is, naturally, as yet unknown.

Government Weather Report.

WASHINGTON, July 7.—Tobacco made an uneven growth in Kentucky and rain was needed in parts of Tennessee and South Carolina; most of the tobacco crop has been harvested in Florida and curing was commenced in South Carolina.

Restrictions on Trade with Russia Removed

State Department Raises All Bans Except as to War Materials —No Recognition of Soviet—Firms Warned They Will Do Business at Their Own Risk—No Passports Nor Mail Facilities.

WASHINGTON, July 7.—The War Trade Board will make effective tomorrow a new order relaxing war restrictions against trade with enemy countries. The order does away with the bar against trade with a long list of countries which by the Trading With the Enemy Act have thus far since the armistice been held to be still in a state of war with the United States.

The order applies to the order of July 20, 1919, when the War Trade Board was transferred to the State Department. The text of the order and a further order in detail designating articles for which licenses must hereafter be obtained for trade with Russia, Hungary, the Republic of Austria, Bulgaria and Turkey are as follows:

"War Trade Board Ruling 845.—The War Trade Board Section of the Department of State announces that the general enemy trade license described in W. T. B. R. 845, issued July 20, 1919, has been amended, effective July 8, 1920. The above mentioned general enemy trade license as now amended authorizes all persons in the United States, on and after July 8, 1920, to trade and communicate with all persons with whom trade and communication are prohibited by the Trading With the Enemy Act: subject, however, to the following specific limitations and exceptions, to wit:

"1. The above mentioned general license does not affect existing export and import regulations of the War Trade Board section or regulations which may be promulgated hereafter.

"2. The above mentioned general license does not authorize any trade with respect to any property which heretofore, pursuant to the provisions of the Trading With the Enemy Act as amended, has been reported to the Alien Property Custodian or should have been so reported to him, or any property which heretofore, pursuant to the provisions of said act, the Alien Property Custodian has seized or has required to be conveyed, transferred, assigned, delivered or paid over to him; provided, however, that nothing connected in this paragraph 2 shall be held to prohibit communications which constitute merely inquiries or information concerning the property described, or to prohibit trade with respect to any property which the Alien Property Custodian has stated in writing he would not seize or require to be conveyed, delivered or paid over to him.

"War Trade Board Ruling 841.—The War Trade Board Section of the Department of State announces that special export license R. A. C. 77, W. T. B. R. 833, has been extended and reissued, effective July 8, 1920. Special export license R. A. C. 77 as amended, will authorize the exportation by freight or express, without individual licenses to all countries of the world of all commodities whatsoever, except (1), certain commodities as listed below when destined to Russia, Hungary, the Republic of Austria, Bulgaria, of Turkey; (2) arms, ammunition and explosives consigned to China; (3) arms and munitions of war consigned to Mexico, the control over the exportation of which has been vested in the Secretary of State.

"An individual export license must be obtained before any commodities hereinafter mentioned may be exported to Russia, Hungary, the Republic of Austria, Bulgaria or Turkey. The importation into the above named countries of the following commodities will be restricted, and individual export licenses will be granted only in exceptional cases:

"Aircraft and parts of all kinds; apparatus which can be used for the storage or projection of compressed or liquefied gases, flame, acids or other destructive agents; armor plates; armored motor cars; arms of all kinds; barbed wire; camp equipment; military clothing and equipment; electric appliances for use in war; explosives for use in war; field glasses; gases for war purposes; guns and machine guns; gun mountings; limbers and military wagons; military harness or horse equipment; implements and apparatus for manufacture of munitions of war; mines and submarines; projectiles, charges, cartridges and grenades; range finders; searchlights; submarine sound signalling apparatus and materials for wireless telegraphs; torpedoes; warships, including boats and parts that can only be used on a vessel of war.

"Individual export licenses are required for the export to Russia of the following commodities and will be granted when exporters submit evidence that the articles are destined for civil purposes only:

"Locomotives, railroad material and rolling stocks; motor cars, freight or passenger, and parts; the exportation to Russia, the Republic of Austria, Hungary, Bulgaria and Turkey of the following articles, viz., barbed wire, camp equipment, clothing and equipment of a military character, electrical appliances for use in war, and their parts, military wagons and harness or horse equipment of a military character, is forbidden only on account of the military use to which such articles can be put. If exporters have information showing that the articles are destined for civil purposes, the same should be submitted with applications for export licenses.

"Exporters who desire to make shipments under special Export license, R. A. C. 77, need only present their shippers' export declarations (Customs C. A. T. 7525) in duplicate (see W. T. B. R. 828, issued August 21, 1919) to the Collector of Customs at the ports of exit for endorsement to permit the shipments to proceed."

Tobacco Revenue Figures.

WASHINGTON, July 2.—The Bureau of Internal Revenue has just announced tobacco revenue figures for the 11 months from July 1, 1919, to May 31, of this year.

The total receipts for tobacco for May of last year amounted to $19,320,669.28, increasing in May of this year to $23,887,157.91. This is an increase this year of $4,566,488.63.

Receipts for tobacco from July 1, 1918, to May 31, 1919, totaled $186,282,645.70, as compared with $271,231,138.58, for the period from July 1, 1919, to May 31 of this year. This shows an increase for the past year of $84,948,492.88.

Payroll Statistics.

WASHINGTON, July 7.—The Bureau of Labor Statistics of the Department of Labor has the following to say in connection with the changes in wages during the period February 15 to March 15 in the cigar manufacturing industry:

"One establishment granted an increase of 13.6 per cent to 65 per cent of the employees, while 40 per cent of the men in another factory received an increase of 12 per cent. Thirty per cent of the force in one concern were given an increase of 10 per cent. One firm gave an increase of 90 cents per 1,000 to rollers and 60 cents per 1,000 to bunch makers."

Difference in Seasons.

KINSTON, N. C., July 3.—While the local tobacco crop is well on the way to maturity, that in the north is in its infancy. As an indication of the difference in the seasons, while farmers here are beginning to prepare for outing three to six weeks from now, in Connecticut transplanting is only about over. A large acreage has been set out in that state.

UNITED STATES PRODUCTION DURING MAY COMPARED

Figures Supplied by the Bureau of Internal Revenue

Products:		May, 1919	May, 1920
Cigars (large)—			
Class A	No.	157,862,157	147,912,043
Class B	No.	212,229,219	222,030,038
Class C	No.	179,692,106	296,430,341
Class D	No.	1,495,290	6,583,475
Class E	No.	380,977	3,271,931
Total		551,659,749	676,227,828
Cigars (small)	No.	57,611,547	59,943,280
Cigarettes (large)	No.	2,288,249	1,819,298
Cigarettes (small	No.	2,767,699,400	3,953,345,380
Snuff, manufactured	lbs.	2,988,305	3,574,342
Tobacco, manufactured	lbs.	33,340,102	34,875,839
Playing cards	packs	1,873,891	3,042,530

TAX-PAID PRODUCTS FROM PORTO RICO FOR THE MONTH OF APRIL.

Products:		April, 1919	April, 1920
Cigars (large)—			
Class A	No.	735,735	5,278,700
Class B	No.	280,900	4,741,300
Class C	No.	631,710	15,717,276
Class D	No.	.....	580,150
Total		1,648,345	26,317,426
Cigars (small	No.	.....	1,500,000

TAX-PAID PRODUCTS FROM THE PHILIPPINE ISLANDS FOR THE MONTH OF APRIL.

Products:		April, 1919	April, 1920
Cigars (large)—			
Class A	No.	13,976,908	14,892,558
Class B	No.	3,186,288	8,998,703
Class C	No.	274,067	2,528,768
Class D	No.	.....	100
Total		17,437,263	26,420,129
Cigarettes (small)	No.	385,500	364,880
Tobacco, manufactured	lbs.	2	.....

Branching Out For Bigger Snuff Markets

The Long Established House of Scharlin Incorporates and Arranges to Engage More Extensively in Domestic and Export Trade—Established in 1876—Notably Independent—Sidney Scharlin Is President of the New Company.

Established in New York in 1876, and ever since having the thrift and self sufficiency properly characteristic of an enterprise originating in the hundredth year of American independence, the Scharlin snuff business has endured, increased, prospered and stood alone.

From the outset, the Scharlins, well knowing what they could do, being very sure of their ability to do well, have been sturdily disinclined to enter into any combinations or mergers. Again and again, unhesitatingly, they refused the "big money" offered in exchange for proprietary rights. The undenied merit, the widespread fame of Scharlin's snuff made others eager enough to go to great lengths in endeavors to acquire the Scharlin brands. But financial inducements, however tempting, never persuaded those who prefered to be independent and free from all entangling alliances.

Though extreme prudence always has distinguished the management of the business, the accretions each year were very substantial. Developments of trade first were local and then national in extent. The production of snuff in the United States for the year 1876 amounted to 3,317,084 pounds. In 1919, United States output of snuff totaled 34,895,173 pounds.

Favorable opportunities to obtain greatly increased business, both in this country and abroad, are too important now to be overlooked or ignored.

Responding to the urgent demand for increased production, the Scharlin business had to expand. And when expansion had been decided upon, S. Scharlin & Son, with praiseworthy thoroughness, arranged to procure all the equipment that would be advantageous in developing domestic and export trade. The Scharlin Snuff & Tobacco Corporation, organized under the laws of the State of New York and capitalized conservatively at $500,000 became the successor of S. Scharlin & Son. The officers of the company are Sidney Scharlin, president and K. V. Campbell, secretary and treasurer. Sidney Scharlin, K. V. Campbell, John P. Dunne, Joseph Fritsch, Jr., and Richard Ryan form the directorate.

Sidney Scharlin, the president of the company, is a man well and favorably known in New York, aside from his connection with the tobacco business. He has excellent standing in financial circles. And at one time he represented a New York assembly district in the State Legislature.

Though they will be carefully developed, along lines associated with safety and profit, the plans for the extension and addition of business are large and far reaching. Exports to Europe, especially to the Scandinavian countries, to Asia, Africa, the West Indies, South America and Australasia are likely to be notably greater in the near future.

But the trade of the new company will have for its chief feature the snuffs that the Scharlins have manufactured successfully for more than 40 years; namely: Gambetta, Stockholm, Cook's Scotch, Maccaboy, Goeteborg, Denmark, Sweet Scotch, Italian Snuffs, Russian Snuffs.

The best specials are the Gambetta, Denmark, Maccaboy and Scotch Snuff, both salt and sweet.

Gambetta is a French Rappee made from Virginia tobacco. It is used for inhaling exclusively. Scotch snuff, or eating snuff is used extensively by the colored population of Louisiana, Mississippi, Arkansas, Oklahoma, and other Southern and Western States. The sweet Scotch is made by treating the leaves of tobacco with a preparation of licorice. Scotch is used chiefly for dipping and is consumed in great quantities in the Carolinas. The Scotch snuff is salted, as opposed to sweetening and is used for the mouth. Maccaboy, the aristocrat of snuffs, is used both for inhaling and the mouth. It is highly perfumed, the attar of roses gives it the preferred odor. Maccaboy is consumed very largely in New England. Virginia, Tennessee and Kentucky tobaccos are used in its manufacture. Denmark and Russian snuffs also will be manufactured.

Washington Grangers Fight Tobacco

By JOEL SHOMAKER,
National Organizer Lions of Liberty.

SEATTLE, Wash., July 2.—The Washington State Grange has come out as an open enemy of tobacco, and the membership proposes entering the anti-campaign, for a law, prohibiting the "growing, manufacture, sale and use of tobacco, in all forms." That course was decided at the last session of the State organization, recently held at Aberdeen. The State Master, William Bouck, set the ball rolling, in his annual address, when he announced that nicotine must go before the moral reform wave.

The Grange is a State branch of the national order Patrons of Husbandry, one of the oldest and most respected farmer organizations. But the order, in the State of Washington, does not stand by all of the first principles, so it has been having numerous disputes with the national body. The founders of the society built up the organization on the basis of no meddling in religion or politics. Out in Washington the leaders, in the past few years, have advocated too much politics, of the socialistic trend, so they have been called to account, and the former Master, C. E. Kegley, almost lost his seat in the national convention.

There has been trouble ahead for a long time for the Washington grangers, because they mixed politics with their farmer-meetings. The present Master was arrested on a federal charge of violating the espionage act, by talking against war provisions, but was released after a long investigation. It has been the policy of the State organization to join in almost all of the anti-campaigns in politics, Prohibition and general public matters. So there is no ripple of excitement on the reform waves since the decision to fight tobacco.

The question is one of duration and not so much of principle. When they fought alcohol it was because it made men too sociable. Now they are scoring on tobacco because its use produces peace and contentment. The next fight may be on beans, because they are rich in food of the fat-making type. Then they may war on hot-cakes and maple syrup for the reason that they tend to make one disagreeable. Like the man who had been baptized into the church and was "ready for dispute," the self-styled reformers are always ready to dispute the personal liberty rights of all comers and goers not accepting their ideas.

One farmer in the Yakima Valley of Washington, had a ten-acre field planted to hop-vines. He plowed up the vines and planted peach trees. His reform notions would not permit the growing of hops as the burrs were used in making beer. When the peach orchard came into full-bearing and there was a surplus of unmarketable fruits, the first man to call and offer a fair price for the over-ripe and cull peaches was the representative of a firm manufacturing peach brandy. The good man lifted his hat, scratched his head for fifteen seconds and exclaimed:

"Well, what's the use? I just as well raise hops to make beer as to grow peaches to make brandy. I don't drink either. Let the other fellow attend to his own business, and I will attend to mine."

The great problem of the day is to get men and women to see themselves as other see them—meddlers in the private affairs of others—and, seeing themselves as they should, take the hint and attend to their own business. That applies particularly to the use of tobacco, which is more a private, personal affair than a public, or law-regulating proposition. The users of tobacco are not criminals, nor does the nicotine contained in tobacco, have a tendency to produce crime, riotous living, or disregard for the rights of others.

Washington farmers do not produce tobacco, for home use or for the markets of the world. They are more interested in hay, grain, potatoes, fruits and dairy products. But every farmer in the State would file as many protests as he could write, or have others to write, with the law-making authorities, should bills be introduced in Congress, seeking the enactment of laws prohibiting the growing of alfalfa, because its blossoms feed bees, bees make honey and honey makes alcohol. So would they protest against official meddling in the growing of berries, used for summer drinks, on which some people some times get intoxicated.

The sudden outburst of anti-tobacco sentiment, among organizations formed for more noble purposes than the opposing of a legitimate and honorable business, brings forth a question as to the origin of all the anti-Americanism now cursing the country, dividing the people and destroying business. Is it not of questionable origin? When a public speaker or writer says that the opposition to tobacco is for the reason that its use makes men peaceable when they should be riled up and on the fight all the time, does not that suggest that there is an ulterior motive, a dart of destruction, a serpent of venomous nature or a secret enemy, at home or abroad, dictating the forces of reform?

Sumptuary laws have been tried, in former periods of the world's history, and they always worked against the common people. They had the desired effect of creating class distinction and digging a gulf between the rich and the poor. The enacting of laws, taking away the personal liberties of individuals—making it criminal to eat, smoke or drink—marks the beginning of more abominable legislation tending to autocracy and making it possible for certain officials to handle the franchises, dictate how citizens shall vote, tell men where they may work and what hours they shall be employed. The whole tendency of prohibition is to enslave the plain American people.

Partisan politics offers no solution of present troubles on the tobacco question, or on any other question wherein the rights, liberties and privileges of American citizens are involved. The conventions of both national parties have been held, and, although in some quarters, the legislation prohibiting the exercising of personal liberty was under consideration, both parties seemed frightened over the anti-uprising, and were willing to sacrifice the constitutional rights of the common people, in order to present a winning platform for the presidential campaign.

The most important question before the American people today is the settling of the rights of citizenship. Under existing conditions, it is within the power of elected representatives, to enact laws making null and void the fundamentals of our government, regarding the rights, liberties and pursuit of happiness of the individuals, without listening to petitions, permitting arguments, verbal, printed or otherwise, and not subject to referendum votes of those interested. That means a new form of the old system of taxation without representation, and imposed upon the people by their agents, elected by partisan votes, and supposed friends.

It is time for the organizing of an American party that will insist on a return to first principles, an observance of the doctrines of the Declaration of Independence and the Constitution of the United States. It is time the people got together and decided on nominating all officials, from the President down to Justice of the Peace, by the people, and electing by popular vote. It is time that all laws of national importance be subjected to referendum voice of the people and that the appointing power of partisan politicians be changed to selection according to ability and efficiency of applicants.

Let us get back to the rule of the people and put a stop to this everlasting sumptuary legislation, in the interest of the few alleged reformers, workers on the pay-rolls of the mills of unrest.

M. A. SOLA & CO.

M. A. Sola, of J. Sola & Co., a leaf tobacco house, of 228 Pearl street, New York, has purchased the interests of his brother, J. Sola, and has put his own name in front, making the style of firm M. A. Sola & Co.

This house heretofore has made a specialty of Porto Rican tobacco. But now, under changed conditions, in addition to the regular line, the firm handles some select types of Domestic fillers, such as, Wisconsin Wrapper B's, table sorted; 1918 Connecticut Shade Grown; Connecticut Broad Leaf; 1917 Connecticut Havana seed, and Connecticut primed tobaccos, which are resweated in bulk, Mr. Sola says, stripped in the regular Porto Rican manner, then kept in barrels for at least two months before they reach the manufacturers.

Mr. Sola says that experience proves to him that under such processes, fillers obtain a degree of perfection that makes them a much better article than the average filler of the same class.

He calls attention to the fact that farmers in the Connecticut and Wisconsin sections have of late years improved their methods of cultivation, fertilization, soil treatment, etc., to such an extent that they are now producing a far superior article to what they did in years past.

The need of a good filler at a moderate price is plain, and Mr. Sola seems firmly convinced that Connecticut and Wisconsin tobaccos can best meet the requirements.

Up-to-Date Smoking Room Feature of Woman's Club

WASHINGTON, July 4.—A special sanctum for Lady Nicotine is the very latest in women's clubs here.

A real and up-to-date smoking room is the feature of the Women's City Club of Washington, affording a new thrill to the Puritanical atmosphere pervading the capital. The club has 3,300 women members, many of whom are prominent in national affairs, with an initiation fee of $10 and the membership fee of like amount. The club raised $70,000 and purchased as its home the historic old Mary Scott Townsend house, which for a brief time during the Roosevelt administration, was called the executive mansion, as the Roosevelt family lived there while the White House was undergoing repairs.

By a liberal use of funds the smoking room was luxuriously fitted up with convenient smoking stands and other comforts that make it the most attractive quarter in the club—and the most popular.

Irving Meyer Drowned

SMITHTOWN, L. I., July 6.—The body of Irving Meyer, a friend and guest of William Collier, the actor, at his estate here, was found tonight by a searching party in St. James Bay. Meyer and Louis Gadliardi, a son of the caretaker of the Collier estate, have been missing since Saturday afternoon when they set out in a canoe for the clam beds.

Meyer was a manufacturer of cigars and cigarettes, with offices at 100 Fifth Avenue, New York. He was single and lived at 151 West 105th Street. He was a member of the Friars' Club. Surviving him are two sisters, the Misses Adelaide and Mabel Meyer, and two brothers, Jerome and Leonard Meyer. Meyer was 35 years old.

Steiners Buy Stock of Labels

Wm. Steiner, Sons & Co., lithographic specialists, have purchased the complete line of exceptionally fine cigar labels, which were lithographed and formerly carried in stock by the well known lithographic house of L. E. Neumann & Co.

There are, no doubt, some fine designs of highly colored labels in this elaborate collection, which could be utilized by cigar manufacturers, to good advantage. Many of these could be used as private designs hereafter, as they will no longer be carried in stock.

By purchasing labels in this way, one could become sole owner of a private design at comparatively small cost. Of course, they could be reproduced at will of the cigar manufacturers owning the designs.

"Greek Tobacco and Cigarettes" Versus Turkish

From London *Tobacco Trade Review*

SIR:—I and a good many others, especially all the old Greek scholars and great admirers of ancient, mediæval, and modern Greece, are very pleased indeed to see the Phil-Hellenic letters of your correspondents in several of the issues of *The Tobacco Trade Review*, as well as in the daily Press, where they all suggest that it is time that we should rehabilitate Greece, our Ally, as the country of origin of this excellent and worldwide-known tobacco and cigarettes, to which all must agree.

There is no reason whatever for manufacturers, tobacconists and brokers, as well as importers, to keep on advertising and creating such a goodwill for the murderous and uncivilized Turks, seeing that this class of tobacco is grown in Greek Macedonia and her islands, and especially that Cavalla and all the surrounding tobacco-growing districts have been now evacuated by the ruthless Bulgarians and have fallen to the original inheritors, viz., the Hellenic nation, who fought in Macedonia, etc., against the Bulgarians and the Turks (as well as their German and Austrian allies). As General Milner, from Salonica and New Greece, and other military men have reported in the Press, in a very worthy and admirable manner they fought, and the consequence was Bulgaria surrendered, and the prestige of our friends and allies, the Greeks, once more will be in the zenith of its power as of old.

No Englishman, Frenchman, or American will, as a matter of fact, forget the great services of the "Hellenic nation" and its Grand Old Man, the Greek Premier, M. E. Venizelos, an old friend of England, France and America.

Greece, a most powerful State for her size, took a great part in the late war; innumerable of her subjects fought under the British and French flags on the Western front as well as other parts, irrespective of Greece as a nation, which also fought principally in the Balkan States against the common enemy with her Allies. We are fully aware that Smyrna, Asia Minor, will be annexed to Greece, and Constantinople will be under their guardianship, the Turks being total strangers and outsiders, making it a free port for trade purposes. Smyrna is also a large tobacco-producing country, as well as certain districts of Constantinople, including the Dodecanese Islands. The inhabitants of the latter islands, who are all Greek people, have lately started growing tobacco leaf, as they also do in Cyprus.

I may mention that many smokers of these excellent cigarettes, like myself, hate the idea to have to ask in every tobacco shop they go to for Turkish cigarettes, well knowing the fact that they do not really exist. As one of your correspondents, Mr. Nicholas Papanicoly (brother of the eminent Dr. John Papanicoly) wrote in the *Globe* and other newspapers, as well as in *The Tobacco Trade Review*, the name "Turkish" sounds "Deutsches uber alles" with blood and iron, and suggested that it should be erased from our vocabulary after all the crimes the Turks have committed on all their subject races.

Will you be good enough to allow me to remind our people of Great Britain of our very old connection and standing with glorious traditional Greece through your valuable journal, that Greece must not be forgotten by any means in the minds of her very old English friends and protectors?—Yours, etc.

FREDERICK LANG (Lieut.-Col.).
89, Pall-mall, London, S.W. 1.

Efficiency is all right, but you have got to accompany efficiency with work and principle. Do your duty and don't expect that someone is going to present you with a bouquet for doing it.

If there were no business difficulties or disappointments you would be overrun with competition. So recognize in them blessings, and take advantage of them wherever you can.

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JULY 8, 1920

THE BIG MONEY IN CANDY

The United States is today the largest consumer of sugar in the world, and most of its excess consumption is in the form of candy and sweet drinks. On the other hand, the candy industry is still in a highly undeveloped state as compared with similar industries such as tobacco or chewing-gum. In other words, it is not so well organized. There are no dominating large concerns but rather a multiplicity of small producers. At the present time the main interest of the industry is focused upon the production rather than in market competition, as the demand is still much greater than the supply.

"However," as Max Goldstein remarks in the *Magazine of Wall Street,* new capital is flowing into the industry, the more easily as there are no outstanding large combinations to fight, and it is only a question of time when competitive conditions, the growth of large producing combinations, and other signs of the development of an industry will be noticed in the candy business. An important angle, therefore, from which to look at any candy company of today is to consider what its position is likely to be as the industry develops."

At the present time there are two important factors affecting the industry, one demand, the other supply. The coming of prohibition, as every writer who has ever mentioned sugar has had occasion to remark, has greatly increased the demand for candy and sweet drinks for physical and psychological reasons. Not only does sugar supply to some extent the stimulation which alcohol gives, but the soft-drink parlor is the nearest approach to the atmosphere of the bar that the Eighteenth Amendment permits.

From the standpoint of supply, the shortage of sugar is the important thing. The shortage, be it noticed, is to a large extent caused by this very increase of activity in the candy and allied industries, as they are estimated to be accountable for one-third of the sugar consumption of the United States. In any case, there can be no doubt that the sugar scarcity is hampering production, while to some extent the competitive bidding of the candy producers for the limited supply of sugar has caused the prices which have so greatly raised their production costs. Of course the candy producers had an advantage in this bidding in that the demand for their products has been so great that they knew they could pass on any increase in production costs to their consumers. This has been the case particularly since the prices of candy products, formerly practically fixed by convention, have been made more flexible and the public has become used to paying odd amounts like 6, 7 and 14 cents, where it formerly paid just nickels and dimes.

AT ROOSEVELT'S GRAVE

"The cemetery is small, situated on a rather steep knoll, and the path that leads up from the entrance is too narrow for a carriage. At the highest part, overlooking a quiet harbor of the sound, and enclosed by a simple, high iron fencing, lies the grave of Theodore Roosevelt. There is no pretence, no ostentation—just peace and quiet and reverence under shady trees, with grass and flowers all around. . . .

"A beautiful piece of granite, chaste in design and carving, marks the grave. A simple inscription tells who is buried there—not a word to tell of his greatness.

"This stone is flanked on either side by two tall evergreens, like soldiers, straight-standing and fearless. Then, back of these, are growing lilies-of-the-valley, iris and wild violets. At the foot of the grave, just inside the gates, are two smaller bushes. . . .

"The show of greatness is not needed. . .

"Nor were there lacking signs of the affection that is felt for him. In front of the two iron gates the ground has been worn bare from the feet of those who have made a pilgrimage to this shrine.

"There on the grave lay a little bunch of violets tied around with a string—the gift, perhaps, from some tiny child; close by was a simple spray of lilacs, now beginning to wither in the warm sun; over by the granite stone was a beautiful cluster of pure white Easter lilies; here some pansies, there some sweet-smelling blossoms—and all the tribute of loving thoughts, of stimulated ideals."—Ransford Mix Beach in the July St. Nicholas.

AN OUTSPOKEN BANKER

According to the viewpoint of a prominent Chicago banker, who is quoted in the *Magazine of Wall Street,* the orgy of extravagance and waste has about burned itself out, and the American people are waking to the prospect of a season of sane, practical, thriftful prosperity after a long nightmare of spurious joy in a fool's paradise. Furthermore, he believes there are many influences that will prevent a violent readjustment. There is a shortage of many necessities; government expenditures still continue on an extravagant scale; crop conditions are far from favorable and the country's railroads are unable to provide proper transportation facilities. Then there are the high wages being paid labor and the very high taxes—neither of which shows any indication of dropping speedily.

Against these factors, which make for continued high prices, is the fact that the public itself has the power to control prices through increasing or diminishing demand. That power is now being exerted, for the public has reached its spending limit and is applying the brakes in a sensible manner.

TOBACCO HAS SMALL ACREAGE

Since the estimate of 216,400 harvested acres of tobacco in the United States made by the Bureau of Crop Estimates, United States Department of Agriculture, for 1863, the area has irregularly increased to 1,647,100 acres in 1918 and 1,901,200 acres in 1919, with intermediate census acreages from 1879 to 1909.

Tobacco is one of the "principal" crops, and is rated as one of considerable importance from a national point of view and of high importance within the limits of some of the States, and yet the area occupied by it is a very insignificant fraction of farm and of crop area. The census for 1909 found 1,294,911 acres devoted to tobacco, and this area was 0.41 per cent of the total crop area and 0.15 per cent of the farm area.

OLD BUT ETERNALLY TRUE

Benjamin Franklin tells of stopping at a street corner where a crowd was gathered for an auction. The crowd was conversing on the badness of the times and one of the company called to a plain old man with white locks. "Pray, Father Abraham, what think you of the times? Will not these heavy taxes quite ruin the country? What would you advise us to?"

"Friends," he replied, "the taxes are indeed very heavy, and, if those laid on by the government were the only ones we had to pay, we might more easily discharge them, but we have many others and much more grievous to some of us.

"We are taxed twice as much by our idleness, three times as much by our pride, and four times as much by our folly; and from these taxes the commissioners cannot ease or deliver us, by allowing an abatement.

"However, let us harken to good advice, and something may be done for us; God helps them that help themselves, as Poor Richard says."

Franklin is immortal because he is universal. He died 130 years ago, but his words have the ring of something that might have been spoken by a wise man this morning. Franklin spoke to the people of his time and of all time.

Read the anecdote of Father Abraham once more—and think it over.—*Tampa Times.*

YOUR LIBERTY BOND

The United States Government borrowed money from you to finance the War. You hold the Government's promise to pay you back. This promise is called a Liberty Bond or Victory Note. On this Bond is stated the conditions under which the Government borrowed the money from you.

For instance: If you hold a Bond of the Third Liberty Loan, it states that on April 15th and October 15th of each year until maturity, you will receive interest on the amount you paid for the Bond. Other issues bear other rates of interest and other maturity dates, all of which are clearly stated on the Bond.

Now, if you keep your Bond until the date when the Government pays you in full for it, you do not need to worry if, in the meantime, the price is low one day or high the next. You and Uncle Sam are living up to your agreement with each other, and neither will lose by it.

On the other hand, if you sell your Liberty Bond now, you will find that the man you sell it to will not give you a dollar for every dollar you paid for it. The price has been brought down because so many people are offering to sell their Bonds. If the market is flooded with tomatoes, you can buy them cheap, but if everyone is clamoring for tomatoes and there are few to be had, the price goes up. The same is true of Liberty Bonds. Short-sighted people are dumping them on the market, and wise ones are buying them.

The best advice that can be given to the owner of a Liberty Bond is this: Hold the bond you bought during the war; it is as safe and sound as the United States Government itself.

Buy as many more at the present low rate as you can afford. If you hold them to maturity, you are bound to make the difference between what they sell now and their face value. You will also receive good interest on your investment.

Hold on to your Liberty Bonds and buy more.

WAREHOUSES AND STEMMERIES
CAGUAS,
JUNCOS,
SAN LORENZO,
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GROWERS & PACKERS OF

PORTO RICO TOBACCO,

SPECIALIZING IN SELECT STRIPPED

SEED FILLERS

228 PEARL STREET,

NEW YORK CITY

We have some good PORTO-RICO stripped fillers at present market prices.

We are specializing in select stripped DOMESTIC fillers, sweated in bulk and stripped in PORTO-RICO, such as OLD WISCONSIN, CONNECTICUT SHADE GROWN, CONNECTICUT BROAD LEAF, 1916 CONNECTICUT HAVANA SEED, and CONNECTICUT PRIMES.

Because, with the improved culture in recent years, these types of tobacco have attained such degree of perfection, that they can be successfully blended to suit the public taste for a mild and sweet smoke.

We realize the necessity of marketing these tobaccos in the interest of the MANUFACTURER.

Samples and prices cheerfully submitted.

M. A. SOLA & CO.

Constantine Tobacco Corporation's New Factory

E. H. Constantine, Universally Recognized Tobacco Expert, Heads Big Enterprise—Manufacturing Cigarettes for Export—To Exploit American Market Shortly—Most Modern Machinery in Use.

A first class cigarette factory, fitted with excellent equipment, was recently put into operation by Constantine Tobacco Corporation, at 457 and 459 Broome street, New York, where, for some time to come, production will be exclusively for Export trade, though a little later on this Corporation will produce various blends, especially adapted to the American market.

The Constantine brands have already made long and rapid strides in foreign countries. Despite the fact that these cigarettes are comparatively new, the demand for them has already become far greater than the production. The demands from Europe, South America, India, and the Far East, are especially great.

The corporation is formulating plans for an extensive campaign throughout this country in the interests of the Constantine brands.

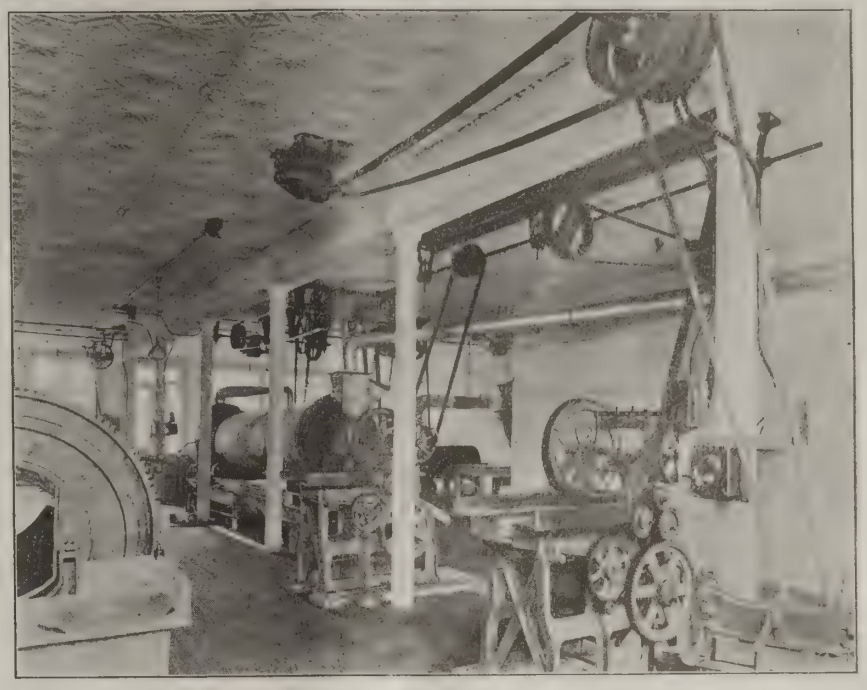
Two floors of the Broome street building, are in operation, and several brands are being produced, among which are the Marathon Virginia, (mild strength), put up in vacuum, air-tight, tin cans,

Factory Building, 457-459 Broome St., N. Y.

E. H. Constantine, President and General Manager

Air-Tight Tin Container, for 50 Cigarettes

Blending Apparatus

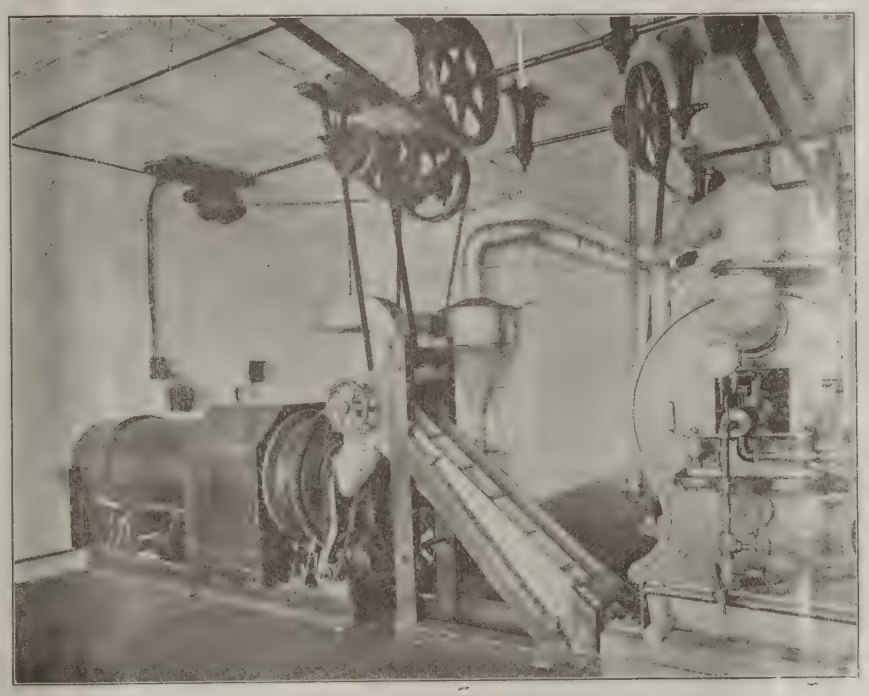


Another View of Drying Machines

of 50s. This method of air-tight packing keeps cigarettes in perfect condition, regardless of time and atmospheric changes. That is one of the various reasons for the great and growing popularity of Constantine brands, especially in countries where it is absolutely necessary that American-made cigarettes be protected against severe climatic changes. Other brands include the Marathon in boxes of 20s, Egyptian style, which the Constantine Tobacco Corporation is planning to place on the domestic market in the near future. But the most attractive package is the regulation pouch, containing 20 of the Constantine Blend, a brand that is in unusually big demand in foreign countries, because of its quality and price. This brand also, is shortly to be exploited on the domestic market.

Another of the Constantine products, is the Riverside brand manufactured of Virginia tobacco, and packed in air-tight cans of 50s.

The Constantine factory is equipped with the most modern machines and appliances with all facilities possible to meet every requirement of its clients. Chiefly among its latest equipment are the well known Standard cigarette-making machines and packing machines manufactured by the American Machine & Foundry Company; the latest Himoff patent tobacco cutters; the Adt dryer, cooler and casing machines, and the Ludington pouch making machines. Its equipment also includes the improved labeling and soldering machines for the brands put up in cans. Every improvement and appliance has been installed to give the factory as near as practicable, an automatic operation, and maximum production will be assured at all times.

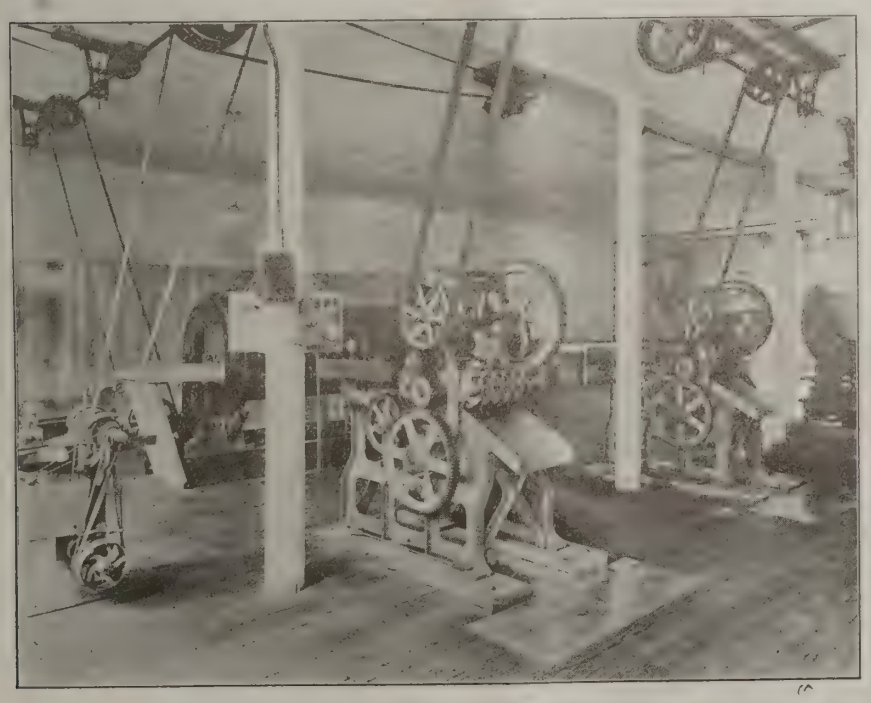


View Showing Dryer and Cooler

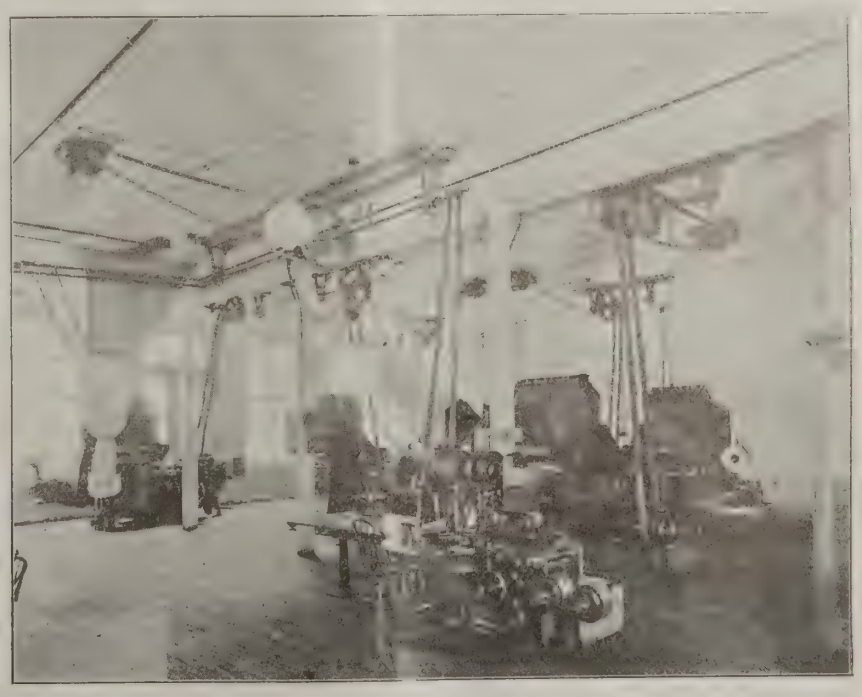
E. H. Constantine, president and general manager of the Constantine Tobacco Corporation, is universally known for his experience and ability in the manufacture of cigarettes. Excepting his experiences in Europe, Mr. Constantine's most interesting experiences were his activities in the Orient, where, during and immediately following the Russo-Japanese War, he was president and general manager, of a large cigarette factory in Seoul, Korea. Later he became manager and tobacco expert of the Nanyang Brothers Tobacco Company of Shanghai and Hong Kong, China, which is one of the largest cigarette manufacturing concerns in the world. This corporation, as all tobacco men know, is enjoying great success, producing approximately 25,000,000 cigarettes daily, and is an extremely heavy buyer of American tobacco. After several years' association with the Nanyang people, Mr. Constantine resigned his position as manager last year to establish the Broome Street factory. He is ably assisted by Edward V. Murphy, a young man of sterling qualities, who possesses marked executive ability.

Additional floor space has recently been acquired by the Constantine Tobacco Corporation and the installation of more machinery and appliances is rapidly progressing; and with the operation of its entire plant the Constantine factory will be one of the foremost in the cigarette industry.

No new factory has ever been fitted up with more up-to-date labor-saving devices.



Battery of Cutters and Casing Machines



Battery of Standard Cigarette Machines

Tobacco as the Harbinger of Peace and Good Will

Concentration or Trustification Progressing in Holland—A Few Huge Firms Will Survive as the Fittest—More Efficiency and Better Quality Expected as the Result—Price Control in the Hands of a Few Is Apprehended.

AMSTERDAM, June 21.—The Dutch tobacco market is celebrating its resurrection. After the strikes, paralyzing transportation and woefully curtailing business, have all been settled, there has been a revival of trade. The Sumatra crop has at last been put on the market and the good old trade days of pre-war times seem to have returned. Tobacco men of the warring countries are meeting here in a bloodless, friendly contest for the weed. War hysteria and animosities seem to be forgotten. Markets here and at Rotterdam are crowded with buyers from all parts of the world. The world thirsting for tobacco, was and is the significance of those eager gatherings.

The big liners had landed quite a crowd of Yankees who took a prominent part in the proceedings. There were a goodly number of Germans present, again for the first time. England, of course, was well represented. Dutch merchants for the first time since the beginning of the war could greet a number of old customers and friends.

In the sample rooms one could see Americans, Germans and Englishmen sitting side by side, testing the weeds and cracking jokes, just as if neither of them had been throwing hand grenades at one another. The Sumatra crop proved to be a great attraction.

The sale of May 29 marked a new epoch in the history of tobacco. It was an epochal day for the tobacco trade of the world. International trade will do more to bring about peace on earth than all the peace treaties, concocted by so-called statesmen, combined. The tobacco trade is, by nature, peculiarly international and in its revival, so manifest recently, it may be considered the true harbinger of peace.

There will be two more sale days for Sumatra, July 7 and 16, and one more for Java, July 29. The crop of 1919 is wholly, very good. There was great demand for the pale colors.

In the meantime the tendency of concentration continues. The Big Fellows are swallowing the Little Fellows. The Deli Batavia Co. bought the Amsterdam Deli Co., and the Deli Co. bought the Amsterdam Langkat Co. Two well known companies are a thing of the past and soon will be forgotten, although their stockholders have pocketed a pretty sum of money.

The smaller concerns will gradually all be absorbed by the larger companies. Although everybody sees the big trust in the making there is hardly a stir in the tobacco world. Most of the business men interested say it is merely a financial transaction affecting stockholders only. No one doubts that the colonial tobacco business will be in very few hands within a short time. There are optimists who believe concentration will eliminate waste and unnecessary costs in production. Tobacco ought to become cheaper, accordingly. Once the big men of finance get a solid grip on tobacco planting, they will introduce the most modern methods of efficiency and science, in order to improve the quality of tobacco, optimists think. The Big Fellows will also eliminate speculation to a large extent; will do away with sudden price fluctuations and put the trade upon a firmer basis, which is another optimistic expectation, while the skeptics scent an autocratic price control, embellished with a funeral procession of extinct tobacco merchants, extirpated as anachronisms in a relentless age of science, progress and economy.

It is conceded that the Deli Co., after concluding pending negotiations with a number of smaller concerns, will soon be the sole master of Sumatra.

The Deli Batavia announces it has sold its whole crop of 1919, 11,438 bales of tobacco, to the General Cigar Co. of New York at an average price of 4.25 guilders per pound.

The Serdang Cultuur Co. sold the whole crop of 1919 at an average price of 2.20 guilders, while the Deli Cultuur Co. sold its whole crop of 4,945 bales at an average price of 300 Dutch cents per pound. The Deli Langkat's 1919 crop amounted to 1,626 bales. Of the crop of 1920 only 2,000 bales at the most will be put in the market, according to an agreement with the planters.

TOBACCO STATE MONOPOLIES

Big Increase of Business in France—The Incomes and Troubles of Some Other Countries

PARIS, June 20.—According to figures published by the management of the Tobacco State Monopoly of France the business is increasing astoundingly, although in gauging the boom the drop in the value of money will have to be taken into consideration. During the month of April tobacco and tobacco products to the amount of 119 million francs were sold. During the month of April, 1919, the total amounted to only 68 million francs. In other words, there was an increase of 75 per cent.

During the first four months of the year the Monopoly sold goods amounting to 437 million francs, double the total of the previous year's corresponding period.

The income from the sale of matches increased in proportion. During April, 1920, 9 million francs were taken in for matches, compared with 7 millions during April, 1919.

The State Monopoly of Italy had a strike on hand and was forced to increase wages enormously. Consequently the management was compelled to increase the price of all manufactured tobacco goods. The popular Virginia and the Toscana cigars were raised from 35 to 45 centesimi, the price of the Macedonia cigarette, smoked by everybody, was raised from 10 to 15 centesimi.

The sale of the Austrian Monopoly has been abandoned. French capitalists who were after the business have given up the plan, on account of the uncertainty of Austrian money value. The Austrian government is now looking for a foreign concern that would take over the management on a percentage basis.

The Austrian trade journal *Trafikanten—Zeitung* says it is surprised at the government's attitude and says it can not understand why foreigners should be called in, while Austrians had so much more experience in handling the business.

The real reason why the Austrian government wants to lease the Monopoly to foreigners, however, is quite obvious. State management no longer pays, because the workmen and women are loafing on the job, thus increasing the cost of production enormously. It is expected that private management, not concerned with the political sentiment of workers, would show better results economically.

Revolutionary changes, brought about by the war, have changed the attitude of workers, principally in all the Central and Eastern States of Europe. The loafing tendency, called also passive resistance, is partly explained by the malnutrition from which the laboring classes are suffering. Lack of food takes the starch out of labor and kills ambition. Of course, foreign management would not overcome this part of the labor trouble. However, foreign capital would get better terms on purchases of tobacco.

The managers of the Monopoly stores in Austria have been on the anxious seat for some time. Uncertainty as to what is to become of them has had a benumbing effect upon the trade. The Austrian minister of finance announces he has succeeded in buying enough tobacco to keep the industry going for a few months longer.

The new tax on raw tobacco imposed by Switzerland, trebled since Jan. 27, is most seriously affecting imports from North America, as the tax is based on weight, and North American tobacco shows a higher specific weight than other grades. Consequently the price of North American tobacco, mostly used in the manufacture of "bouts" in Western Switzerland, is soaring. Swiss production has decreased on account of the 48 hour week. The cost of production has gone up as a result of higher wages for less work. The industry has raised prices all around. A package of "stumpen," containing 10, is now from 70 to 75 centimes. The price of "Brissagos" and "Toscani" was raised 12 francs per 1,000, in the better grades 14, and in the highest grades even 20 francs. Wages have risen 20 per cent. Besides the hours were shortened and the workmen were granted vacations with pay.

INTERNATIONAL TRADE NOTES

Java and Madura Exports Increased

Tobacco exported by Java and Madura increased handsomely during the last year, according to statistics made public recently. Export of leaf tobacco during 1919 amounted to 32,392 tons, compared with only 1,007 tons in 1918 and 1,878 tons in 1917.

France Pushes Kamerun Tobacco

France expects to derive a considerable proportion of tobacco needed in manufacturing from Kamerun, the former German colony, given to France by the treaty of Versailles. The Germans started Sumatra plantations in Kamerun. Some tobacco reached Bremen and Hamburg, but whether the venture ever was a financial success is rather doubtful. Whether French enthusiasm will do any better remains to be seen. M. Thilliard, the new Inspector of Agriculture, whom the French government sent to Kamerun, reports back that tobacco planting should be encouraged by all means, according to *La Depeche Coloniale*. There is a labor shortage in Kamerun, says M. Thilliard, and strong methods should be applied to overcome it. The inspector's report looks like a plea for the introduction of "compulsory labor," otherwise known as slavery.

International Trade Notes

Privy Councillor Sander, for 44 years chief of the Lotzbeck firm in Lahr, died in Freiburg, Baden, recently. He was 80 years old. In 1899 he celebrated the 125th anniversary of the Lotzbeck firm.

The General Oriental Tobacco Company of Amsterdam has added to its capital stock and expects to extend its business of buying and shipping tobacco from the East.

The Amsterdam Tobacco Sales

AMSTERDAM, June 19.—From the cable message of the 16th you will have learned that after all the sale of June 25 will not be postponed. Although all companies tried very hard to put up for sale also part of their 1919 crop they did not succeed, so that the 16,621 bales are composed of 1916, 1917 and 1918 tobacco, mostly thirds and broken leaf, and it may be expected that this sale will not be of any interest for the American buyers.

On Friday the 18th, a Java sale was held of about 49,271 bales, but there was no good tobacco in it. The Vorstenlanden were very dry and more binder than wrapper material and besides 70 bales of Djoewiring, as said sold to Duys, there was not a single bale suitable for your country.

A New Millionaire Hobo

At Amsterdam a Dutch-Czecho-Slovakian "trading company" has been formed. Its capital is three million Dutch guilders and its name is *Hobo*. It will sell tobacco to the Prague government, which is continuing the former Austrian tobacco monopoly in the new republic. French capitalists are negotiating for a lease of the monopoly for a term of years, promising a loan in return.

Wisconsin Outlook.

EDGERTON, Wis., July 2.—The 1920 tobacco crop is in the field, or nearly so; very little tobacco is left to transplant. It has an early start under favorable weather conditions. There is plenty of moisture in the soil, and warm weather with frequent showers, now hoped for, will push it to early maturity. Two summer months and the harvest will be on, and the interest of the tobacco industry will center around the market conditions of the 1920 Wisconsin. Looking back upon the year that is past since the 1919 was harvested, the Wisconsin growers and buyers have reason to remember it with pleasure. There was no speculative stampede on the part of the packers to buy before the crop was curing in the shed. The growers knew what they sold, and the buyers knew what they bought. Prices were, on the whole, such as to give the grower a reasonable return for his labor and risk, and very little difficulty was experienced at the time of delivery. The principal drawback of the season was the lack of moisture during the winter months to bring the tobacco into condition for stripping. The stripping season was unusually late, and this, together with the universal shortage of labor, brought the assorting season down past mid-summer; most of the warehouses going strong into the month of July. In spite of these hindrances the work has been taken care of, and the crop will be available for the manufacturer not much later than during former years. 1919 was characterized as an "era of good feeling" in the Wisconsin tobacco market, and with good reason. There are no indications of any new policy on the part of either growers or buyers as far as the new crop is concerned. No one is looking for field buying or any untoward scramble for the new crop, but all have entered upon the production of the new crop with the confident expectation of realizing as well on the 1920 as they did on the 1919, and of being able to dispose of it under the favorable circumstances of good will and fair play which characterized the past.—*Edgerton Reporter.*

Big Fire in San Francisco

SAN FRANCISCO, Cal., July 1.—Fire damaged Petri Italian-American Tobacco Cigar Company, 409-17 Jackson street. Loss, $400,000.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

Several thousand bales, being our first shipments of 1919 crop Sumatra Tobacco have arrived, consisting of the cream of the crop, all strictly light fancy tobaccos of big yielding capacities:

DELI MY/DELI TOEWA
DELI MY/C
DELI MY/K
DELI MY/M
DELI MY/AB
DELI MY/PG
MEDAN TAB MY/TR/DELI
SENNAH DELI

The tremendous scarcity of fancy light tobacco in the 1919 crop is a well established fact and the above tobacco will be of great interest to those cigar manufacturers who aim to keep up the quality and reputation of their product by using the best produced on the Island of Sumatra.

★ ★ ★

H. DUYS & CO.

Incorporated

142 Water Street New York

The Acknowledged Leaders in Sumatra and Java Wrappers

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"
Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - - NORTH CAROLINA, U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

R. B. SEMPLE

LEAF TOBACCO

MARTINSVILLE VIRGINIA, U. S. A.

Cable "Tyack" — Codes { Western Union / Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES

CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Southern News Notes

It's Virginia-Carolina!

'Way back in good ole eighty-four,
When I could first remember,
On the front of every segar store,
From January to December,
Was a beautiful bright red banner
With a cut of a forty-niner,
Sayin', simply, in this manner:
"Here's the best tobacco—
Because it's Virginia-Carolina!"

Then, on every pack o' cibarets,
That came with a jockey picture,
You'd surely find about the pets,
Just as a forefront fixture
In vari-colored litho label,
"These cigarets can be no finer
Either in actual fact or fable,
Why?
Because they're Virginia-Carolina!"

So, ever since those happy days,
Before aeroplanes could fly,
Or we ever heard of various ways
To make our nation wet or dry,
I got the very pleasant habit
Of looking for that single liner,
And then jumping like a rabbit,
For that famous slogan—
"It's Virginia-Carolina!"

(THE SMOKER.)

An Important New Company.

O. W. Dudley & Sons, Inc., a new company, succeeding the well-known firm of O. W. Dudley & Son, at Danville, Va., though capitalized at $250,000, has assets, of prestige and advantage, that "no amount of money could buy." For Col. O. W. Dudley, founder of the business and president of the company, has been identified actively and most honorably in the tobacco trade at Danville, Va., since 1876. In the Southern leaf tobacco business, he is one of the men most favorably known throughout the country.

Of the company, H. Estes Dudley is vice-president and Oliver Witcher Dudley, Jr., is secretary and treasurer.

After the kibosh was put on the Kaiser, Oliver Witcher Dudley, Jr., who saw service during the great war, became associated with his father in the tobacco business. He is a very bright, capable young man, and to him, recently was accorded the honor of being elected vice-president of the Danville Tobacco Association.

Ship Takes 1,000 Hogsheads

NORFOLK, Va., June 25.—Approximately a million dollars' worth of tobacco was taken out this morning for Bristol, England, by the British steamer Chicago City, which loaded the cargo, about a thousand hogsheads, at the wharves of the Security Storage and Warehouse Corp.

The vessel arrived here with a part general cargo from New York and lost no time in completing her load.

She passed in the capes Wednesday evening, was docked at 10 a. m. Thursday and sailed about 5 a. m. today, taking on a small quantity of bunker coal in addition to the tobacco.

New Zealand Representative on a Visit to Larus Bros.

RICHMOND, Va., July 3.—Grover C. Dula, president of the Stone Motor Company, Buick distributors, had a conversation recently with N. H. Barlow, New Zealand representative for Larus Bros., tobacco manufacturers of this city, in which he stated that the Buick and Ford are the most popular selling cars in New Zealand. He also stated that the traffic laws in England and colonies require you to turn to the left, and, on this account, all Buicks which are shipped to that country have a right-hand drive. Mr. Barlow was visiting his firm's headquarters in Richmond.

A BIG GEORGIA FACTORY

Nearing Completion—Will Make Tifton An Important Tobacco Market of State.

TIFTON, Ga., June 30.—Tifton's big stemmery and redrying plant is rapidly nearing completion. Every piece of machinery has been received and as soon as the hoof can be put on a representative of the Imperial Tobacco Company will install it. The contractors expect to have the building completed and ready to receive all of the tobacco sold in this section by Aug. 1.

The factory, over all, will be 600 feet long by 70 feet wide. This is in addition to the machine room, which is 250 feet long and 28 feet wide. The latest improved machinery will be the only kind used. In the drying room will be installed a big, double-stick Philadelphia textile dryer with a capacity of 100,000 pounds per day of ten hours.

After the tobacco has gone through this process, a sample is taken into the small testing room, where the moisture is tested. In this connection it would not be amiss to state that England imposes an extra tax on all tobacco falling below 10 per cent moisture.

Then there is the screen room in which the tobacco will be cleaned before going into the redrying room. The tobacco is then carried into the redrying room and the dirt is taken outside.

A mammoth room for receiving the tobacco sold on the local market is provided in addition to the receiving room for tobacco bought by the Imperial Tobacco Company in other markets.

The big stemming room will employ about 600 people, most of whom will be women. Underneath this room is the basement, to be used for a hogshead storage room and the cooperage shop. The company furnishes all its motor power from its own generators.

The completion of this big plant will firmly establish Tifton as an important tobacco market of the state of Georgia. It is predicted that it will mean more than any other establishment means to Tifton's industrial importance. It can be taken for granted that since the Imperial Tobacco Company is one of the largest buyers of bright tobacco in the United States, that the plant will be enlarged as the needs of the market demand.

O. W. DUDLEY & SON

Dealers in all grades of

Virginia and Carolina Leaf Tobacco and Strips

DANVILLE, VA., U. S. A.

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers — Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

THAT FRENCH TOBACCO DEAL

A long story was published in the New York *Times*, Tuesday morning, to the effect that George J. Whelan, James B. Duke, Thomas F. Ryan, and others, were about to close a deal for the French tobacco monopoly. The story went into considerable details, the important features of which did not seem to be thoroughly authentic.

The same newspaper on Wednesday published a special from Paris, under date of July 6, as follows:

"PARIS, July 6.—The same denial is given today as was given two months ago, when the story was first circulated that the French Government was willing to sell its tobacco monopoly to meet the October bond payment due to America. All officials both in the Revenue and Commerce Departments said today in reply to inquiries that there was no such intention on the part of the French Government. They admitted that an offer has been made indirectly and even considered, but they said that no decision had been arrived at and that it was highly unlikely that the proposal would be accepted.

"At the time the rumor was first current the same denials were made, and it was then stated emphatically that even if the offer should be made it would be refused. The possibility is, however, that the French Government is waiting to see what results are obtained at the Spa conference before having recourse to what must be considered from their point of view a rather desperate measure."

The *Times* followed up the foregoing special from Paris, with the statement hereto appended:

Whelan Refuses Discussion.

"George J. Whelan, who has been conducting negotiations between the American tobacco interests and the French Government, with respect to the purchase of the French tobacco monopoly, refused to comment on the state of the plans yesterday. It is understood, however, that no agreement providing for the sale has been reached.

"In banking quarters there was some doubt as to whether France was considering a sale of the tobacco monopoly to provide funds to meet her share of the Anglo-French loan. It is the understanding here that arrangements to meet this obligation will be made through Great Britain. However, the monopoly has been mentioned as one of the assets which could be sold in the endeavor to raise money.

"Efforts to get France to sell the tobacco monopoly have been going on for a long time, and Mr. Whelan has made two trips to Europe with this end in view."

Tobacco Deal Doubted.

LONDON, July 7.—The *Daily Mail* has made inquiries concerning the New York *Times* statement that an Anglo-American combination is planning the purchase of France's tobacco monopoly. Sir Arthur Churchman, Deputy Chairman of the British-American Tobacco Company, said today: "This is the first intimation I have had of such a deal being in progress."

Another Deputy Chairman of the company said: "I know nothing whatever about it. No tobacco syndicate in the world is going to put up $400,000,000 for such a purpose. There is not that amount of money in the whole industry."

On the other hand, *The Chronicle* says the report did not occasion any surprise in London, and the chance of such a deal going through was regarded as not improbable.

Thomas F. Ryan will sail today on the *Baltic* for Europe, where, it is expected, he will carry on negotiations looking to the purchase by the Ryan-Whelan-Duke syndicate of the French tobacco monopoly. Mr. Ryan has steadfastly refused to comment upon the purpose of his trip abroad, and George J. Whelan, who is regarded as the active factor in whatever transactions are under way, has also refused to make any comment whatever on the reported proposed purchase of the French tobacco monopoly.—*N. Y. Times.*

Italy's Increased Tobacco Revenue

According to the official figures which have just been published, covering the revenue and expenditures of the Italian Government for the first seven months of the current fiscal year, *i. e.*, from July 1, 1919, to January 31, 1920, the gradual improvement which was shown in the first months has continued, says U. S. Trade Commissioner H. C. McLean, who is stationed at Rome. Her increase from tobacco was 184,800,000 lire, which, at par, is equivalent to $36,960,000.

Cigarette Tax Jumps

The cigarette tax in Cuyahoga county, Ohio, this year will amount to $150,900, an increase of $100,000 over last year, County Clerk Haserodt announced recently.

This increase is due to the raise of license fees from $15 to $50 retail and from $50 to $200 wholesale.

One-eighth of the returns will be given to the police fund, one-eighth will go to the county infirmary, and three-quarters to the state.

Retail licenses dropped from 3,581 to 2,930.

Philip Morris Votes Initial Dividend

Directors of Philip Morris & Co., Ltd., have declared an initial dividend of 1 per cent, or ten cents a share. The company was organized in February, 1919, to take over the American business of Philip Morris & Co. and was acquired by the Tobacco Products Corporation, which offered the shares to its stockholders for subscription.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

C. N. Kan, President — Y. K. Kan, Vice-President
Cable: "Nanyang" — Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO 680 FIFTH AVENUE NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. Leaf Tobacco Dealers
DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers
WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

FRIEDBERG BROS., Inc. **LEAF TOBACCO**

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

Cable address: Trahern, Clarksville

Codes: A. B. C., 5th Edition; Arnold's No. 5 and 15

TRAHERN TOBACCO CO.

INCORPORATED

CLARKSVILLE, TENNESSEE

Dealers and Brokers

in Clarksville and Springfield, Tenn. types of

DARK WESTERN TOBACCO

ALSO ALL TYPES OF STEMS AND SCRAPS

Every Hogshead guaranteed to be packed uniformly throughout.

Our own packing plants and storage warehouses enable us to handle orders to the best advantage.

Inquiries solicited for samples and quotations.

Kentucky Tobacco Markets

Midsummer Dullness in Evidence

LOUISVILLE, July 3. — Midsummer dullness again characterized the local tobacco market this week. Sales totaled 339 hogsheads, including 78 old burley, 237 new burley, 9 old dark and 15 new dark. Rejections were 29 per cent of auction sales, compared with 15 and 20 for the like weeks in 1919 and 1918, respectively. Receipts were 420, against 518 and 186 for the two preceding like periods.

Sales to date this year have been 32,596, compared with 35,688, 45,331 and 34,666 for the like periods in 1919, 1918 and 1917, respectively.

The report of the Louisville Tobacco Board of Trade is as follows:

Tobacco Sales for the Month and Year to June 30, 1920

Warehouses	Week—Auction Sales	Week—Private Sales	Total for Month	Year, Jan. 1st to Date
Turner	83	1	84	2,821
Kentucky	359	10	369	7,787
Main Street	155	6	161	5,179
Planters-Farmers	231	13	244	6,249
Tenth Street	81	4	85	4,660
Louisville	237	2	239	5,769
	1,146	36	1,182	32,465
Year 1919			1,125	35,413
Year 1918			1,950	45,055
Year 1917			528	34,666

Classifications of This Month's Sales

	Old Crops	1919 Crop	Total
Burley	395	573	968
Dark	28	186	214
	423	759	1,182

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	6,320	24,672	30,992
Dark	290	1,183	1,473
	6,610	25,855	32,465

Classification of Sales to Same Date in

	1919	1918	1917
Burley	31,598	41,692	31,613
Dark	3,815	3,363	3,053
	35,413	45,055	34,666

Comparisons with Previous Years

Sales—	1920	1919	1918
Total sales of new crop to date	29,096	37,140	48,319
Sales of new crop to date. Original inspection	23,964	32,065	44,042
Rejections—			
Rejections this month:			
Burley	245	....	....
Dark	63	....	....
Total	308	135	310
Percentage of rejections to auction sales:			
Burley	26	....	....
Dark	32	....	....
Total	27	23	29
Rejections, Jan. 1 to date:			
Burley	7,908	....	....
Dark	341	....	....
Total	8,249	6,260	5,099
Receipts—			
Receipts this month	1,058	1,456	1,710
Receipts, Jan. 1 to date	24,360	31,030	39,969

Receipts, Deliveries and Stocks

The Louisville Tobacco Board of Trade, Inc., reports receipts, deliveries and stocks for the month and year to June 30, 1920, as follows:

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to Date	Deliveries Jan. 1 to Date	Stocks This Date
Turner	114	84	1,992	2,261	861
Kentucky	237	293	5,377	5,771	3,545
Main Street	186	80	4,216	4,787	763
Planters-Farmers	307	258	5,080	5,688	4,205
Tenth Street	86	96	3,413	4,265	742
Louisville	128	191	4,282	4,592	2,625
	1,058	1,002	24,360	27,364	12,741
Year 1919	1,456	893	31,030	30,027	5,300
Year 1918	1,710	1,423	39,969	39,336	5,705
Year 1917	330	2,240	28,847	32,021	4,094

Totals for May

Receipts last month (May)	891
Deliveries last month	2,175
Stock last month	12,685
Increase during month	56

Present unsold stock:

	Hhds.
Burley	7,193
Dark	750
Total unsold	7,943

Unsold stock in 1919:

	Hhds.
Burley	2,773
Green River	29
Dark	1,473
Total unsold	4,275

	Hhds.
Burley	839
Dark	438
Total unsold	1,277

HELM GLOVER, Secretary.

(*Continued on page* 16)

LOUISVILLE OFFICIAL QUOTATIONS.

JULY 2, 1920—1919 CROP.

	Burley Dark Red.	Burley Bright Red.	Burley Colory.	Manuf'ing.
Trash, (green mix.)	5 to 7	to 8	10 to 12	6 to 7
Trash, (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf, (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms,

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts

Western Kentucky Districts,

Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

Correspondence Solicited

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.

Louisville Ky., U. S. A.

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.

of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ouisville, Ky.

Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.

Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.

90 Wall Street, New York

Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador

CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

Henderson Tobacco Company

HETOCO TRADE MARK

DEALERS IN LEAF TOBACCO

Correspondence Solicited.
Samples on Application.

LEXINGTON, KY.

B. O. BURR & CO.

LEAF TOBACCO DEALERS

All Grades one sucker Tobacco

Samples Submitted. *Correspondence Solicited.*

BOWLING GREEN, KY., U. S. A.

W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable address: "Phelon"

J. S. PHELON & CO.

Leaf Tobacco Brokers

Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Owensboro, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15
Lieber's Five Letter, American Edition

J. W. RUDOLPH & BRO.

Brokers and Exporters Fired and Air Cured Tobacco

MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.

Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Cable: Austin, Greeneville CODES: Arnolds No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.

TOBACCO COMMISSION MERCHANTS

Tobacco Inspection and Warehouse Men

WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

Storage Capacity 5,000 Hogsheads

REASONABLE RATES

Kentucky Tobacco Markets.

(*Continued from page* 14)

LOUISVILLE, July 3.—For the week, the the Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to July 2.

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1 to Date
Turner	...	...	...	2,821
Kentucky	111	7	118	7,839
Main Street	58	...	58	5,206
Planters-Farmers	37	...	37	6,262
Tenth Street	43	...	43	4,680
Louisville	80	3	83	5,788
	329	10	339	32,596
Year 1919			275	35,688
Year 1918			276	45,331
Year 1917			...	34,666

Classifications of This Week's Sales.

	Old Crops	1919 Crop	Total
Burley	78	237	315
Dark	9	15	24
	87	252	339

Classifications of Sales Jan. 1 to Date.

	Old Crops	1919 Crop	Total
Burley	6,338	24,781	31,119
Dark	290	1,187	1,477
	6,628	25,968	32,596

Classification of Sales to Same Date in

	1919	1918	1917
Burley	31,770	41,870	31,613
Dark	3,918	3,461	3,053
	35,688	45,331	34,666

Comparisons with Previous Years.

	1920	1919	1918
SALES—			
Total sales of new crop to date	29,209	37,405	48,588
Sales of new crop to date. Original inspection	24,065	32,316	44,290
REJECTIONS—			
Rejections this week:			
Burley	89	....	....
Dark	8	....	....
Total	97	26	38
Percentage of rejections to auctions sales:			
Burley	29	....	....
Dark	47	....	....
Total	29	15	20
Rejections, Jan. 1 to date:			
Burley	7,954	....	....
Dark	341	....	....
Total	8,295	6,286	5,137
RECEIPTS—			
Receipts this week	420	518	186
Receipts, Jan. 1 to date	24,478	31,418	40,008

F. G. Ewing On the Job

PADUCAH, Ky., July 3.—F. G. Ewing, general manager of the Tobacco Planters' Association, spent practically last week here putting into operation the plan for financing, prizing into hogsheads, and storing unsold tobacco of the 1919 crop, which has been a fruitful source of discussion for the last several weeks.

There has been but one view expressed as to its desirability, every class of citizen realizing a grim necessity for it. The only question involved has been, "Can he do it?" Those associated with him say it has been a strenuous week for Mr. Ewing, his conferences extending into the late hours of the night and the preparation of lengthy, intricate contracts requiring every hour of the day.

There is no longer a question, "Can he do it?" It is done. The contracts are signed. It is understood the receiving of tobacco at the three warehouses of the Western District Warehouse Co., which cover several acres of ground and at which 50 per cent of the market value of the tobacco is to be advanced on delivery last week.

The amount of unsold tobacco in the four or six counties tributary to Paducah is problematical, but is conservatively estimated at between eight and ten million pounds. It is said that Mr. Ewing has similar plans in process of development elsewhere in the dark fired tobacco district. If what has been accomplished here is an augury of the possibilities of the Tobacco Planters' Association, great things may be expected from it hereafter. Mr. Ewing remarked here that it was a pleasure to come into contact with the splendid group of men in Paducah who aided him so materially in putting the deal over.

Paducah Market Report.

PADUCAH, Ky., July 2.—Sales of loose tobacco on the loose floors and through the chutes have dropped off considerably during the past week, but buying in the country has been general and quite a good deal of the crop was contracted for during the week.

Deliveries to the factories from the barns have kept up fairly well and dealers are well supplied with stock.

Prices for low and common grades especially have been very strong showing a considerable advance. In fact all grades have shown more strength during the past week than for some time. This will apply to both leaf and lugs and sellers generally have been satisfied with prices, although they are below their earlier expectations. Practically all of the large buying interests are represented in the buying.

The Planters Protective Association has started business and are receiving a good deal of stock. Indications are that it will control several million pounds of tobacco in this district. This tobacco is being received and prized and placed in storage warehouses for future selling. We can't tell at this time just what quantity of the 1919 crop will be controlled by the Association, neither can we tell to what extent farmers over the Dark district will enter into a three-year contract which the Association is endeavoring to get pledges for, and it is understood if it does not get a sufficient number of signers to control the crop for three years the obligations that are now being entered into will not be binding.

The weather has been very hot and dry with local showers. Last night we had a good rain in McCracken county and can't tell yet whether it covered the entire district or not. No doubt farmers will do some replanting, but I don't think the crop will be increased any appreciable per cent.

Farmers have taken advantage of the favorable weather conditions and have their crops well cultivated and the crop has made a nice start at growing, and we estimate the present planting at about 75 per cent. of an average crop.

W. B. KENNEDY.

Lull at Clarksville.

CLARKSVILLE, Tenn., July 3.—There was a lull in the tobacco market today. Sales on loose floors amounted to about 4,000 pounds, all of which, with the exception of a small quantity, was of inferior grade. Prices were at a low ebb, running from $1.25 to $20 per hundred. Some of the deliveries are sold direct from wagons, the owners refusing to patronize loose floors.

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS AND REDRYERS OF

Leaf, Strips, Stems and Scraps

For Home and Export Trade. Samples Submitted.

Contracts Solicited

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

LEXINGTON, KY.

KENTUCKY BRIEFLETS

LEXINGTON, Ky.—It is thought that probably 75 per cent of the tobacco crop in Fayette county was in the field at the close of last week. The warmth and sunshine that has been enjoyed for the past few weeks has brought the plants out wonderfully and they have been in splendid shape for transplanting.

HOPKINSVILLE, Ky.—After the recent rains the farmers are busy transplanting plants for the new crop. The growers this season are preparing to pay more attention to quality than previous years. The 1920 crop will be considerably curtailed in this section.

CARROLLTON, Ky.—The farmers have been busy the past week setting out their crop, although the transplanting is several weeks behind former years, the growers are making use of every available moment to get the plants in the ground. From all indications the acreage in this section will be increased for this season.

PARIS, Ky.—Most of the growers in this section set their tobacco with planters and most of the transplanting was finished by the first week in June. Other growers continued setting whenever they possibly could.

VERSAILLES, Ky.—The farmers in Woodford county have been pressing the work of setting tobacco. Part of the growers are finished, and others were delayed on account of small plants.

OWENSBORO, Ky.—Although the plants are late in getting in the field in Davis county, they are coming along fine. This week will possibly see the completion of this work except in a few cases.

HARRODSBURG, Ky.—Fine weather made possible the preparation of the ground and transplanting and all growers in Taylor county are busy.

FULTON, Ky., July 3.—Today's tobacco receipts in the local market reached 100,000, with no change in the price of previous days. Some 10 loads were sold through the chute, the highest price paid being a little above 15 cents a pound. It is estimated that about 25 per cent of the crop remains unsold. The condition is still good.

FULTON, Ky., June 29.—The local tobacco market was dull today. Approximately 45,000 pounds were received, at prices ranging from 13c to 15c. This tobacco was bought 30 days ago on contract and today's prices are somewhat lower. Lugs brought 2c and 3c. Two loads bought at the chute brought $825.

Better Than Anticipated

CLARKSVILLE, Tenn., July 3.—The tobacco market during the past week was far more active than anticipated. The deliveries began early Monday morning, and up to Friday there was a constant influx, coming not only from this county, but from all counties adjacent to this.

Much of this tobacco was from the wagon, sometimes to two or more men. The greater portion was handled over the loose floors at discouraging prices; some of it so low that the owners in several instances almost deterred from attempting to grow any more large crops.

The prices ran all the way from $1 to $32 per hundred; lugs from $2.50 to $6 common leaf from $8 to $20, good leaf, which was extremely scarce, from $22 to $32.

The quality delivered is largely very inferior, and a greater portion is in bad condition.

The rehandling houses are looking toward a close within the next week or 10 days, as their stock is about worked up and not much interest is taken in adding more.

The loose floors will probably be kept open during the month of July, as there are a number of farmers who have not finished stripping, and some have not stripped any of their crops. The growing crop has been worked well and is making a good showing, except that which was planted on June 21, which in many sections has dried for lack of moisture.

Clearing the Decks at Clarksville

CLARKSVILLE, Tenn., July 3.—The receipts of tobacco during the past week or so have reduced the stock in the county to such a small quantity that all loose floor and rehandling houses expect to close their doors by July 8.

About 500,000 pounds were delivered last week, the larger part being of low grade and in bad condition.

Prices were as follows: Trash from $1 to $2.50; common lugs $3 to $5.50; good lugs, $6 to $9 per hundred; premium clear from $9 to $12; medium leaf $14 to $18; good leaf $19 to $31.

It is estimated that the sales this season have amounted to about 30,000,000 pounds.

The recent rains were sufficient to enable farmers to finish planting this season's crop, which will be about 20 per cent less than that of last year.

Organize at Benton

BENTON, Ky., July 3.—F. G. Ewing, general manager of the Tobacco Planters' Association, ran out here from Paducah for a few hours recently and addressed a splendid audience on the subject of tobacco prices and organization. At the conclusion of his address a county committee was organized with Boone Hill, one of the strongest men in the county, as its chairman. Much enthusiasm was manifested, a large per cent of those present signing the association contract for three years "right off the reel." It is predicted that in a few weeks Marshall county will have a very strong organization.

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY ESTAB'D 1907 LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

V. H. Dowlen & Co.

Leaf Tobacco Brokers Dealers and Exporters

Home Office

SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

Louisville, Ky.
Clarksville, Tenn.
Hopkinsville, Ky.
Franklin, Ky.

Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

J. M. BUCKNER

Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. A. B. C. 4th and 5th Edition. Code: Arnold's No. 5 and 15. Western Union.

AXTON-FISHER TOBACCO CO.

INCORPORATED

LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

FRIES & FRIES Manufacturers of F. & F.

CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON

MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
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NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
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Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office
47 Washington St., New York City

Branch Office
431 Munsey Bldg., Baltimore, Md.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS

OUR BRANDS { NATRONA (Egyptian) OH BOY (All American)

DIRECT IMPORTERS OF TURKISH TOBACCO

1605-1607 Sansom Street PHILADELPHIA, PA.

Cable Address—Tansy
Phone—Broad 1915

A B C, 5th Edition
Arnolds & West. Union Codes

TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.

19 SOUTH WILLIAM STREET. NEW YORK

Hotel Lobbies Blue with Smoke in San Francisco

Convention Crowd Caused Rush in Retail Cigar Business—Good Collections Indicate Prosperity—Delegates Showed Preference for Best Cigars—Melba and John Ruskin Being Boosted—Various Business and Personal Paragraphs.

SAN FRANCISCO, June 28.—Never in the history of San Francisco have the hotels been so crowded with strangers as is now the case on account of the Democratic National convention, which is in session here. Even during the great exposition, in 1915, there were always some rooms available at most of the hotels, but now every hotel of any prominence is hanging out the sign, "Standing room only," and every hotel lobby is blue with the smoke of fragrant weeds. It looks as if it is going to be the biggest week ever for the dispensers of smokes, and the retailers were loaded to take care of all demands. It is yet too early to get an actual line on how the dealers are coming out, but the jobbers state that yesterday, Monday, the regular bi-monthly collection day, was the largest ever, and this is a good straw to indicate that the retailers have been collecting good money. Another straw appeared today in the rush orders that came in from the hotels and other stands where the visitors had convenient access. Many a retailer who believed that he had bought enough to keep him going throughout the week found that he was getting behind in many brands and was forced by Tuesday to order more. From a more or less casual investigation it would appear that the delegates are in the habit of smoking good cigars. Or, if that is not their habit, during the excitement of the convention they feel the need of high grade goods to keep their minds clear for the duty of nominating "the next President of the United States," as one enthusiatic delegate put it. He may be a prophet, but it may be possible that some of the prophets who foregathered at Chicago the early part of the month may have been right when they named another man in a similar way. A day or two after election day we may put both prophets into the discard, for we will know of our own knowledge.

The price of Prince Albert was raised this week from $1.50 to $1.63 per dozen cans.

"Star" Thompson, of Thompson Bros., who operate five big cigar houses in Little Rock, Ark., and neighboring states, is one of the visitors to the Democratic convention this week. Another visitor is Mr. Frieder, of Cincinnati, who is a big handler of Manilas in that territory. Mr. Frieder recently returned from a trip to Manila.

Effective last week, John Bollman Co., branch of Liggett & Myers Tobacco Co., advanced the price of Recruit little cigars from $8.25 to $9.25.

An extensive newspaper campaign advertising Melba and John Ruskin cigars, manufactured by I. Lewis Cigar Manufacturing Co., has begun in this territory. The company is featuring the sanitary idea of wrapping all Melba cigars. The Testa Cigar Co., distributors of both these lines, reports an excellent demand for both brands.

Harry Hoeffler of San Francisco, whose candy is known to cigar dealers all over the state, has the candy concession at the Civic auditorium during the progress of the Democratic National convention—(Astoria paper please copy).

Harry Bercovich, of the H. Bercovich Cigar Co., was one of the members of the Mystic Shrine who went to Portland last week to attend the National concave held in that city. Harry has not yet returned, and some of his friends are wondering if he is going to establish a branch store in the Rose City of Oregon.

Milton Glass, salesman for the H. L. Judell & Co., paid a brief visit to San Francisco last week. When he returned to Fresno, where he makes his home, he carried a cold with him which he caught, he says, in the chilly winds of San Francisco. As the temperature in Fresno floated up towards 106 degrees a week or two ago it is easy to understand how Milt found San Francisco "cold"—and we are glad of it.

Lex Ehrman, of Erhman Bros., Horn & Co., took a run up to Adams Springs last week for a little rest, following the strenuous work of getting ready to move to the company's new location.

The teamsters of Oakland took it into their heads a short time ago to strike, and for a while the cigar and tobacco distributors had to patronize the express companies and parcels post, in reaching customers around the city. The strikers have now returned to their steering wheels, and the boys in the express companies and in Uncle Sam's big business concern are breathing easier.

Glasser Bros. have taken over the premises on Merchant street, formerly occupied by a restaurant, and will remodel and enlarge their offices and shipping department.

Capitalized at $50,000,000.

BOSTON, Mass., June 29.—Liggett's International, Ltd., Inc., of Boston, which was recently approved by the Commissioner of Corporations, has the largest capital stock of any concern chartered in the State. It is capitalized at $50,000,000. The incorporators are Louis K. Liggett, John N. Staples, Jr., and John C. Price.

The company is authorized to handle drugs, medicines, tobacco, chemicals, liquors, do a general manufacturing and merchandise business, handle live stock and all kinds of farm products, real estate, patents, securities and numerous other things.

To Protect Trade of United States in the Philippines

MANILA, July 5.—The American Chamber of Commerce of the Philippine Islands has been organized here.

Its purposes, as stated in the articles of incorporation, include development and protection of American trade in the Philippine Islands and Far East, provision of means for convenient exchange of ideas, perfection of plans for promoting resources of the islands and cultivation of friendly relations between Americans and Orientals.

Enrollment of all Americans residing in the Philippine Islands will be provided for. Qualifications for membership include American citizenship and "unqualified loyalty to the United States."

Straw Bobbins

(Patented in U. S. A.)

Straw & Cork Tips, Cork Bobbins

A. B. FISCHL, Manufacturer

DRESDEN 16, GERMANY

Wanted General Agent for U. S. A.

Wisconsin News Letter

The market division in its weekly news letter just issued says of the tobacco situation:

Wisconsin is raising the finest of tobacco and heavy plantings are made in various parts of the state. The planting in 1919 amounted to 48,084 acres and it is expected that this year's planting will be about the same or a little larger. The 1919 production was 61,069,075 pounds.

There is some of the 1918 crop that is still unmarketed, the producers holding it until a favorable price is received. The market is steady at present with movement only moderate. Reports from England indicate that the warehouses are full of tobacco, the amount on hand being sufficient for 18 months' use. The figures of the crop reporting service give the state average price for 1919 as 22.2 cents a pound, with the average yield per acre 1,270 pounds.

Cincinnati Market

Conditions affecting the local leaf tobacco market remain practically unchanged with transactions limited to the small receipts of tobacco of the 1919 and previous crops. Such sales as have been made privately of late it is reported of the offices of the Cincinnati Tobacco Warehouse Company, have been in the main satisfactory to the sellers. Cincinnati quotations, generally speaking, have been somewhat above the averages maintained in other sections of the burley belt. Only the meanest sort of green or mixed trashes have sold under 8 cents a pound, and medium grades of dark red and the bright red leaf have brought substantial figures, ranging upward from 15 cents.

Reports from the country district indicate rapid progress in the transplanting of the new crop on burley. The bulk of 1920 crop is in the field and for the most part a good stand is reported. Only in isolated spots has the transplanting been delayed and tobacco men are predicting a normal harvest should warm weather prevail during the months of July and August. The heavy manufacturing demand for tobacco of every description at the present time seems to indicate a continuance of high prices for the next crop, although according to opinions of leading tobacco men, there will probably be a strong tendency to stabilize the markets by abolishing the feverish trend forward in abolishing quotations for the better grades.—*Cincinnati Enquirer.*

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Block, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc.

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Allied Tobacco League of America

Pickering Building, Cincinnati, Ohio.
W. D. Spalding, president.
Chas. B. Wittrock, vice-president.
W. S. Goldenburg, secretary.
Geo. E. Engel, treasurer.

Tobacco Salesmen's Association of America

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

Idleness Leads to Industrial Suicide

E. Cittins in *Printers' Ink.*

In the course of the world's history, there have occasionally cropped up men who have made a special study of the art of suicide. They have carefully considered the possibilities of all sorts of lethal weapons and deadly doses; have made up their minds which was, from their point of view, the most artistic, and have finally finished the business to their simultaneous satisfaction and dissolution.

There is almost reason to fear that labor, as a class, has entered upon very much the same course of study; that, indeed, it has considerably advanced in knowledge of the art of self-extinction. Moreover, it has chosen its means. It favors the slow poison of refusal to face facts.

These facts which labor will not face are the very basis of all existence. Perhaps that is why they are so hard to face. They include the prime necessity of labor to production; the vital relation of production to compensation. Amongst them is to be found the fact that organized industry, carried on by means of a delicate balance of economic laws and diversified interests, is essential to production on the scale required by the world's present teeming population.

Such prime facts being once ignored, all the lesser facts which they include are ignored also. Where the necessity of production, if not denied, is yet accepted with a shrug as a commonplace too obvious to be useful; where men expect to consume without giving any thoughts to where the material for consumption is coming from, or the channels by which it may come; there cannot be recognition of the fact that labor cannot kill industry without at the same time taking away its own life. And so labor is steadily committing suicide by killing the industry which alone can support it.

The poison is working. We have evidence of its deadly potency all around us.

Already, good wages have become impossible in any industry. True, monetary wages have gone up; but prices have gone up also. The worker of to-day, with his nominally high wages, can only consume less than he did in pre-war times, and thus his labor is becoming steadily worse rewarded. Obviously, then, wage-chasing, that is, the chasing of monetary wages, is a retrograde step, since prices more than keep up with remuneration. Obviously, too, labor, in common with all other classes, cannot at present consume so much because there is not so much consumable matter in existence. The large share can only come from the large lump. The smaller share is the proof of the smaller lump, which can only be made larger by more production.

So long as the necessity of production is an ignored fact, so long must the subsistence of labor grow ever smaller and smaller; and let us not forget that the logical conclusion of deliberate decrease of subsistence is starvation—in other words, death by hunger-strike.

But labor is still chasing wages instead of pulling down prices; is still trying to meet shortage of goods with paper money rather than with added production of other goods.

True, the suicide is involuntary rather than deliberate on the part of the mass of the workers. They are ambitious—rightly so—for better conditions and better lives, but the very intensity of their ambition is leading them wrong. It is calling too much of their attention to the desirability of finding short cuts to prosperity; and every cul-de-sac they explore in the hope that it may be the perfect short cut leads them only farther away from the one true road to prosperity; that is, added production.

Some of the leaders of labor, however, know these things. Some of them act on their knowledge; others find places easier to obtain and keep if they do not. It is to this latter class that we owe the apparent suicidal inclinations of labor. They have had a long inning, and have used it for what it is worth; no condemnation is too strong for them.

Yet there is much room for hope. Masses of the workers have already recovered almost full normality; masses more are slowly advancing. The reign of the revolutionary leader, with his policy of negatives, is weakening. The old, eminently good, desires for higher wages, better conditions, and that grand thing which is called self-respect, are still as strong as ever; but the methods are becoming new. Labor is realizing whither its extremists have been leading it, and will not follow that road much longer.

Nevertheless, the turning point must come quickly, or it may be too late. The poison of ignored facts is cumulative, and none can say which will be the last required dose before the end—the breakdown of industry and the starvation of the worker—is reached.

TEN-YEAR AVERAGES OF CONDITIONS OF CROPS

The following tabulation shows the 10-year (1909-1918) average condition of important crops in the United States on the first of each month indicated; 100, the base, is a normal condition:

Crop.	June 1. P. Ct.	July 1. P. Ct.	Aug. 1. P. Ct.	Sept. 1. P. Ct.	Oct. 1. P. Ct.	Average Yield.
Corn	....	83.8	77.3	74.2	74.8	26.1 bushels.
Winter wheat	82.0	81.2	....	....	....	15.6 bushels.
Spring wheat	93 3	82.4	72.0	69.9	....	12.7 bushels.
Oats	89.9	84.3	81.0	80.7	....	32.1 bushles.
Barley	90.6	84.3	79.3	77.6	....	25.1 bushels.
Rye	89.2	86.7	....	....	....	15.5 bushels.
Buckwheat	....	....	88.3	85.1	78.9	19.1 bushels.
Potatoes	....	86.5	79.9	74.0	72.3	95.2 bushels.
Sweet potatoes	....	85.4	83.1	82.7	81.0	94.8 bushels.
Flax	....	82.3	72.9	69.6	69.8	7.5 bushels.
Rice	....	88.4	88.2	86.9	86.0	35.7 bushels.
Hay (all)	87.9	82.7	84.8	....	....	1.34 tons.
Cotton	78.7	79.8	75.6	68.2	63.0	176.8 pounds.
Tobacco	....	82.2	78.5	78.1	81.7	813.6 pounds.

*Conditions on 25th of preceding month.

HIGH GRADE CIGAR LABELS

We have just purchased the entire stock of the exceptionally fine line of Labels formerly lithographed and carried by Louis E. Neumann & Co. This complete line together with our own and those formerly made by Krueger & Braun is now being offered at exceptionally low prices to close them out. Editions run from 2,000 sets upwards. GOOD OPPORTUNITY TO OBTAIN A PRIVATE LABEL IN SMALL LOTS. Samples furnished on application.

WM. STEINER SONS & CO.

257 to 265 West 17th Street NEW YORK CITY

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Crops Making Great Progress in Connecticut

Heavy Rains Hold Back Much Field Work—Co-operative Survey Work Under Way—Good Results Expected—Cigar Factories Working Full Blast—Labor More Plentiful—Buyers and Packers Watching New Crop Develop.

HARTFORD, July 5.—The past week has again been a wet one, and growers have been handicapped in their field work, and could not make much progress in outside work.

However, they did complete the work of transplanting, except on the low lands which were flooded and too wet to work on.

The weather bureau in this city reports a record rainfall during the month of June, as the greatest during any corresponding month in sixteen years; the total rainfall being eight inches. The highest previous record for June precipitation was in 1905, when 4.85 inches of water fell, and the normal for the month is 3.08 inches. The hottest day was June 11, when the mercury went up to 89 degrees, and the lowest was on June 11, when it registered 47 degrees.

The tobacco survey, which is being conducted co-operatively by the Experiment Station, the Agricultural College, and the Farm Bureau of this City, has been begun. During the last of May and early part of June a number of visits were made to tobacco growers throughout Hartford County to examine their seed beds.

Specimens of diseased plants have been sent to the Experiment Station for examination by Dr. Clinton.

A great deal of difficulty has been encountered this year by many growers in securing good plants for setting. The weather has had a great deal to do with the situation, but in some cases the beds were not sterilized or properly handled after the plants were up.

During the next few weeks Mr. Southwick, County Agent, will spend practically all his time in the tobacco survey work and plans to visit as many of the growers, not only in Hartford County, but as many throughout the entire State as is possible.

The survey of conditions is designed to secure information regarding diseases and other troubles.

Its purpose is not to spread information as it is to determine the extent and prevalence of trouble, in order to help to secure assistance in the way of experimental help for tobacco growers in the future.

Tobacco growers need expert experimental help in solving their problems. The industry merits the establishment of a permanent tobacco substation in the tobacco section. With such a station, disease and soil troubles could be solved; curing difficulties can be controlled, and the plant breeder can also furnish help to the growers.

It is claimed that these things can be done with better progress than is now being done.

The crop which was set out outside of the low, wet lands has started off with a grand rush, and this last week one could almost see the plants grow.

The crop has made wonderful progress the last few days, and without doubt is further advanced at this date than former crops. It has had plenty of rain to give the plants a start as soon as they were set out; and aside from some cut worm work, very little resetting has had to be done, which is different from some other years, when the month of June is hot and very dry, and the plants burn up in the hot soil when set out. However, some of the low lands, where tobacco is grown, the ground has been too wet, having been flooded by the heavy rains, and the growers are having a hard time to get the crop started on these lands.

With a few dry, hot days these lands will be dried out and the plants will get started and come along rapidly, and will catch up with the earlier set tobacco.

Notwithstanding reports made the new crop now in the fields looks good, and has started off well, and looks very promising despite the late season, and is giving promise of a heavy crop.

The cigar shops in Hartford and vicinity are busy and are on full time.

The demand for sweat tobacco continues and prices are strong.

Sampling is now in order, and the tobacco is coming through the cases in fine condition.

Labor seems a little more plentiful, and occasionally there is a man traveling through the country looking for a job, which has not been the case for the past two or three years. However, labor demands the highest wages that has ever been paid on the tobacco farms.

Frank Bach, of Elias Bach & Son, who are raising tobacco in Ellington, Conn., and other places, was in this section a few days ago, enroute by motor to the White Mountains. Mr. Bach is with the New York office.

M. L. Floyd, formerly manager for the Connecticut Tobacco Corporation, but now of Quincy, Fla., where he is growing a large acreage of shade this season, was a recent visitor in this city. His son, Duram Floyd, has returned to Florida with him.

E. L. Kohlberg and Jerome Kohlberg, of the firm of E. L. Kohlberg & Son, of New York, have been spending some time in Connecticut, visiting their warehouses and looking over their tobaccos.

The Allied Tobacco Co. will increase this year its acreage of shade and reduce the primed acreage.

Spingarn, Rosenberg and Kaffenburgh, are all experienced men in the game, and are giving their undivided attention to their last year's packing and getting the new crop started.

C. F. Schoverling & Co. are still busy assorting and packing tobacco, having received a lot from Keiser & Boasberg, of Buffalo. The work will continue for some time to come, and gives employment to about forty girls.

A. N. Shepard, although very busy, not only at his warehouse, but in getting his crop started, found time to attend the Chicago Convention, he being one of the delegates.

Buyers and packers are now watching the new crop develop, and it is needed to meet the demand, owing to the shortage of old goods.

The Belleair Cigar Company, of Hartford, has incorporated with a capital of $50,000. The incorporators are Landis S. Cooper, Stewart Dillon and John A. McKone.

X. Y. Z.

Good Start in Tobacco

The close of June finds tobacco fields up and down the valley much behind normal in point of growth and development, but there is nothing new in this statement. About the only thing to say of the crop is that with few exceptions transplanting has been completed even as far north as Franklin county, Mass., and the young plants as a whole appear fairly well established and growing well at time of writing. Further south in Connecticut on both sides of the river great areas may be seen well on their way toward early summer growth. What is wanted now is an intermingling of moderate sunshine and shower in order to enable the young plants to catch up. Growers are full of courage, in spite of late start and some replanting.—*New England Homestead.*

The N. C. R. Printing Plant

One of the largest and best private print-shops in the world

THIS big plant occupies one of the 21 buildings of The National Cash Register Company's factory at Dayton.

It is maintained by the Company to make supplies which will enable users of N. C. R. systems to get the utmost service from their National Cash Registers.

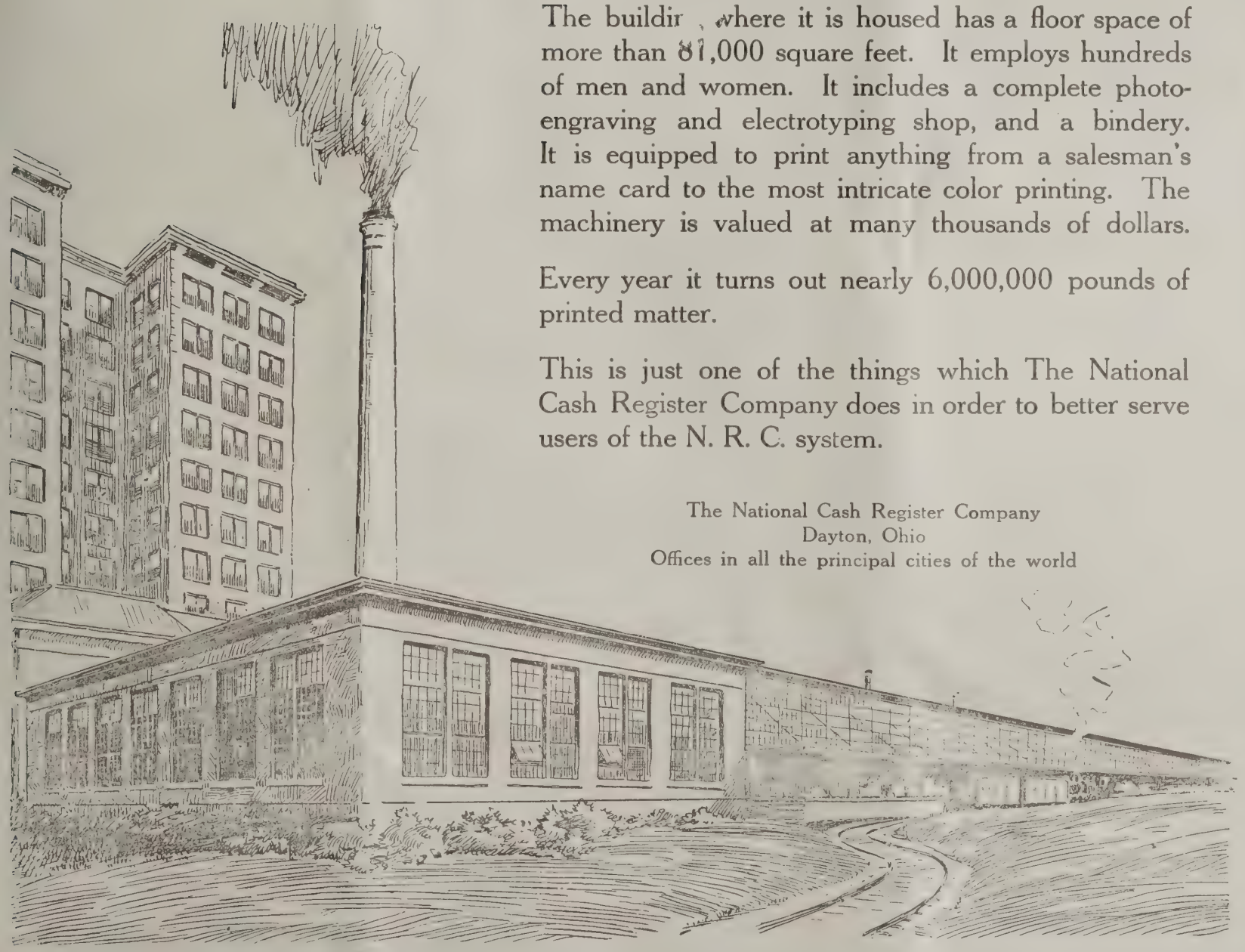
The demand from hundreds of thousands of merchants who are using National Cash Registers keeps this big plant busy, day in and day out, printing statement books, saleslips, and other supplies.

It is a big industrial plant in itself.

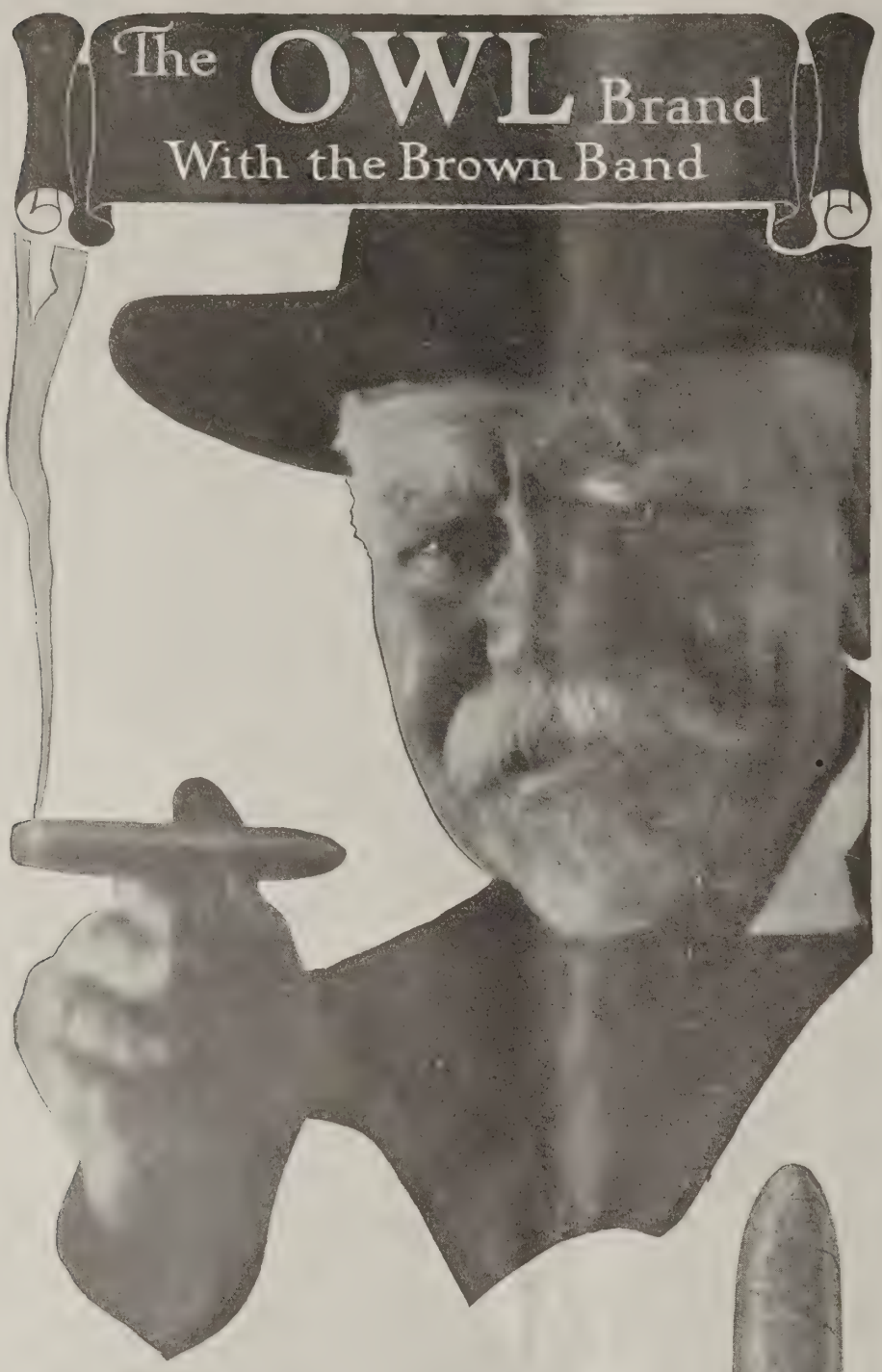
The buildir , where it is housed has a floor space of more than 81,000 square feet. It employs hundreds of men and women. It includes a complete photo-engraving and electrotyping shop, and a bindery. It is equipped to print anything from a salesman's name card to the most intricate color printing. The machinery is valued at many thousands of dollars.

Every year it turns out nearly 6,000,000 pounds of printed matter.

This is just one of the things which The National Cash Register Company does in order to better serve users of the N. R. C. system.



The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world



Old Mississippi talks

"YOU all know we have the greatest cotton producing region in the world. We reckon pretty strong on our sugar cane and lumber, too. And then, my friends, we've got one other thing you've *all* got—that's the Owl Cigar."

Smokers everywhere have grown to count on Owl Cigars, because their fragrance and mellowness are always the same. A $3,000,000 leaf reserve enables us to make sure that all tobacco which goes into Owl is aged from one to two years.

Try an Owl—the Owl Brand with the Brown Band.

DEALERS: If your distributor does not sell the Owl Cigar, write us:

General Cigar Co., INC.
DEPENDABLE CIGARS
119 West 40th Street, New York City

OWL 8c
2 for 15c
50 in box, $3.50

PRODUCTION OF TOBACCO IN UNITED STATES, 1913-1918.

[1,000 Pounds.]

I. Cigar types:	1913.	1914.	1915.	1916.	1917.	1918.
New England	38,295	47,651	38,270	51,285	46,200	52,500
New York	4,386	5,980	5,280	4,551	3,125	3,760

PRODUCTION OF MANUFACTURED TOBACCO, SNUFF, CIGARS AND CIGARETTES, CALENDAR YEARS 1913-1917—Continued.

[Unit: 1,000,000.]

	Cigars.		Cigarettes.	
	Weighing More Than 3 Pounds Per M.	Weighing Not More Than 3 Pounds Per M.	Weighing More Than 3 Pounds Per M.	Weighing Not More Than 3 Pounds Per M.
1913	7,572	959	15	15,556
1914	7,174	1,075	14	16,856
1915	6,599	965	16	17,964
1916	7,042	890	22	25,290
1917	7,560	967	25	35,331

Patents Recently Granted

The following patents of interest recently were issued from the United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trade-mark attorney, Continental Trust Building, Washington, D. C., at the rate of 20 cents each. State number of patent and name of inventor when ordering.

1,338,768. Process of and apparatus for stripping tobacco-leaf. Oscar Hammerstein, late of New York, N. Y.; Emma S. Hammerstein, executrix, assignor to Oscar Hammerstein's Tobacco Stripping Machine Co.

1,338,827. Method of making cigar-wrappers. Willard J. Goodfellow, Bentley Springs, Md.

1,339,373. Process for curing tobacco. Alfred C. Buensod, New York, N. Y., assignor to The Tobacco Treating Co., same place.

1,339,374. Method of curing tobacco. Alfred C. Buensod, N. Y., assignor to The Tobacco Treating Co., same place.

1,339,375. Method of curing and treating tobacco. Alfred C. Buensod, New York, N. Y., assignor to The Tobacco Co., same place.

1,343,253. Tobacco-pipe, cigar-holder, and the like. Alfred Dunhill, London, and Thomas G. Mandeville, Arnold, England.

1,344,506. Manufacture of cigarette and other article cases. John C. Gunn, Liverpool, England.

1,344,635. Cigarette pouch-package. George W. Hill, New York, N. Y. assignor to American Tobacco Co.

1,344,650. Pocket box or container. Jonathan Peterson, Brooklyn, N. Y.

1,344,874. Tobacco-smoking device. Jean Flajollet, Lyons, France.

More Money Made.

WASHINGTON, July 1.—A tremendous increase in the amount of coinage by United States mints is shown in comparative figures for the fiscal year 1920, ended yesterday, and the fiscal year 1919. Gold coinage, stopped during the war, has been resumed and in the year 1920 786,250 double eagles ($20 gold pieces) and 126,500 eagles (or $10 pieces) were coined. Their total value was $16,990,000.

Few of the gold coins are circulating in the United States, however, most of them having been exported in settlement of unfavorable trade balances, particularly to South America.

Gold coin is still being withheld from circulation in the United States in so far as possible because Government officials regard the use of the coin as wasteful, due to the shrinkage from wear.

There was a tremendous increase in the number of quarters, dimes, nickels and pennies coined, but a shrinkage in the number of silver half dollars. No silver dollars were made during the year.

HIGH LIGHTS

Twinkle, twinkle—my cigar;
How I wonder what you are.
Pure Havana? "Pennay" crop?
'T is uncertain; but no stop
Is there to your costly rise
Up in price—beyond the skies.

Twinkle, twinkle—end alight,
Shining as a star at night;
As you burn your ashes drop;
But your price will never stop
In its upward flight. I must
Hit the pipe—or I shall—bust!

—*William Ludlum.*

Unit System of Handling Freight.

Transportation comprises certain essentials; they are: road-beds, navigable waters, country highways, equipment, rolling stock and carriers, such as trucks, barges, etc.

Up to the present, these have been considered separate interests. Is it possible to co-ordinate them into one group or system, interwoven with each other, dependent one on the other, easily separable into component parts, yet in its entirety standing forth as one structure?

In thus considering them, we grasp the subject of transportation as one act. The railroad carrier will operate only as far as the rails will allow, even as the service of the barge or ship stops with the shore. The power driven truck is more flexible than the railroad carrier, for its use is not limited by rails; still, it will not float and its limit is the highroad. Hence, a method that will make the operation of transportation continuous, more like a bird on the wing, is surely welcome.

In a railroad car, the car body or box is a container in which commodities are placed for transportation. So is the body of the truck a container for the transportation of goods. The hold of a ship or barge is a container used in transportation. "Now," urges a writer in the *Magazine of Wall Street*, "when the limit of the carrier is reached, exchange these various bodies or containers and you have a solution that overcomes these limitations. A container is provided that is capable of such interchange. This interchangeable container is the Trinity Freight Unit. It is the key to the unit system of freight transportation, which makes it possible to coordinate the railways, highways and waterways."

Freight now rolls in trains 9.03% of the time; averages 11.29% in loading and 11.29% in unloading.

Of the total car miles run by all freight trains in this country in the year 1919, only 67.5% of all cars were loaded. The net load averaged 27.8 tons. The car miles run per day were 21.5.

It would have cost less, per unit of expense to net revenue, to have hauled full capacity loads. Hence the railroads could have saved the difference. Operating expense of all the roads in the year 1919 was roundly $4,000,000,000. With the average load last year at 27.8 tons per car, the railroads could have saved, by full capacity loading:

In mileage, 2,000,000,000 miles.

In handling, $300,000,000.

In car numbers, 1,048,594,000 or 46% of the cars operated.

In the waste now going on in the cost of handling at terminals from actual operations on a small scale there could have been saved:

In trackage at terminals, 21.4%.

In labor at least 35.2%.

Besides this, the average O. S. & D. claims are variously estimated at upwards of $35,000,000. This loss would be greatly reduced by the unit system of handling freight.

The average box car, as operated by the railroads today, with an average load of 27.8 tons and a daily mileage of 21.5, is low in efficiency. It must make way for better service and more efficient methods. This better service can be rendered by the ordinary flat car.

When you write a letter, make it carry *one big idea.* Tell this in as few words as possible; use simple, understandable words, and short sentences.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS
THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.
Phone Morningside 6204

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

Cable { New York—Muselano / Habana—Lamelvlile
SELGAS & CO.
Leaf Tobacco Dealers
NEW YORK 128 Water St.
HAVANA, CUBA, 138-140 Consulado St.

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
Importers of Havana Leaf
Zulueta 44, Havana, Cuba
152 Front St., New York

LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON
Exporters & Commission Merchants
HAVANA LEAF TOBACCO
The Greatest Stripping Facilities in Cuba
ZULUETA 44-46 HABANA, CUBA

HIJOS DE DIEGO MONTERO
S en C
COMMISSION — EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Legion of Druggists Led by L. K. Liggett

Associated Ownership of More Than 9,000 Stores—Allied Manufacturing Enterprises — Aggregated Business in United States, Canada and Great Britain Produced Net Sales Amounting to $58,338,834 in 1919—Greater Expansion—Candy and Cigar Trade an Important Factor—All Started by a Dissatisfied Drug Clerk in Detroit Who Borrowed $150 and Went to Boston—Startling Financial Achievements.

Joseph F. Preston, in the MAGAZINE OF WALL STREET.

"I do remember an apothecary,—
"And hereabouts he dwells.
"Meagre were his looks,
"Sharp misery had worn him to the bones."

Shakespeare never met Louis K. Liggett, president of the United Drug Co., but had he been around to meet him some fifteen or eighteen years ago, his description of an apothecary, above quoted, would have described Mr. Liggett pretty well at that time.

He was an apothecary, had been a drug clerk and soda water jerker, and at one time was employed in one of the drug factories that used to be famous in Detroit until Henry Ford came along and cast such a glamour over that town that nowadays on hearing Detroit mentioned we think only of flivvers.

And so we have Mr. Liggett out in Detroit, grubbing along on a small salary as a drug clerk, married, and living in a low-cost apartment over a corner saloon, somewhat down on his luck. Now a man can be poor, live over a saloon, and he can work hard and squeeze along and be fairly happy and contented. Or he can sit down and cuss his luck, get discontented and dissatisfied, and he can plan and scheme and evolve some method to lift himself out of his sordid surroundings.

Few achieve greatness by accepting fate. Before a woman can do a good day's washing she has first to get downright mad about something, and then she makes the suds fly. A half-back on a college football team isn't much good until opposing players have jabbed him in the jaw and soaked him in the solar plexus. Then he rares up, mad clear through, and soon the crowd in the stadium jumps to its feet and cheers him madly as he swoops down the field fighting his way to the goal posts.

Louis K. Liggett seems to have been one of these discontented, dissatisfied drug clerks. He got mad at himself and he set his brains a-working devising means by which he could break away from the dismal grind of a soda water jerker and living in a cheap tenement over a corner saloon.

He knew the drug store business from A to Z, and he knew a lot about the compounding, manufacturing and preparation of drugs and perfumery and toilet water, and all that sort of thing. He got so mad at himself that after a long day at the drug store he would go to bed and lay awake half the night scheming and planning ways and means by which he could better himself. Gradually his nebulous dreams took definite form, and bright and early one fine morning he awoke his wife and announced that he had evolved the right dope. He had concocted a scheme, an idea, and if they could manager to beg, borrow or steal about $150 they would beat it for the effete East and Boston where new ideas, so he had been told, were worth big money.

So Mr. Liggett and friend wife negotiated a loan of $150, on a note, threw up the Detroit job and hit the trail for Boston.

Briefly expressed, the idea that Mr. Liggett had evolved was this: Co-operative drug stores. That was his fundamental idea, and is the basis on which the big business of the Rexall Stores and the Liggett Stores has been built up and is today conducted. He doped out a name, "Rexall," which means "King of All," and he went to the drug store keepers in the smaller cities and towns and he said, in effect:

"Now, here's a lot of you apothecaries. Meagre are your looks. Sharp misery has worn you to the bones. What's the trouble?"

Without waiting for an answer he went on much as follows:

"Let's form a sort of co-operative society of Rexall Drug Stores, one store in a town. Then we'll have a central organization, executive offices down in Boston. We'll establish a drug factory of our own, and from this central drug factory and our own warehouse we'll supply all these stores, and believe me, we'll get costs right down to hard pan. We'll have a Rexall Remedy for every ill that flesh is heir to. We'll make our own medicines in our factory, from our own prescriptions and formulæ, and we'll see all these high-cost medicine fellers in Jericho. I tell you, there's a way to beat this hard luck and poor business and small profits that you people are staggering under."

For fertility of ideas few can excel Louis K. Liggett. But mere ideas are worth practically nothing. It's when you come to put ideas into excution that real money begins to assume considerable importance.

Mr. Liggett had the ideas but he hadn't a dollar outside the $150 he had borrowed on a note back home in Detroit. But the most dense of the apothecaries to whom he presented his idea had to admit that he had the right dope. He made it so plausible that it seemed strange to them that somebody hadn't thought of it before. Co-operation is as old as the Pyramids, but it so happened that Mr. Liggett was the first man to associate drug stores and co-operation. He believed in it from the ground up. He knew he was right. He knew that any druggist that joined with him in this new idea would win out, and so thoroughly did he believe in it that he made the other fellows believe it. He was a tremendous worker, a dynamic, live-wire, self-starter, and in an amazingly short time he had organized some two score drug stores into a combination known as the United Drug Co.

Mr. Liggett was engaged as general manager of the enterprise on a salaried basis. Suitable premises were leased out near Ruggles street in the Back Bay District at Boston. Things moved with lightning-like rapidity under Mr. Liggett's direction, and soon the odor of steeping cherry bark permeated the neighborhood. The compounding and manufacturing of drugs and medicines was under way, and the Rexall Stores were operating under full steam.

That was only a short fifteen years

Cable "Quinto" P. O. Box 502
WALTER SUTTER Y CA
COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

back, and today the Rexall Stores, Liggett Stores, and the United Drug Co. with its sixteen subsidiary concerns are going it stronger than ever.

There are now 8,000 Rexall Drug Stores scattered over the United States, Great Britain and Canada. In Great Britain there are 811 Rexall Drug Stores. There are 215 Liggett Drug Stores in this country and 25 in Canada. All of the Rexall stores are operated by agent stockholders of the United Drug Co. The Liggett Drug Stores are operated by the Louis K. Liggett Co., which is a subsidiary of the United Drug Co.

In the year ending December 31, 1919, the United Drug Co. reported net sales of $58,338,834.16. The Ligget Drug Stores did a gross business of $28,981.37.

Just before prohibition came one used to read little placards in the barrooms of New York, as follows:

Hush, little liquor store,
Don't you cry;
You'll be a drug store
By and by.

What has been the liquor store's loss has been the drug store's gain, and today the most profitable part of the drug store business is the soda fountain and the candy counter.

In Boston the United Drug Co. has recently purchased a half-million dollar structure which is being remodeled into one of the finest establishments in the world for the manufacture of soda fountain apparatus and the different drinks supplied at soda fountains. The cost of the building alone was $471,250. For one item, grape juice, the United Drug Co. acquired last year the Schuhle Pure Grape Juice Co., which last year sold 100,000 cases of grape juice. The cost of this plant was $398,731.57, and this year the company is planning on an output of 325,000 cases. It's an ill wind that doesn't blow somebody some good.

Nowadays when pretty nearly everybody is smoking cigarettes the cigar stand in drug stores comes next in importance to soda water and candy. To operate its tobacco business the United Drug Co. acquired several years ago the National Cigar Stand Co., which handles its own brands of cigars and cigarettes. In volume of business this subsidiary of the United Drug Co. is a near rival of the United Cigar Stores Co.

But it is with candy that Liggett has has made the greatest strides. The big United Candy Co. factories in Boston, owned and operated by the United Drug Co., are the last word in scientific construction and management, and this is achieved in a locality where the manufacture of candy has been brought to the highest art. In Baltimore the United Drug Co. owns and operates the Guth Chocolate Co.

Out in St. Louis the United Drug Co., through one of its subsidiaries, the United Drug Building Co. of Missouri, is erecting the finest building ever planned for the production of drugs, chemicals and toilet preparations, and for the handling of merchandise for the Western Rexall and Liggett stores. This plant will have 563,000 square feet of floor space and will have many new and unique features specially designed for the United Drug Co. by its own engineers. The land and buildings will cost upwards of $3,000,000.

At New Haven, Conn., the company is erecting new buildings to contain 304,000 square feet of floor space for the manufacture of rubber hot water bottles and hard rubber goods, such as combs, etc., also medicated plaster and general hospital supplies. This new construction will cost $1,750,000.

Some of the subsidiaries of the United Drug Company are as follows:

United Candy Co.
Ballardvale Springs Co.
United Drug Co., Ltd.
Guth Chocolate Co.
Co-operative Realty Co.
The Louis K. Liggett Co.
Schuhle Pure Grape Juice Co.
The Liggett Co., Ltd.
The Seamless Rubber Co.
Absorbent Co. of America.
United Drug Building Co.
National Cigar Stand Co.
Liggett-Winchester-Ley Co.
Dewey & Almy Chemical Co.
Hill Powder Co.
Seamless Rubber Company Realty Association.

Recently the United Drug Co. purchased the Boots Pure Drug Company, Ltd., an English concern with over 600 stores throughout England and Scotland. The deal was effected through an offering to stockholders of $7,500,000 Liggett preferred shares, carrying 8 per cent dividends, guaranteed by the United Drug Co., and $5,000,000 Liggett Class A stock, which is convertible after two years into United Drug common.

Spanish Regie Imported from Cuba.

All the tobacco that is brought into Spain, except a small amount imported by individuals under the so-called Tarifa de Regalia, approved by royal order of March 23, 1906, is introduced by the Compañía Arrendataria de Tabacos, which at present controls the monopoly of sale and manufacture within the country. Except for cigars from Cuba and the Philippines, the import is almost exclusively of leaf tobacco for the company's factories.

The imports from Cuba, by the Compañía Arrendataria, of leaf tobacco for its factories, and of cigars, in the years 1912-1918, inclusive, and in the first eight months of 1919, were as follows (metric ton equals 2,204.6 pounds):

Kinds of Tobacco	1912 Metric Tons	1913 Metric Tons	1914 Metric Tons	1915 Metric Tons
Leaf tobacco.	734	237	1,003	1,575
Cigars	38	41	84	50

Kinds of Tobacco	1916 Metric Tons	1917 Metric Tons	1918 Metric Tons	1919 (first 8 months) Metric Tons
Leaf tobacco.	968	356	....	2,735
Cigars	44	87	....	58

Ships Tied Up at Havana.

WASHINGTON, July 7.—On account of the increasingly acute situation caused by the congestion of goods on vessels in the harbor of Havana, Secretary of Commerce Alexander today called a conference of interested persons to meet here next Friday to discuss the situation and try to discover some remedial measures which may be applied in order to break the tie-up. Public officials and representatives of leading commercial and shipping companies and organizations have been invited to be present.

The congestion at Havana, where, according to unofficial advices, as many as 125 vessels are tied up, is due to a number of causes. With the present shortage of tonnage it was felt that the time had come to prevent, if possible, the constant tying up of a considerable aggregate which was lying useless owing to the fact that there was no docking space available, or because of some other delay. One trouble is reported to have been that many merchants use the docks as warehouses owing to inability to secure sufficient space elsewhere for their goods.

May Reduce Ad Valorem on Cigars

Austin Chamberlain, Chancellor of the Exchequer, in the British House of Commons, promised to take into consideration an amendment to the bill reducing the ad valorem duty on cigars from 50 per cent to 33 1/3 per cent.

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

Banco Español de la Isla de Cuba

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Establecido el año 1856. Capital: $8,000,000 en oro.

Depositario del Banco Territorial de Cuba

Realiza toda clase de operaciones bancarias y se hace cargo del cobro de giros, cupones, rentas, etc.

Sucursales y Corresponsales en todos los pueblos de la República.

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The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

Great Doings Promised During Elk's Week

The Very Atmosphere of Chicago Will Assume a Royal Purple Hue—Lowenthal & Furstman Acquired the Wells Store in the Loop—Hotels Entitled to Keep Tips Bestowed by Too Generous Guests on Bellhops and Waiters—Schulte Developing Good Business—Clerk in United Cigar Store Killed by Rioters Who Fired Through the Store Window.

CHICAGO, July 2.—Lowenthal & Furstman, successful operators of retail cigar stores, have bought the business of James H. Wells and will take possession July 5. According to report, the purchase price was $25,000. The Wells' place is said to sell more cigars than any other drug store in the loop. Lowenthal & Furstman, continuing their ownership of the stores, in the Leiter building and at Market and Van Buren streets, thus become more important as chain store operators.

E. P. Oakes has left for the New York office of E. H. Gato & Co. He was called East to attend a conference relative to a readjustment of prices.

Charles Rubey of P. Rubey Co., jobbers of South Chicago, has returned from Detroit, where he visited several cigar factories.

H. M. Schermerhorn will feature the Cressida brand made by the E. H. Gato Cigar Co. Fred Oakes booked the opening order.

Robert Brunton, sales manager in the middle West for the Falk Tobacco Co., is in New York attending an important conference at 1790 Broadway.

Sid Bollenback, until recently with the Chicago sales force of M. Melachrino & Co., is now working the trade for J. & B. Moos, wholesale dealers in cigars, tobacco and cigarettes.

Louis Goldvogel is at the Chicago offices of A. Schulte, Inc., going over matters with Henry Hamann, Schulte's Chicago manager.

Walter Wolfson, Chicago manager of Welscher Bros., is at present in Porto Rico and he will visit Cuba before he returns to Chicago.

A new mild Havana being featured in all the Schermerhorn stores is the Anndora in the 2 for 25 and 15 cent straight sizes.

Paucho Araugo clear Havanas are very short with its distributers, the Wm. J. Seidenberg Co., whose Chicago offices are at 329 South La Salle street.

"To many consumers it appears that prices do not fall, but merely totter."

Hawk's, Inc., wholesale grocers of Bloomington, Ill., will distribute the Romeo-Garcia brand. Stratton and Coveot of Dixon, Ill., have taken on the Flor-De-Bellini brand, made by Harris & Son Cigar Co.

Trix Frye is now representing the Wm. J. Seidenberg Co. He is featuring the Virginia Lee brand of mild Havanas to his trade.

The St. Regis Cigar Store, 520 North Clark street, features Garcia Masters and Virginia Lee, mild Havanas.

"Here's a good tip": Hotels may legally swell their coffers by the tips given employes. This was decided a few days ago, and Mr. Tipper now knows that when he casually says to the waiter, "keep the change," or tosses a thin dime to the hat boy, the hotel management has a legal right to the coin. The case through which it was decided that hotels may legally receive tips, directly or indirectly, was decided by Judge Joseph David of the Superior Court. It was the case of Frank K. Gloyd, who had sued the Hotel La Salle for $5,000 in tips, which he had turned over to the hotel.

Al Kron, president and treasurer of M. F. Mindem Co., Inc., New York, "Master Builders of Exclusive Havana Cigars," called on his many friends. Bouqet de Paris, their leading brand, is sold by the best hotels, clubs and retail stores.

The N. Kohl Wholesale Grocery Co. of Quincy, Ill., suffered a severe loss by fire a few days ago. They have arranged to distribute the Sir-Rahmas, mild Havana cigar in their territory.

Leopold Levy is around introducing the Cute, package of 10 short smokes for 20 cents, made by S. Monday & Sons of Brooklyn and the Cuberalla, a large foil-wrapped cigar that retails for 7 cents.

La Contento Cigar Co. of 539 East 75th street, N. Y., is advertising La Contento brand of cigars in the Chicago newspapers. They do a direct mail order business and offer 50 full major size cigars at $5. The cigars are sold on a guarantee to give satisfaction or money refunded.

Samuel Gessler, president of the Havana Importing Co. of Chicago and South Bend, Ind., has been chosen as one of the judges to determine the best decorated loop building during the coming Elk's convention. The Havana Importing Co. manufacture the well known Rubin brand of cigars.

During a race riot a few days ago in

Sweet and Aromatic

INDEPENDENT CIGAR FACTORY

M. L. FERNANDEZ, Proprietor

Cable: "Belinda"

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366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

The Real Independent Factory in Havana

"PARTAGAS"

The World's Standard Cigar

Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba

ROBERT E. LANE

General Representative for United States and Canada

70 Trinity Place New York

Chicago's South Side Negro section, Joseph Hoyt, 59 years of age, residing at 3614 Michigan avenue, and a clerk at the United Cigar Stores shop, 35th and Prairie avenue, was shot and killed while on duty behind his counter. Rioters passing the store fired through the door and windows, killing Mr. Hoyt instantly.

The General Cigar Co., Inc., is again short of Robert Burns Invincible size. They have a few of the 15 cent Jockey Club size on hand.

H. M. Schermerhorn, Inc., are awaiting their opening order of 60,000 of the imported Rey Del Mundo brand.

Jacob M. Rosenberg of the Preferred Havana Tobacco Co., is taking it easy awaiting word from Tampa to go ahead and once again book orders for their popular brands.

Otto Lommatsch is getting his old auto all oiled up for a summer tour. Otto is the manager of the Rookery Building store of the Albert Breitung chain.

Grant Montague, after a sojourn in Colorado for his health, is once more back in the retail game. He is now behind the counter of the Rookery Building store of Albert Breitung.

The Clayton Cigar Co. now shows La Sirena, Java wrapped brand made by Garcia & Vega. Eddie Gonyon closed the deal for the factory.

Armas Del Casa is now offered by Fred L. Wells. They are made by M. Sacks & Co. of New York.

Henry Irving is displayed in the show window of the Dolan Segar Shop.

Wengler & Mandell have just advanced the price of their Tom Palmer, brevas size from $110 to $114. The retail price still remains at 15 cents. The Longfellow size has advanced to $165, to retail at 25 cents.

Things are rapidly getting set for Elk's week in Chicago. The big convention of the B. P. O. E. begins July 5 and runs to July 10. So much will be done, it's impossible to tell all about it and get anything else in this letter. There wil be something doing every minute while the thousands of visitors are in our midst.

Ed. Wodiska, president of the Havana Production Co. of New York, Tampa and Key West, came in from St. Louis to visit his jobbers and Harry Friedlander who represents the factory in this field.

FACING DUBIOUS OUTLOOK

Boston Cigar Manufacturers Predict Door to Industry If Wage Scale Be Increased.

BOSTON, July 3.—Boston cigar manufacturers declare that if the Cigarmakers' Union persist in their demands for increased wages that the industry seems to be doomed in this city. They state that the union, at a recent meeting, took a strike vote, and that it is understood that they will insist upon an increase amounting to approximately $5 per thousand. Should this be carried out, the manufacturers are unanimous in the opinion that local factories will not be able to compete with outside markets on account of the prices which it will be necessary to pay for labor under any proposed revised scale.

The manufacturers have called attention to the fact that it is hardly more than a year since a strike was brought to a conclusion by an agreement which they claim was supposed to be binding on both parties. Before the agreement was reached, however, three of the largest manufacturers were forced to remove their plants to localities where labor conditions were more stable.

TOBACCO STOCKS

	Bid	Asked
Am. Cigar, com	128	130
Am. Cigar, pf	80	86
Am. Mach. & Fdy	150	160
Am. Snuff	100	111
Am. Snuff, pf	77	87
Am. Sumatra	89¾	90
Am. Sumatra, pf	85	91
Am. Tobacco	215	221
Am. Tobacco, pf	200	221¾
Conley Foil (new)	25	27
Consolidated Cigar	65	66½
Consolidated Cigar, pf	79	80
General Cigar	66	66½
General Cigar, d	82	85
General Cigar, pf	92	100
Geo. W. Helme, com	160	168
Geo. W. Helme, pf	83	94
Imperial Tobacco	9¼	10
Johnson Foil	100	115
J. S. Young	128	136
J. S. Young, pf	80	80
Liggett & Myers	146	155
Liggett & Myers, B	139	145
Liggett & Myers, pf	95	100⅛
Lorillard, P.	139½	141
Lorillard, P., pf	93	100
McAndrew's & Forbes	110	125
McAndrew's & Forbes, pf.	77	85
Porto Rico Am. T	118	125
R. J. Reynolds "A"	600	615
R. J. Reynolds "B"	460	490
R. J. Reynolds, pf	97½	99½
Tobacco Products	71¼	71⅝
Tobacco Products, pf	87½	91½
United Cigar Stores	130	175
United Cigar Stores, pf	100	104
United Drug	113	120
United Drug 1 pf	45	48
Weyman Bruton, com	163	170
Weyman Bruton, pf	88	94

GROSVENOR NICHOLAS & CO.
INCORPORATED
DIRECT IMPORTERS OF HAVANA CIGARS
60 Broad St., New York
Telephone: Broad 3108-3109

Romeo y Julieta — *Ramon Allones*
Por Larranaga — *Punch*
Giaconda — *El Trovador*
Rey del Mundo — *Partagas*
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GRAHAM-COURTNEY
MILD HAVANA BLEND
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TOBACCO - 10 East 39th St., New York

Philadelphia May Have Association — Some Time

"Hope Springs Eternal" in the Breasts of Some—Faint Hearts Hesitate—Cut-Rates Slashing Away—Retail Business Shows Improvement—Advances in Wholesale Prices Seem Inevitable—Mapa Cubas Reported Five Millions Behind with Orders—Leaf Trade in Satisfactory Shape—Port Facilities Praised—Pertinent Paragraphs Pertaining to Prominent People.

PHILADELPHIA, July 6.—So generous has been the response of the Philadelphia jobbing trade to the proposition that there shall be organized here an association for mutual benefit, and the elimination of abuses which have developed from a competition which hitherto has been conducted by each jobbing house, as if all the others were animated by a desire to exterminate, that a get-together meeting, at the very least, is now assured.

TOBACCO pointed out in these columns that Banham Brothers of Manayunk, jobbers, had taken the lead in a movement to at least have a conference of those engaged in the wholesale trade for the purpose of discussing existing conditions, with a view to their improvement. It was further pointed out that certain houses were jobbing cigarettes on a two per cent gross basis with demoralizing results. It is believed that even the firms engaged in this trade are realizing that so small an apparent gain is actually a loss when overhead and other expenses are deducted.

Realizing that the time had arrived for a change Banham Brothers sounded out the jobbing interests and found them at least receptive. During the week N. W. Mead, who has been associated in the past with several efforts to organize the retailers, made trade rounds with a petition attesting the willingness of the signers to attend a meeting for the purpose of considering a permanent organization. By the close of the week he had secured the signatures of fourteen jobbing houses, including all but two of the larger dealers, one of whom was rather lukewarm and the other of whom had not been approached. This showing, it is regarded as certain, foreshadows an early conference.

It is probably too much to expect that there will immediately be an organization formed. But TOBACCO repeatedly has called attention to the better feeling existing in trade circles since that very successful gathering down in Washington, under the auspices of the T. M. A. The present would seem a more propitious time than ever in trade annals for a representative and comprehensive organization. It is realized, however, that much missionary work remains to be done, for there still exists in the trade an absence of the cooperative spirit which in other commercial lines has made organization possible and improvements most marked.

The organization spirit is manifesting itself among the cigar manufacturers, but thus far there has been no one willing to assume the responsibilities of leadership. Organization was closely approached a year ago in the stress times of the strike but after the menace had passed there ensued indifference. It is regarded as extremely likely, however, that if progress is made in the organization movement among the jobbing trade, the manufacturers next will fall in line. An organization among the retailers, however, is so remote as to be improbable.

The fact is that so far as the centre of the city is concerned retailers of the old style—the full price dealers—are passing out and their places are being taken by the cut-rate dealers who are flourishing as the bay tree. Indeed travelling men for Philadelphia firms as well as visitors from out of town, say that in no large city in the United States are price cutters so prevalent as here in Philadelphia.

The cut-rate dealers are quite as popular with the manufacturers as with the public. Their patronage is sought because their orders are large and their payments immediate cash.

Their progress along Market street, the city's principal retail shopping thoroughfare, has been noted in these columns. Chestnut street, hitherto rather exclusive, is being invaded with the Scarlett Store soon to be opened at 703 Chestnut street in the van. Artisans are still in charge of the building which has been unoccupied for some twelve years, but Proprietor Welsh is hopeful of opening long before July has run its course.

During the past week the new cut-rate branch store of Darmstadter and Wachter, at 51 North Eleventh street was opened. And now comes the news that Label, 15th and Arch streets, pursuing his announced policy of expanding, has secured the well known Dougherty saloon property on 11th street just above Chestnut street for his fourth stand. It is not believed, though, that the store will be opened until early fall.

Retail business was reported during the week as considerably improved over the preceding seven days, and as evidencing no symptoms of much midsummer decline. Box trade for vacation trips and particularly for the three-day-over-the-Fourth holiday, was especially good. The retailers were not advised of any increase in prices but practically all anticipate raises in the very near future.

Manufacturers' troubles were somewhat lightened by the raising on July 1 of the complete embargo on freights, which has been in existence for several weeks. Shipments still are hard to make because of congestion, but it is possible to get goods through to Southern and Western points, from which orders are most plentiful. But production is still far behind demand, owing to lack of skilled hands and to scarcity of boxes. For these reasons and because of the continued advances in leaf, manufacturers say that increased prices are inevitable. Shells are now costing the manufacturers in the neighborhood of twenty cents each delivered at the factory and when there is added the cost of edging, flaps, covers and the like, the total runs up to 25 cents or more. With Sumatra at $7 a pound, with Porto Rico just advanced another 65 cents, and Havana another 20 cents, the manufacturers say that advances are inevitable, especially since demand continues greater than the supply. Bayuk Brothers for example report being fully 5,000,000 behind on Mapa Cubas, Blunts and Apollos. Though regretting the necessity of doing so, the Bayuk firm found it compulsory during the week to withdraw all Philadelphia Hand Made goods from the big Texas market. The firm has been endeavoring to make an apportionment on something like a twenty-five per cent basis, but even then was unable to keep pace with demands. The drastic withdrawal then was forced upon it.

The manufacturers are taking a rather passive interest in a city wide movement among industrial establishments to unitedly oppose the closed shop propaganda of professional labor leaders. The cigar trade had its battle with the agitators last year and was successful. Yet in many other lines of industry there exists a great menace from outside dictation and under the leadership of the Chamber of Commerce a united movement in favor of the open shop is being launched.

The leaf trade is in satisfactory condition. Its chief interest just now is the endeavor to secure better import facilities for this port. The movement started some months ago by the Philadelphia Leaf Board to secure direct shipments to this port from Cuba is progressing very

satisfactorily and hope is entertained that it will meet with success before the new crop is due in October or November. There are several lines of steamships running directly into this port from Cuba, but hitherto space for leaf has not been available. The board hopes to make such arrangements as will assure that space. Attention is called to the desirability of this port for importing, evidence of the fact being that much stock has in recent days been diverted here from New York, owing to the crowded shipping conditions and the high lighterage and storage there. Several New York importers are reported to be holding large stocks of leaf in Philadelphia warehouses because they can do that more economically here than in New York.

The movement among the leaf houses for an all Saturday closing program was successful last Saturday. But that was rather because of the impending Independence Day than because there was approval of the general project. Petitions for an all day closing were placed in circulation but signers were not in the majority. Still it is thought possible that with the first step taken last Saturday, the full Saturday holiday may be continued.

John Van Miller, manager of the Reeves Parvin cigar department, reports June sales as double those of the corresponding month of any year since the firm has been in business. May sales, which broke records, were far exceeded in June. Mr. Miller ran down to the shore last week to oversee the activity of his sales force there. H. P. Farrand worked during the week in the Wilmington territory pushing the Ruy Suarez Company, Planco sales.

Manager Daly, of the Stratford factory, and the sales force, who were the guests on Saturday, a week ago, of W. A. Hall, of D. Loughran and Company, Washington, D. C., at his farm, Dreamland, 60 miles below the Capitol, lingered in Washington on the return trip for conference with the Loughran officials. The sales force is still jubilant over the splendid entertainment given—the stop at the New Willard, the sixty-mile auto trip to the farm, the big "eats" taken fresh from the Potomac, which flows past Dreamland and the enthusing Stratford day boosting. During the past week the Stratford Company received from the Reid Tobacco Company, of Milton, Pa., and Altoona, Pa., which has just taken on Stratford distribution, an order for 2,000,000 cigars. A. Blanc has been added to the city sales force.

Sidney Gordesky, who is associated with his brother Philip in the conduct of the Franklin Tobacco Company, 518 South Front street, which ranks well to the front of the wholesale houses of the city, left at the close of last week as one of a party of 600 Elks bound for the convention in Chicago. The Philadelphia party will remain over at Niagara Falls on the return trip a week hence.

The local sales force for the Melachrino cigarettes began a ten-day vacation on July 2. E. P. Collins, Ohio and Western Pennsylvania representative, stopped over in Philadelphia headquarters en route to Wildwood, N. J., where he will sojourn. J. E. Landry, Pittsburgh representative, also visited the Philadelphia office.

The Post Cigar Company has just leased the second, third and fourth floors of 430 Market street from William Lefkor through Lieberman and Axilbund.

Trade sympathy is being extended to John T. Dohan, member of the former leaf firm of Dohan and Tait and owner of the El Draco cigar factory, on the death recently of his mother, Mrs. Catharine E. Dohan. Mrs. Dohan was seventy-nine years of age. She always took an active interest in the Dohan and Tait firm.

The factory equipment of the George B. Thern Box Company, St. Paul, has been purchased by F. M. Colgan, of McSherrytown, Pa., in the centre of a rapidly developing cigar manufacturing district. Colgan proposes to install the machinery in the Conewag mill and with his brother Brian Colgan to engage in the cigar box manufacture at an early date.

H. L. Jewell, of the Duncan and Moorehead sales force left for a mid-Pennsylvania trip during the week, featuring the Marcello and the Roi Tan brands. Henry Ashburner returned from a trip South. The firm is distributing a very effective In-B-Tween advertising card. It shows a clockface with movable hands and the inscription, "It's always time for an In-B-Tween smoke."

Russell Coulson, colored, 24th and Gordon streets, a few nights ago entered the cigar store of A. Dein, 27th and Gordon streets and attempted to instruct the proprietor how to run it. The police ran him in and Magistrate Oswald sentenced him to ten days in the House of Correction.

Allen R. Cressman's Sons report exceptionally large sales in the New England territory. John H. Lappan, of the sales force, is now in Portland.

R. F. Peyton, the Chicago leaf broker, was a visitor during the week.

Samuel Weinberg, the leaf dealer, has returned to the city after a sojourn of three weeks at Mount Clemens, Michigan, completely restored to health. He has opened his fine cottage in the Chelsea section of Atlantic City. Associated in business with him now, are his two sons-in-law, Morris Crane and Frank Rubenstein.

Cigars valued at $25 were stolen last week from the truck of Schoenfeld and McAninley while it was standing in front of their store at 5833 Market street.

Clarence Hirschhorn and Co., of Chicago, distributors in that city for the El Producto, are sending in very large orders to the headquarters here.

Herman M. Kreh, former office manager for Hilbronner & Jacobs, now dissolved, is comfortably installed in an office on the third floor of 49 South Front street, from which he is conducting his own business with former H. & J. patrons.

Mendel and Company are already giving considerable attention to holiday packings.

Simon Saks, New York, William B. Shaw, of New York and Porto Rico, and Elias Bach, of Elias Bach and Sons, New York, were among the week's visitors.

John R. Murphy, of Murphy and Co., 6th and Cherry streets, is back at his duties after undergoing a slight operation.

Many of the neighborhood retailers carrying fireworks as a side line at this season, were threatened with severe loss by the almost successful enactment of an ordinance forbidding all sales of pyrotechnics, passage of which was not taken up until the very eve of the celebration. However, on final consideration, the ban was restricted to sparklers.

The Ruyera Lopez Company is conducting a publicity campaign for its leader, made in five shapes. A. B. Cunningham and Co., are the Philadelphia distributors, while the Mansback Cigar Company looks after the trade in Atlantic City. For fifty years the brand was sold only in exclusive clubs and hotels; now with the removal of the Lopez Company to larger quarters, 137 N. Third street, the brand is being everywhere introduced.

By the New Air Route.

An airplane service with the English "Airco" machine has been established between Amsterdam and London. The airplanes leave the aviation ground on the northern border of Amsterdam on Tuesday, Thursday, and Saturday at 11 a. m. and arrive at London (Croydon) about 2 p. m. They leave London (Croydon) on Monday, Wednesday, and Friday at 10 a. m. and arrive at Amsterdam about 1.30 p. m. This transit time, between three and four hours, is about a sixth of the time consumed in going from Amsterdam to London by the usual railroad and steamer route.

The airplanes fly overland from Amsterdam to Calais, France, and then cross the Strait of Dover at the narrowest point, being only about 10 minutes above water. The return voyage is by the same route. As it is approximately 400 miles, the airplanes travel at least 100 miles an hour.

The passenger fare betwen Amsterdam and London is 150 florins ($60.30). First-class fare, with meals and cabin on the steamer, by the usual route is about half that amount.

Pitching Air-Tight Ball!

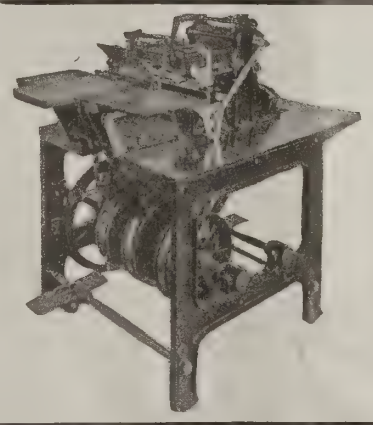
YOU can't "put a run over" on our Advertising Team. PRINCE HAMLET'S "scoring" an unprecedented demand. You can knock a home run and win your game against a customer's smoke appetite *every time* by selling him—

PRINCE HAMLET
2 for 25c. — 15c. — 25c.
Also 10 and 11c. sizes
The Well-balanced, Satisfying Smoke

"Warm Up" to Our Delivery

BAYUK BROTHERS
Manufacturers of the Famous "Mapacuba" Cigars
PHILADELPHIA
New York, 119 Lafayette St., Phone 316 Franklin

E. P. CORDERO & CO.
ESTABLISHED 1883
Mi Hogar Cordero La Superior
These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.
1327 Avenue A, Cor. 71st St., New York City



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WE HAVE IT

RED LION, PA. U. S. A.

I. H. WEAVER

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All Grades of Leaf Tobacco

237-39-41-43 N. Prince St., LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

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SEEDLEAF TOBACCO GROWERS COMPANY, Inc.

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ROBERT M. GRANAT & CO., Growers, Packers and Dealers

Connecticut and Pennsylvania Leaf Tobacco

320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

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Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.

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Raymond A. Heiland Tobacco Co.

INCORPORATED

PACKERS AND DEALERS IN

LEAF TOBACCO

Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

Pennsylvania Tobacco in Very Strong Demand

Stocks Practically Exhausted—Not Enough to Meet Requirements—Trying to Buy Crops in Fields—Belgian and French Representatives Prospecting—To Form New Exporting Company — Growing Crop Has Healthy Appearance.

LANCASTER, Pa., July 3.—There is a "runaway" market for Pennsylvania tobacco. Dealers' stocks are already practically exhausted. Farmers say that the 1920 Lancaster County crop should bring more than 30 cents a pound. There is an unprecedented scarcity, and big demand for it. Offers are already being made to Lancaster County farmers for the crops in their fields. There are no sellers as yet. It is a selling, not a buying market.

There is right now a more urgent demand for good Pennsylvania tobacco than there has ever been and the stocks in the hands of dealers and packers are entirely inadequate to meet the demand.

The large manufacturing interests bought all the good Pennsylvania tobacco offered, but were not able to secure enough leaf to meet their requirements. Consequently their stocks are lower than they properly should be, and they, in all probability, will be buyers of the 1920 crop. The dealers are left with only about two and a half million pounds (approximately 6,000 cases) on hand, which is woefully insufficient to supply the wants of the manufacturers who buy from the dealers. Would-be buyers from all over the country for 1918 and 1919 crops, are being advised that the supply is practically absorbed.

The average annual crop in Pennsylvania is about 55,000,000 pounds.

The two and one-half million pounds the dealers may still have comprise a practically insignificant part of last year's crop.

Pennsylvania tobacco is raised almost entirely in Lancaster, York, Chester, Clinton, Lycoming, Lebanon, Juniata, Delaware, Berks and Tioga Counties. Lancaster County raises approximately three-fifths, or more of the total crop. The Lancaster County 1919 crop, moreover, was short in weight. The average yearly yield is 1,400 to 1,600 pounds to the acre, while the 1919 crop did not reach over 1,000 to the acre, naturally contributing largely to the big shortage.

The production of cigars has increased enormously. Over six hundred million more cigars were made in this country in the four months ending April 30, 1920, than in the same four months of 1919. When it is remembered that twelve to fifteen million pounds of 1918 Lancaster County tobacco was bought for export and presumably taken out entirely of the domestic market, it can be easily seen why the market is bare of Pennsylvania tobacco.

The 1919 crop must be sold by the dealers at 35 to 40 cents to make it profitable. This must cover the 15 per cent loss for shrinkage to cover which an addition to cost is necessary, also the loss from damage, such as rust, black-rot and rust-rot and the dealer's cost of packing and overhead charges.

Florida tobacco which is now being harvested, is selling in the field from $1.20 to $1.50 as compared to 75 to 95 cents last year. It is a dry-weather crop, at that, which has a tendency to make the finished product dark and heavy in the leaf.

This year's Cuban crop is selling at an advance of 40 to 60 per cent over the 1919 prices.

In view of the almost complete famine in Lancaster County tobacco, it is reasonable to believe the farmer will realize a good price for his 1920 crop.

The scarcity of labor and increased cost of production, warrant the prediction that properly grown and correctly handled 1920 Pennsylvania tobacco will command a stiff price. However, dealers to their regret, outbid each other in acquiring the 1917 crop and everyone of them lost money on the goods, as manufacturers, when they find tobacco too high for their purpose, invariably find a substitute. If farmers get some price as they did last year, they can come out nicely and make a good profit for their labors. And the prices will, no doubt, be around 20 to 25 cent for wrappers, and 6 to 10 cents for fillers.

Buyers are already offering farmers same price as last year, but tobacco is not far enough advanced for them to make any definite arrangements.

Minors, under 14 years of age, are not allowed by Pennsylvania law, to strip tobacco at their homes for pay, according to an opinion rendered to Commissioner of Labor and Industry Connelly by Deputy Attorney-General Col-

(*Continued on page* 34)

BENJ. SCHWARTZ

EXCLUSIVELY

PACKER PENNSYLVANIA BROAD LEAF

AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A

Correspondence Solicited

EPHRATA, PENNA

USE RAFFIA

SAVE TIME AND MONEY

Prices on Request

THOMAS B. MEEHAN CO.

Direct Importers of Raffia

Dresher, Pa.

The efficiency of a business house depends on its "morale"

MORALE in turn depends on the conditions under which men and women have to work.

It is the policy of The American Tobacco Co., to provide the best possible conditions for its huge staff, in the interests of morale and efficiency.

Every sales manager has risen from the ranks, and so has a thorough and sympathetic knowledge of the problems of the retail salesman.

Each salesman receives a thorough training in his work, is given every facility for improving his position, and is liberally rewarded for extra efforts.

We provide for his transportation and travelling expenses. When necessary, we supply him with an automobile and accessories, and carry his insurance. We also pay for his bonding.

But best of all, we arrange for him to go home every week-end, for we believe in the home as the builder of morale.

The American Tobacco Co.
INCORPORATED

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 **Original Factory No. 1**

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

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Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St., New York City

How Cigar Profits Are Figured Out Up-State

Admittedly Business Is Great—Long-Term Credit Guys Entitled to Prize—Average Retailer Not Familiar with Overhead—Hazy Idea About Goods and Bill—More or Less Successful Withal—Detestable Details Don't Disturb Haphazard Ducks—Sinbads Are Good Sellers—Can't Get Enough Fatimas and Chesterfields to "Satisfy" Jobbers—All Depends Upon the Demand.

New York State Capitol District,
Hurrah-Week, 1920.

"Good Morning, Sam, how's things start in for the Fourth?" Jim Stubb wanted to know, as he checked in to the Friends o' Patriots Society, now in regular extraordinary session in the wholesale warerooms o' Stubb & Ash, Inc. "Do we hang out the red, white, and blue today, or do you still feel so blue yourself as a navy peau de cygnes?"

"Yeh, mebbe yuh should be one of them there hippo-hurrah babies, which ain't ever figgurin' on how much kronen we should have it in the cash register, unnerstan me, but dopes it out that a t'ousand dollars borrowed at the benk should be a bigger asset than to sell it a hundred dollars worth o' cash-moneh see-gars to customers which should be willin' to pay for the goods if we could git 'em!" scolded Sam Ash, a bit excited, perhaps, from trying to sell a smoker a seven-cent cigar with a guaranteed Sumatra wrapper from Belawan Deli, and a genuine Habana filler only seven days out o' Morro Castle Light.

"Gosh, Sam, business is great!" reproved Jim Stubb, looking over the Help-Wanted-Committee for a possible application of membership to the Hot Chair Club. "Suppose you do raise a loan at your favorite National Bank. To discount merely a single thousand jack puts you in class with pollywog fish, and no one knows you, not even the bank cashier. But when you float an issue of notes for, say, $100,000 everyone hears about it, including the cashiers of pool-rooms, and the presidents of oil and development corporations, who immediately desire to list you up as a dummy director in their various enterprising enterprises."

"That should be alright in some cases," Sam Ash snorted, putting back into the cigar case the seven-cent goods, now considerably brighter with the new price-tabs o' eight cents, two-for-fifteen. "But show it to me how we should do more cash business, y'unnerstan, an' I should be satisfied if them there robins which dig for worms on credit, do even twice so much, providin' we git it the frogs havin' the plain an' fancy greenbacks to trade for tobacco from Medan, Red Lion, Pa., an' them other first-class places which should help it to produce A-Number One see-gars with a flavor such as have Nipigon trout an' Beechnut bacon!"

"Oh, I admit the cash basis is the one best bet," Jim Stubb conceded, endeavoring to interest the Hair-Tonic sub-committee in Grover's Mange Cure as a qualification for resident occupancy in the Locker Club. "Only, Sam, you gotta hand the prize to them guys which write in or walk in, no matter either way, and nonchalantly utter an order for twenty-five hundred medina-perfectos, tell you how they'll have the boxes backstripped, and whether or not to wrap 'em in foil, not forgetting to include at least twenty-four hundred of the lot in claros, and then, when you mail the bill, following it up with the usual thirty, sixty, ninety, and one-hundred-and-twenty-day statements, they send in word to duplicate the order, as was, and that they'll mail a little check for both shipments upon receipt of the new goods!"

"Our terms are different," observed Paul Wessell, changing a foil wrapped Robert Burns from the upper right to the upper left pocket of his Palm Beach suit. "All General Cigar Company accounts are sold on the basis of thirty days, two off. And the merchandise moves so rapidly, even at that, you'll discover the average retailer selling the cigars inside the term-limit, thus doing business entirely upon the advanced credit-capital of the G. C. C."

"Probably very true," nodded Walter Branche, stopping with the Friends o' Fun with two arms and two hands full o' R-B cigars, all ready to pack in the handy humidor on the back o' the benzol buggy which works for the Branche Brothers Cigar Company. "But the trouble with the ordinary retailer is that he doesn't have any idea what his overhead means.

"For a fact, which I have repeatedly noticed in my own business with Capitol District trade, the retailer of cigars in this neighborhood simply buys a cigar, say, at $73. This he sells at ten straight, netting him a gross of 27 per cent.

"But do you suppose the dealer knows or cares anything about that? Or whether or not his store expense is twenty-two, twenty-five, or even thirty per cent of his total turnover? Not much! Why should he worry? Hasn't he sold the cigars with nearly three cents profit per each, and ain't he gotta have ten cent cigars to sell anyway?

"Sure, that's the situation," went on Walter, resting the R-Bs on the floor of the Hot Chair Club for another minute while he sharpened his Ever-Ready pencil, "and they'll dicker all day for a shade on the price, you know, then, when you go around to collect the bill, either the envelope hasn't been opened yet, or the invoice has been lost entirely!

"And, for their lives, not one in twenty can tell you what the goods cost, whether or not they really got 'em, nor anything at all about the stuff, except that they have a general hazy idea that the cigars actually arrived, possibly may be sold, maybe they're under the counter somewhere, in the back-room, downstairs, up-stairs, and that the bill is in the same place.

"No system at all, and still most of these retailers have more or less successful stores, without any plan of action, but with excellent haphazard goodluck which prevails in their favor both in winter and in summer! While the really careful merchants, of which there are not more than ten in the cigar business in Albany, seem to work harder, more faithfully, day in and out, and yet not get ahead any faster proportionately than the careless, catch-as-catch-can chaps who don't care a flip about terms, discounts, overhead, gross, net, or any other term which worries big business men half to death!"

"Reason is, Walter, them there pacificos donate their own an' their family services to the store, chargin' it all up to the nigh pants pocket as versus the off-side of their jeans," grunted Sam Ash, still improving the even chances of profit-and-loss by marking up the twelve cent coronas to fifteen straight, seven for a dollar, special for the Fourth.

"Yeh, Walter, those there small see-gar store fellers ain't gonna hire *nu de lujo elementos* to stand it around the store pickin' their teeth, unnerstan me, when they should also have it at least one wife, three kids, an' a mother-in-law to 'tend store, an' so reduce the leakin' overhead, even as a Barrett Specification should do the same thing on the roof, y'unnerstan."

"Well, I've got something right here which will cut down the awful average of the overhead," challenged J. Druker, opening up his Indestructo trunk, just in from Mishawaka and Philadelphia, and taking out his gold-medal-award samples of Sinbad and Don Riano cigars from the Sinbad Cigar Company. "And it's the Sinbad brand, which we are

selling so fast that the factory at 109 North Tenth street, in the Quaker City, can't produce in sufficient quantity to fill all orders as desired."

"Almost as bad with us, too," admitted Gover Billy Hughes, as he bashfully held his order book of the Larus & Brother Edgeworth products behind his back so no one could force him to write out a prospective shipment. "So I'm going to Boston this week to see Boss Harrington, of this division of sales, and maybe he'll have some plan to produce more tobacco for the Capitol District demand."

"It is fierce," commented Cap'n Pat Doyle, standing at attention whilst the old guard of the Liggett & Myers Tobacco Company filed past in adieu from the Albany cigaret department to their respective week-o'-vacation over the Fourth. "Here are we, five brave men in all, absolutely begging for more Chesterfield and Fatima cigarets to fill our own orders taken for the Capitol District jobbers.

"That's the reason we're going away for a spell—just to let the Richmond factory and the blame ole railroads catch up with us. If they don't do this by the time we return, it looks to me as though we'll have to take our Christmas holidays now, too. Otherwise, the jobbers will soon have cause to kick about us sending orders and requisitions in, and not having sufficient supplies to fill 'em until the Appomattox apples are picked in the light o'the harvest moon!"

"Supplies are a source of complaint," agreed Ed Reiche, as he, too, made ready to depart with the Good-Night Committee of the L. & M. crew, "so we are doing the very best we possibly can while this advertising campaign of Chesterfield cigarets is on to rush out this brand. Fatimas, of course, come first, but we've got a raft o'the other items to deliver also, and Doyle here has his hands full, just explaining to overwrought distributors why we cannot fill every demand in full."

"It depends upon the demand," allowed Jim Stubb, discharging the Carnival Commission of the Hot Chair Club with a vote o' confidence. "Now there's that story Al Burdick tells, y'know, about the demand of the hick from Hoosick who came to town for over the Fourth, and asked one of them red-capped dinges at the Union Station to show him some 'un who could, in turn, show him something he'd never seen afore.

"So the red-cap sends the rube over to Bobby Richford at the Arcade Cigar Company's place, across the street. Some evangelist in Bobby's store picks 'im out a guide, and off they start for Capitol Hill.

"They arrive alongside o' the bravely bronzed Phil Sheridan in Capitol Park, just as he galloped in from Winchester, twenty miles away. And, as it would soon be high noon, Bobby's guide suggested that a sight to behold, one the jay could relate to his greatest-grandchild, would be to see the Capitol turned around, front to rear, heel-and-toe, as a proper Fourth o' July event of interest.

"'Could sich a thing be did?' the farmer wanted to know, looking rather doubtfully at the two blocks of twenty-seven million dollars' worth of the best solid granite New York State ever bought. 'Could sich a thing be did fer money?'

"'Cert, why not?' bluffed the guide, lightin' another one o' Bobby's 5-6-8-s, and blowin' the smoke in the hay-seed's face, 'I can have the Chief Engineer, Sherry Tufts, turn that there buildin' around in a jiffy, just like he switches the draw on the Hudson Bridge, for exactly two dollars o' your money, pop.'

"'Wal, now, I dew declare,' gasped the Hoosicker, gingerly drawin' the strings which prevented the two bones from jumpin' outa his cash-gunnysack, 'Here ye be, young feller, how soon kin ye dew it?'

"'Right away, old timer, you wait here,' instructed the Owl-o'-Broadway, hurrying away from that sacred ground where Governor Sulzer once shook Charlie Murphy by the right-to-right shake, 'I'll go in the Hawk street entrance, an' you stay here 'til after the show.'

"Well, just two hours and fifteen minutes later this leading jefe o' Hoosick, N. Y., approached Traffic Cop Guardineer at the corner o' State and Eagle streets, where the cop was directin' the heavy holiday tourist trade around Albany's memorial to the billposters, and he merely sez, sez he,

"'Fine day, constable, ain't it? An' say, kin yew tell me how them there trains be runnin' back to Hoosick on this here new, sunlight savin' time?'"

"Huh, such things ain't happened in this town since Rosco Conkling held it 306 votes in a Republic Convention!" snorted Sam Ash, looking around for a method of removing the Glue Commission from the Hot Chair Club before twelve bells o' the dog-watch. "But, Jim, for two dollars, cash-moneh, a baby can have it not the Capitol turned hindside forth, y'unnerstan, nor should he want it, when he can go down to that there Warner Drug Company on Broadway, an' git it two pocket packs o' Blackstone see-gars, as advertised in their Waitt & Bond window"

TAMPA TOPICS.

TAMPA, July 3.—Reaching a total of $535,394.27 for the fiscal year ending June 30, despite a tremendous falling off the past two months, due to the cigar strike, postoffice receipts for 1919-20 showed an increase of 50 per cent over the total for the previous year. The year marks the first in Tampa's history in which the receipts at the postoffice have passed the half million mark. Last year the total was $398,900.33.

Figures for the year follow:

1919-20

July	$31,750.84
August	32,119.12
September	40,614.15
October	47.035.95
November	41,559.83
December	47.741.13
January	51,954.40
February	45,000.23
March	56,189.33
April	57,088.46
May	41,185.46
June	41,156.37
	$535,394.27

Every month in the year shows an increase over the same month the preceding year. Even the past two months, falling off as a result of the cigar strike, tieing up the cigar mail order business, are ahead of the same months a year ago.

The banner month was April, when the receipts reached a total of $57,000, the biggest month on record in Tampa.

Figures for the fiscal year from the customs house and the internal revenue office were not yet available. In fact the postoffice receipts for June represent an estimate on the last day's business, although it is only a matter of a few dollars.

Pedro Suau, proprietor of the Spanish cafe, 1208 Franklin street, was arrested recently by Deputy U. S. Marshal J. E. Cox on charges made by Deputy Internal Revenue Collector J. I. Campbell to the effect that Suau had refilled cigar boxes in violation of federal regulations. Suau was arraigned before U. S. Commissioner Cone and gave bond for his appearance at the next session of federal court.

Although it was generally believed that immediately after election there would be some action looking to the resumption of activities in the cigar industry, Ybor City so far fails to reflect any evidence that the strike is any nearer its end now than immediately after it was called. Union headquarters at the 8th Avenue Labor Temple are more quiet than many of the coffee houses and except for the clerical work constantly in progress there are few meetings and the joint advisory board attends to little but details at its meeting sessions.

Because of shortage in boxes, factories are now closed at St. Augustine, Fort Myers and Lakeland. Workers have returned at St. Petersburg where there was temporary cessation due to box shortage. In a recent statement concerning the situation the *Times* stated that a Dade City factory had closed. This should have read Fort Myers, the Dade City plant still being operated.

A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

GARCIA GRANDE

Mild Havana Cigar

Standard maintained always

Jobbers feature the

Garcia Grande

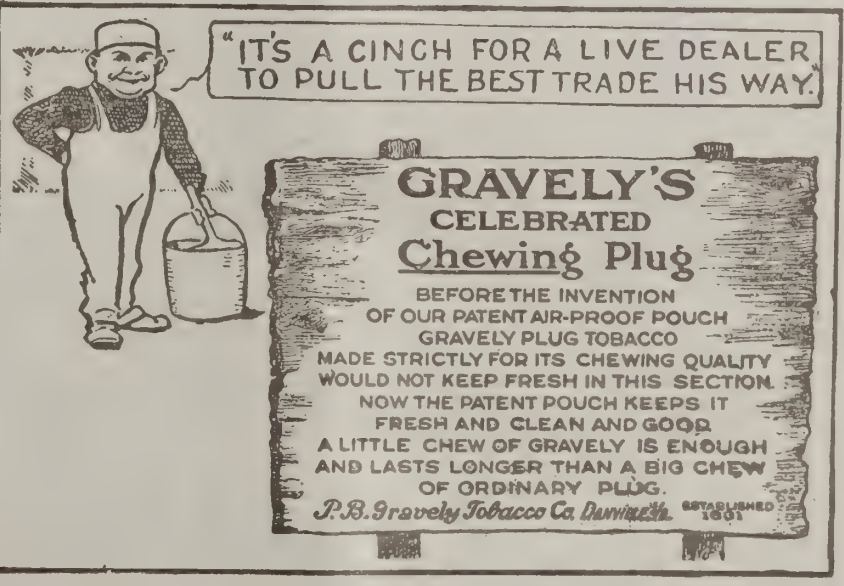
for

Reason No. 1. They can always rely upon its uniform quality.

Reason No. 2. The smoker, the final judge, always comes back for more.

J. KLORFEIN, Manufacturer

476-478 Broome St. NEW YORK 62 Wooster St.



The Greatest Success of 1919 Tobacco Export Boom

MATOAKA

Cigarettes
and
Smoking
Tobacco

VARENA

Cigarettes

MATOAKA TOBACCO CO., Inc.

276 FIFTH AVENUE

(Old Holland House) NEW YORK CITY

Smoke LA TURKA

TURKISH BLEND
CIGARETTES

Samples Cheerfully Submitted
Prices on Application

EXPORT TRADE SOLICITED

F. & E. SOTER CORPORATION

309 Canal St., New York

What Can a Seller Do After He Makes One Bad Delivery?

This letter ought to be of interest to everybody:—

Denver, Colo.

Please give your views on this question. In March we sold a regular customer of our house 100 cases of ——— which we signed a guarantee should be up to certain specifications of quality. About the time their order was going through our plant we were having trouble with labor, and some of these goods were off, that we admit. They were good and would have given satisfaction, but were not quite up to the specifications.

We thought under the circumstances the customer would be willing to overlook the fact that the quality was a little lacking, so we sent the goods forward. We did not hear for about a week, and so thought everything was all right, when we got a letter stating the firm had just inspected the shipment and found it not up to contract, and rejecting for this reason. We had some correspondence in which we agreed to make an allowance, but this was refused, and we finally had to agree to take the goods back. This we did. We immediately shipped another lot which we knew was up to specifications, but the customer refused to take these in, on the ground that the deal was off on account of our having not made a good delivery the first time. Since the first delivery the market has gone off about 20 cents a case, and that we believed was the reason why the second lot was turned down. We therefore offered to make an allowance, but that was rejected, and we had to bring the goods back.

Now, we are desirous of knowing whether we did not have a legal chance to make a second delivery, which we knew would be all right. If we have not of course we stand to lose money by the transaction.

E. R. B. & SON.

The question therefore is, how many whacks has a seller at delivery? When he has fallen down once—I mean when he admits that he has fallen down, as in the above case—can he come a third time and so on indefinitely until he pulls through? Where is the line to be drawn, in other words?

It seems to me that the question answers itself. If you give the seller even a second chance, there is no point where you could draw the line. To be logical, you would have to go on and on with no end until a good delivery was made.

No, the seller has one chance and no more. He must stand or fall on that. If he makes a bad delivery the first time, the buyer has a legal option to give him another trial, which is often done where the market hasn't changed, or to call the deal off. The buyer in the case submitted was not only wholly within his rights when he refused the second delivery, but he would have been a fool to accept it when the market had declined.

Several cases similar to this have recently come under my own notice. They are about identical in their facts with the case above, except that the buyers in my cases had discounted their bills before discovering that the goods were not up to specifications. In these cases the buyers rejected and demanded their money back. Here, too, the market had declined. The sellers all came back with a proposition to let them try again on delivery, and in one case the buyer for special reasons did that, but mostly the buyers of course refused and continued to demand the refunding of their money. Eventually this refund was made, but in every case the seller considered himself squeezed and seemed to feel that he had a legal right to make a second effort at a good delivery, and that if he had gone to law the court would have supported him.

One of these cases had rather a humorous turn. When the first delivery fell down the market had declined, as stated. When the seller demanded that he be allowed to make another delivery, he was refused for obvious reasons. He therefore did nothing—neither refunded the money or tendered new goods. Later the market *advanced*, when it reached a certain point the buyer changed his demand to one for goods instead of money, at which the *seller* demurred. And neither could see that his final position was in the least inconsistent with his first one.

(*Copyright, May, 1920, by Elton J. Buckley.*)

Chicago Druggists Prospering.

CHICAGO, June 29.—R. W. Stone, assistant director of prohibition enforcement for Chicago, produced figures today showing that the average druggist in Chicago is making a net profit of at least $6,800 a year on his liquor prescription business. Mr. Stone produced the following data to support his contention:

The druggists are allowed and receive 100 gallons of whiskey every three months, or 400 gallons a year, which equals 3,200 pints a year. Three thousand two hundred pints sold at a minimum of $3 a pint (most charge more) would yield a gross return of $9,600.

These 3,200 pints are bought from the bonded warehouses at an average price of 90 cents a pint, and often less, or $2,800. This leaves a net profit of $6,800.

Pennsylvania Tobacco in Very Strong Demand

(*Continued from page* 30)

lins. The question arose in tobacco growing counties. It is held by Mr. Collins that tobacco stripping is explicitly forbidden to minors under a certain age, and under the child labor law may not be carried on at homes, or in factories by minors under 14 years old. This is a big privation to large families who have their children strip tobacco in vacation time primarily to keep them off the streets and out of mischief, at same time earn part of their keep.

Representatives of Belgian and France are in Lancaster County for the purpose of establishing a station here for the exporting of tobacco to these and other European countries. A big corporation is about to be formed, it is learned, which will include a number of tobacco dealers here.

That Lancaster County tobacco is wanted in Europe has been evident for some time. A number of New York and local packers have been exporting the weed to Europe for a number of years. The majority of it is the poorer grades, known commercially as fillers and thrash, which are used in foreign countries. A large amount of tobacco was shipped to Holland and Germany early this year, but has not been disposed of because of disputes as to contracts. Several thousand cases were returned to this country, while big lots are held in storage in those countries. The exchange situation since the armistice has a tendency to make foreign buyers wary.

It is understood that headquarters of the new company will be in this city, with warehouses for receiving tobacco, both here and in various other places in the country. An office will also be maintained in New York City, it is said. Tobacco men are watching the new move with interest.

It is believed the price of "thrash" will go up under heavy buying by the new organization.

The standing crop looks fine and healthy, and with any kind of good weather, we will have a nice and prolific crop.

Pittsburgh, New York, Chicago and New Orleans people are here hunting "Tops" for binder purposes, but none have been able to supply their wants.

Cigar manufacturers are still busy and no let-up to their orders. Shipping facilities are again crippled and, manufacturers are seriously handicapped in consequence. DICKIE.

TOBACCO STILL WELCOME

Italy Has Not Prohibited Its Purchase from This Country

Reports which have reached this country to the effect that the Italian government had prohibited the importation of tobacco from the United States have been investigated by Alfred P. Dennis, Commercial Attaché of the American Embassy at Rome, and found to be erroneous. In his report Mr. Dennis states there is little foundation for these rumors, which have been received with some consternation by growers of dark leaf tobacco in the United States.

"Commissioner Alibrandi," he says, "who is at the head of the Italian tobacco monopoly, gives us emphatic assurance that there is no intention on the part of the government to suspend purchases of tobacco from the United States. The oily dark leaf tobacco grown in Tennessee and Kentucky is in great favor with Italians and cannot be duplicated elsewhere. As all tobacco in Italy is sold under Government monopoly the enhanced prices of raw material, due ot mounting dollar exchange, are readily passed on to the consumer.

"Occasionally American commercial agents visit Rome for the express purpose of selling tobacco direct to the Italian government. This thing cannot be done. Under the Italian laws all purchases of tobacco in the United States must be made through the Italian Royal Tobacco Commission in New York, which buys on the best terms that it can and employs no intermediaries. It has full discretionary power in the matter of taking advantage of the market and buys when and where it can purchase under the most favorable conditions. There may have been some recent slackening of purchases by this commission, but it would have no power to retire definitely from the American market in the absence of authority from Rome. Such authority has not been given.

"As far as we can learn, the government is fairly well stocked up with American tobacco and is possibly letting up in its purchases for the time being. No definite withdrawal from our market is contemplated, according to official information given us in Rome.

Delayed Tobacco Planting

Cigar manufacturers, many of whom have been buying heavily of imported Sumatra, are complaining over the increasing cost of leaf in turning out the finished product.

The close of June found the work of transplanting well out of the way practically everywhere in cigar leaf sections. Temperatures have ruled fairly high, rainfall scattered and in some instances more than warranted. In some of the eastern sections delayed conditions, due mainly to excessive moisture in the fields, are carrying the work of establishing plants in permanent beds into the opening of July. Obviously tobacco farmers now want practically perfect weather in the weeks to come.—*New England Homestead.*

The "Italian Stogie"

A paragrapher in the Boston *Post* says:

"I was interested to learn yesterday that the long, black cigar so familiar to the North End and popularly known as an 'Italian stogie,' is soon to jump from its present price of five and seven cents to nine and possibly 10.

"Time was when this luxury retailed for two and a half cents (two for a nickel), but a North End tobacconist informs me that with thousands of American-born smokers now buying the strong, foreign brand, the demand is beginning to exceed the supply.

"Incidentally he ventured the opinion that America first got acquainted with the 'long black ones' in France and other European countries, and even now hate to give them up."

South Russia Sends Tobacco to Sweden.

Recently 500 tons of tobacco arrived at Gotenburg from South Russia. Experts claim the tobacco was of good quality and weathered transportation remarkably well. Sweden expects regular shipments of tobacco to continue. Trade between Sweden and South Russia is very brisk, Finns acting as intermediaries. Tobacco planting in South Russia is said to have recovered its former prime. Russian authorities are doing all within their power to foster and further tobacco planting.

In the Baltic countries tobacco planting will be pushed, according to recent news. In Courland large plantations are to be laid out, since it has been discovered that the soil in many parts of the country is ideal tobacco land. Before the war tobacco planting amounted to very little in Courland.

Letvia, too, is going in for tobacco raising, also on a large scale, it is announced. Anything less than large scale business would not do for those embitious new countries. At Libau a tobacco factory has been established which is using Letvian tobacco mixed with imported weeds.

The Metzger Bros. Cigar Co., with a capital of $10,000, has been incorporated in Rochester, N. Y.

S. S. Minnekahda. Arrived July 7.

Tobias & Co.	1	Case Tobacco
United Cigar Stores Co.	10	" "
L. A. Orlik	2	" Pipe

CIGARS FROM COLOMBO.

Per S. S. Borderer. Arrived June 11.

Consignees:

New York—	Cases
Heidelbach, Ickelheimer & Co.	4

TOBACCO FROM COLOMBO.

Per S. S. Borderer. Arrived June 11.

Consignees:

New York—	Cases
Order	1

TOBACCO FROM ENGLAND.

Per S. S. Manitou. Arrived June 12.

Consignees:

New York—	Cases
A. Frankan & Co.	5

TOBACCO FROM TRIESTE.

Per S. S. Argentina. Arrived June 15.

Consignees:

New York—	Cases
Stephano Bros.	157

TOBACCO FROM SANSOUN.

Per S. S. Hadden. Arrived June 16.

Consignees:

New York—	Cases
Dous Bros.	115

CIGARS FROM KINGSTON, JAMAICA.

Per S. S. Luke Fackler. Arrived June 14.

Consignees:

New York—	Cases
Brit.-Amer. Tob. Co.	40

CIGARS FROM ROTTERDAM, HOLLAND.

Per S. S. Andyp. Arrived June 18.

Consignees:

New York—	Cases
Order	1

CIGARETTES FROM BUENOS AIRES.

Per S. S. Martha Washington. Arrived June 17.

Consignees:

New York—	Boxes
Order	1

Don't Let a Good Customer Get Away—

When a man says "Gimme a good pipe," don't take him down the line showing the poorer pipes first, saving the better ones for the grand climax.

He may not wait for the finish. Show him W D C Pipes at the start. You'll save your own time and preserve his patience.

Besides, you'll speed up sales to the velocity they ought to go. Your turnover will revolve so fast that it will make your head swim.

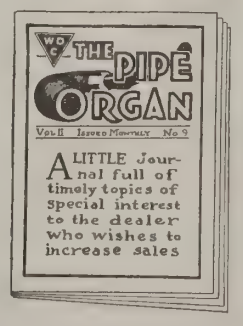
And it's a great thing to be in the swim with this W D C Pipe and Triangle Tube business. There's a bunch of it floating around your door ready to be pulled in.

Your distributor can supply you with the necessary bait.

WM. DEMUTH & CO.

NEW YORK

World's Largest Pipe Manufacturers



Send this coupon for "The Pipe Organ"

Please place my name on your mailing list for "The Pipe Organ." It is understood there will be no charge and that I will not be obligated in any way.

Name .....

Street and No. .....

City and State. .....

FROM THE FIRING LINE

Personal and Trade Jottings

Hector Sweeney of Worcester is the new owner of a cigar store in Chicopee, Mass.

—

Harry Handler is in St. Paul preaching Garcia Grande.

—

Victor Lopez is in Pittsburgh accepting orders for Garcia Grande.

—

Manie Hyman is in Chicago booking orders for Lincoln & Ulmer's Rodena.

—

H. Westerman, it is said, is forging ahead in New Jersey, with Garcia Grande as his leading star.

—

G. W. Spitzner, of C. H. Spitzner & Son, of 165 Front street, New York, went to Hartford, last week, for few days.

—

Ben Cosio, manager of the Consolidated Cigar Co.'s Tampa factory, spent several days at the New York headquarters, last week.

—

The stockholders of Philip Morris & Co., Ltd., will hold their annual meeting at Richmond, Va., on July 20.

—

The Key West Box Factory company's plant was burned this week. Damage, over $60,000.

—

The corporation of Simon Batt & Co. says that it is making some progress toward catching up with orders.

—

Tolosa Cigar Co. says that it is rushing work at top speed to fill an excess accumulation of orders.

—

F. E. Fonseca, of F. E. Fonseca & Co., has returned to New York from a business trip to Cuba.

—

P. Charboneau, of Argyle, Minn., has sold his cigar and pool business in that place to A. Oveson.

—

J. B. Schuman, of Garretson, So. Dak., has sold his cigar store and pool room to C. Pearson.

—

D. F. and F. V. Driggs have bought the cigar store and poolroom business heretofore operated by J. Hoffman at Vienna, So. Dak.

—

B. Behr has opened a new cigar store in the Penn Arcade, midway between West 33rd and West 34th streets, New York.

—

E. Rosenwald & Bro. say that Connecticut Havana seed is moving along with an increasing sprightliness.

—

Chas. Speitz, manufacturer of Detroit, makers of the now famous Robert Emmett cigar is around Water street this week.

—

Wm. Quanjer, the Sumatra importer, is enjoying an automobile trip to the Mountains this week.

—

Sam Paley, of the Congress Cigar Co., of Philadelphia, was in the City last week on a purchasing trip.

—

Harry Nathan, Middle West representative of E. Rosenwald & Bro., is visiting headquarters of the firm.

—

E. C. Hall, of Brockton, Mass., has added a variety of sizes of the First Roman cigars made by the Rockfall Company, of New York.

—

Sam Grabosky, of the G. H. P. Cigar Co., of Philadelphia, was in New York, last week purchasing Porto Rican tobacco for his factory.

—

The U. S. Internal Revenue office, heretofore located at 28 West 23rd street, will hereafter be located at 306 West 58th street, New York.

—

H. T. Luckett is in the good old state of Georgia, booking orders galore for Garcia Grande, according to reports at the office of Julius Klorfein.

—

Albert Walker, of the La Plata Tobacco Company, of Caguas, Porta Rica, returned home on Saturday after spending some time in New York.

—

Amadie Levie is giving Chicago a chance to "smoke up" with Garcia Grande and, he says, the Windy City is availing itself of the opportunity.

—

Orders are plentiful with the house of S. Loewenthal & Sons, and very little of their Connecticut remains for sale; business is and has been very good with the concern.

—

E. L. Kohlberg & Son, well known leaf tobacco dealers of Water Street, have become members of the Merchants Association of New York.

—

Garcia Freres Cigar Co., of New York, has been incorporated for $66,000. J. A. Leviton, E. J. Schoenbred and A. Freeman are the incorporators.

—

José Villar, president of the Tolosa Cigar Co., 11 Lispenard street, New York, is making preparations to sail shortly for Cuba, on a business mission.

—

B. T. Cassell Cigar Co., 6 West Side Public Square, Jacksonville, Ill., has been incorporated with capital stock of $35,000. Incorporators: B. T. Cassell, Martha Cassell and Leah Cassell.

—

A resolution condemning the use of tobacco by women was adopted at the meeting of the General Federation of Women's Clubs at Des Moines last week.

—

The S. S. *Morro Castle* brought to the port of New York last week, fifteen packs of tobacco from Cuba, for Randall Landfield Co., of Chicago.

—

William Bythiner, of L. Bythiner & Co., enterprising leaf brokers of Philadelphia, was in the city last week. While here he closed some excellent sales of Connecticut tobaccos.

—

E. P. Oakes, Western representative of the E. H. Gato Cigar Co., after spending a few days at the New York office of the company, has returned to his Chicago headquarters.

—

E. H. Gato, Jr., second vice president of E. H. Gato Cigar Co., arrived in New York, a few days ago, from Key West, accompanied by his family, who will spend the greater part of the summer at Stamford, N. Y.

—

The leaf dealers of Water street have decided to close their places of business on Saturdays during the months of July and August. This is a custom started by them two or three years ago.

—

The National Licorice Co. has declared the regular semi-annual dividend of 21 per cent and an extra dividend of 2 per cent on the Common Stock, payable July 8 next to all stockholders of record.

—

E. S. Thompson is shooting Garcia Grande orders like meteors from the Lone Star State—with this difference, Thompson's orders land from Texas in full force and effect at the busy office of Julius Klorfein in New York.

—

The Philippine Leaf Tobacco Co. is awaiting five car loads of stripped and booked filler tobacco from the Philippines, the tobacco is now in transit from Manila and is eagerly sought after by numerous clients.

—

The F. D. Hann Co., a tobacco house at Wellston, Ohio, has been incorporated with a capital stock of $200,000. Incorporators are F. D. Hann, F. V. Hann, H. S. Goddard and H. M. Stroth.

—

A. Jacques, traveling representative of John W. Merriam & Co., returned to New York recently from the West. He brought glowing accounts of his success with Baron De Kalb, Darby and Joan, *et al.*

—

Robert Penny, the Far West representative of E. Rosenwald & Bro. is in New York consulting with the officials at headquarters. He reports that his business on the Coast has been excellent. He is making his home at the Elks Club, while in the City.

—

M. Vasquez, a cigar manufacturer of 1792 Lexington avenue, New York, who caters to Italian trade throughout Greater New York, and parts of New Jersey, says that the cigar business is a little better since prohibition became a law.

—

S. Machalovitz Co., big jobbers of Cleveland, Ohio, have taken on the Jenny Lind line of cigars in that territory. They are being assisted in the distribution by Max Samon, who is making a flattering success of this clear Havana cigar.

—

Albert Falk, Director of the Tobacco Products Corporation, has returned to New York, after spending several weeks in Atlantic City, recuperating from his severe illness. His legion of friends are glad to hear of his recovery.

—

Montgomery Ward & Co.'s sales in June were $9,379,772, against $7,259,071 in the corresponding month last year. For the six months ended June 30 the sales were $59,298,492, against $43,844,139 in the corresponding period a year ago.

—

Toney Leppler, who conducted a successful cigar and confectionery business in Freeland, Pa., for many years, has disposed of his interests to Jesse Kisner, who was employed for many years as a road sales agent for the Penn Tobacco Co.

—

Jacob Stahl, Jr., & Co., cigar manufacturers, of 339 East 93rd street, New York, say that their two leading brands, Brunswick and Charles the Fifth, are meeting with splendid success in the hands of the general distributor, Bieringer-Hanauer Co., of Boston.

—

H. G. Alces, Representing L. Golovine, cigar manufacturer, 173 W. Broadway, New York, continues to report successes all along his tour through the Middle West. He says

that Argenta, Mi Subrina, and Garcia Chicas, are receiving a hearty welcome.

—

Notice is given that the transfer books of the Registered 5 per cent bonds of Liggett & Myers Tobacco Co. will close at 3 o'clock M. P., July 15, 1920, for the payment of interest on said bonds; due August 2, 1920, and will reopen at 10 o'clock A. M., August 3, 1920

—

George P. Bruck, successor to John J. Sander, of 13 Maiden Lane, New York, dealer in supplies for cigar manufacturers, says he is in receipt of a new supply of cigar molds, and is having the same old rush for them, as is the case with presses and other supplies for factory use.

—

John H. Goetze, of John H. Goetze & Co., tobacco importers, of 203 Pearl Street, New York, says Sumatras, Havanas and Javas, are exceedingly active, despite the high prices In his opinion the prices have not yet reached their highest levels There is always "room at the top"—for increase, apparently.

—

E. H. Gato Cigar Co.'s field men have all been called in, and are reclining on laurels of past performances, pending the revision of prices, and reopening of the Key West factories, which have been closed for one week, out of sympathy for the Tampa factories.

—

Those jobbers who are handling the Jenny Lind cigars, made by Heredia y Ca. are finding a most ready and satisfactory sale, and repeat orders are continually requested. Jenny Linds in future will be exclusively handled by jobbers under a new arrangement by Heredia y Ca.

—

Mr. Nathan representing the Rockfall Cigar Co., left New York, Monday for an extended tour through New England, accompanied by the resident salesman, M. B. Stuart, of Holbrook, Mass. They will feature the First Roman cigar, a full Havana filled, with a Sumatra wrapper.

—

Sam Soffer, a well known salesman representing Heredia y Ca., has completed arrangements with the Klauber Wangenhein Co., of Los Angeles, to feature the Jenny Linds in their territory, and since Mr. Soffer placed the line with them they have made an encouraging success.

—

The Charles H. Deane Co., has been incorporated in Taunton, Mass., to deal in cigars, tobacco, etc. The capital stock is $10,000 in 100 shares of $100 par value each. The incorporating directors are: Edward J. Swig, president; George D. Swig, treasurer; and Irving Bertman.

E. B. Hauenstein, leaf tobacco packer, of Lincoln, Lancaster County, Pa., reports that business is good. He recently opened up a department, whereby small manufacturers may be supplied with less than case lots. This will undoubtedly prove to be a boon to those who do not care to buy in large quantities.

—

The W. G. Patterson Cigar Co., of Birmingham, Alabama, one of the most enterprising cigar jobbers of the South, are distributing the First Roman cigars made by the Rockfall Cigar Company, of New York. A. L. Graham is partly responsible for the splendid distribution this cigar is obtaining in every section where it is placed in the South.

—

S. Loewenthal & Sons will hereafter operate in Sumatra tobacco, having recently added this staple line to their list. Max Raphael, who represents them in the West, will leave shortly with a full line of excellent samples.

—

Rand Brothers, formerly in the "family" liquor store business in Brooklyn and New York, last Friday opened a retail cigar store, in connection with a "soft" drink emporium, at 1752 Fulton street, Brooklyn. Some of the cigar brands displayed are: Que Placer, Muriel, Robt. Burns, Garcia Miranda, Charles the Fifth, Van Dyke, Flor de Couiglio, White Owl, Stalwart, Queen Seal, etc.

—

Perry Loewenthal and his son, Harry Loewenthal, of P. Loewenthal & Co., 138 Water street, New York, returned recently from Connecticut, where they sojourned for some days, looking after the firm's packing of 1919 broad leaf. While in Connecticut they were successful in securing a good lot of 1918 Connecticut Havana seed tobacco. They report that new crop broad leaf is very expensive.

—

Application was made at Harrisburg, Pa., recently, by Attorney H. Franklin Brossman for a charter for the Standard Cigar Co. for Max J. Skaist, Morris Skaist and Samuel Aaronsohn. These three have bought out the Berks Cigar Co. at 404 Penn street, Reading, Pa. The charter of the business of the intended corporation is the wholesaling and retailing of merchandise, principally cigars, tobacco, cigarettes and candy.

—

Clinton R. Wallace, for the past nine years manager of the United Cigar Store in Middletown, N. Y., has been transferred, effective, as of July 1, to one of the concern's new and larger stores at New Brunswick, N. J. Mr. Wallace will assume his new position August 1, after a month's vacation. His successor in Middletown will be Robert Rankin, of New York City, who will be assisted by Richard Daley.

T. P. Mahaffey, of Bend, Ore., an enthusiastic Elk at the Chicago convention of the B. P. O. E., has a benevolent project in his mind, which he hopes to see consummated. He suggests that a tax equal to the price of a cigar be levied upon every Elk in the United States to establish an Elk's hunting and fishing preserve out "where rolls the Oregon." He says the aggregate cigar fund would buy 20,000 acres and stock it with fish and game. It would be a national affair, but particularly an Elk recreation center.

—

E. Rosenwald & Bro. the big importers and exporters are exceedingly busy receiving out of town buyers at their headquarters on Water street. The new Porto Rican tobacco, just arrived for the house, is some of the finest ever brought to this country, and manufacturers are making quick purchases, even though the price is considered somewhat high.

—

Vice-President Marshall found a five-cent cigar in a restaurant, not far from the convention hall in San Francisco, last Saturday, according to telegraphic reports, which seemed so good that he thought the millennium must be within hailing distance. The cigar is said to be generally satisfactory, with the exception of a few minor physical defects, such as dessication and compression of the pulmonary organs, which cause some impedimentum in the pneumogastric system of the aforesaid cigar. But to find a five-center is a real discovery, and that is worthy of consideration.

—

Ever since the farmers of Lancaster county, Pa., have engaged in the growing of tobacco the custom has been for them to sell their crop direct to the packer. Sometimes it is sold before being harvested, but more generally while it is curing in the shed. Believing that another method of selling would bring higher prices, a movement has been launched for establishing a public sales floor. With this end in view the Auction Tobacco Sales Co. of Lancaster county has been organized and a lease has been secured of one of the large buildings on the grounds of the Lancaster County Fair Association, where a meeting of all growers interested has been called for July 31.

—

A real estate deal involving one of the most desirable downtown business sites in Dayton, O., was completed last week when the Schulte Co. leased the old post office building, now known as the Barney building, northeast corner of Main and Fifth streets, for a period of 27 years. At present the first floor of the building is occupied by the F. G. Meyers Jewelry store whose lease expires in February of 1921. Under the lease, signed by the owners, the Schulte Co. assumes control of the property July 1, 1920, subject to the leases now in force.

John Ruskin ♦ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

Trade Notes From Near and Far

Over 6,000,000 acres of land are under tobacco cultivation throughout the world.

—

The Dixie Cigar Co. of Huntington, W. Va., has been incorporated with a capital stock of $100,000.

—

Hartmann Pacific Co., of New York, has increased its capitalization from $500,000 to $1,000,000.

—

Ganz-Blum Tobacco Co., of 103 Maiden Lane, New York, has been incorporated. Capital stock, $10,000. Incorporators: J. Ganz, D. Blum, and L. Karfiol.

—

The Continental Tobacco Co. of New York, has been incorporated; capital stock, $100,000; incorporators: G. V. Reilley, R. J. Gorman and H. C. Hand, 65 Cedar street.

—

Harnsberger-McDonald Corporation, is a new corporation, at Wilmington, Del., organized to manufacture and deal in cigar and cigarette holders. Authorized capital stock, $1,550,000.

—

The Palo cigar factory on Broadway, near Abeel street, Kingston, N. Y., is being wired in the new part of the factory on the third floor for electric lights. Michael Flick is doing the work.

—

Bayonne Cigar Company, 247 Avenue E, Bayonne, N. J., has been incorporated; Gabriel S. Matzievsky, statutory agent; chartered to deal in cigars; authorized capital stock, $25,000; par value of shares, $100. There are nine incorporators, each of whom gives the company office as his own address, and each subscribes for five shares of the capital stock.

—

A. Determan, of Determan & Co., Inc., a leaf tobacco house, of 175 Front street, New York, is making a tour of Sweden, Holland, Germany, and other countries, with a view to opening a European branch.

—

Sales of The Great Atlantic & Pacific Tea Co. for the three months ended May 29 were $65,884,721, against $43,055,584 for the corresponding period last year, an increase of $22,829,137, or over 53%.

—

Canada's importations of tobacco during the fiscal year ending March 31, 1919, amounted to $11,815,350. And during the fiscal year ending March 31, 1920, her tobacco imports amounted to $14,673,550.

—

Board of Directors of the American Tobacco Co. at a meeting held on June 30, extended the time for the conversion of its scrip into common class "B" of the company to July 14, instead of July 1, 1920.

—

Notice has been given that the Transfer Books of the Registered Five Per Cent Bonds of P. Lorillard Company will be closed at 3 o'clock P. M., July 15, 1920, for the payment of interest thereon, due August 1, 1920, and will be reopened at 10 o'clock A. M., August 3, 1920.

George J. Whelan, founder of the United Cigar Stores Co. is said to be hard at work developing plans for extending the foreign business of the United Retail Stores Co. and other big corporations with which he is prominently identified.

—

M. A. Sola, of M. A. Sola & Co., of New York, says that his firm has marketed over one thousand barrels of selected domestic tobacco recently, which convinces him that his selections of Wisconsins and Connecticuts, were the correct types.

—

In the first five months of the year American Tobacco net earnings increased $2,000,000 over the same period of last year. The gross increase was about $12,000,000. This means an increase for the year at the rate of $11 a share on the old common stock.

—

The regular quarterly dividend of one and three-quarters per cent on the preferred stock has been declared by Austin Nichols & Co., Inc., payable Aug. 1, 1920, to stockholders of record Friday, July 23, 1920, at 3 P. M. Transfer books will not close.

—

I. M. Aron, representative of M. A. Sola & Co., leaf tobacco dealers, has just returned to headquarters in New York, from a successful business trip to Philadelphia. He reports that he received large leaf orders from some of the most important manufacturers in the City of Brotherly Love.

—

Striking proof that government ownership of railroads does not assure good service to the public is afforded by far-away New Zealand. In that over-socialized country the transportation system is reported to have been tied up for months because the employees struck for higher wages, which, owing to lack of money, the gov-

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 128. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 8, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Classified Advertisements

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT, 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

New England Representative
WANTED BY MANUFACTURER OF HIGH GRADE CIGARETTES, VARIOUS PRICED BRANDS. PREFERABLY ONE WITH A CIGAR LINE. ADDRESS X. Y. Z., CARE OF TOBACCO, 10 EAST 39TH ST., NEW YORK.

FOR SALE—The following cigar labels with titles:
14,500 sets Alexander the Great-Ins, outs and edging and 500M Bands for $400.
11,000 Sets Lord Vincent, 3 pieces, and edging, for $250.
7,500 Sets Eugene Sue—Ins, outs and edging, and 100M Bands, for $200.
4,800 Sets The Hofbrau—Ins, outs and 83M Bands, for $125.
8,000 Sets Cambridge—Ins, outs, tags and 86M Bands, for $200.
7,500 Sets Lizella, 4 piece set and edging, for $100.
3,500 Sets Charmion—Ins and outs, for $25.
6,000 Sets Grandioso—Ins and outs, for $75.
7,000 Sets La Vio—Ins and outs, and 200M Bands, for $200.
5,000 Sets America—Ins and outs, for $25.
3,500 Sets La Soretta—Ins, outs and edging, and 380M Bands, for $200.
JOHN W. MERRIAM & CO.,
101 Spring St. New York.
Ju-8

CIGARS—CLASS A, B & C
AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

CAN BUY TOBACCO
On commission in Santo Domingo—well acquainted there in this line—merchants and croppers. Best lands, having my own truck for all the necessities of the business. Could place some money. Address, "Santo Domingo," care Tobacco, 10 East 39th st., New York. J-3

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

ernment was unable to grant. The taxpayers are said to have been already bled to the point of exhaustion. But the railroad strikers were not troubled about the plight of the people in general. They sought only an advantage for their own class. New Zealand is but a small country, yet its experience carries a warning to other lands. It shows that government ownership in a large country like ours might some day have extensive tragical results.—*Leslies Weekly.*

—

Three syndicates have been formed to write insurance upon American ships and cargoes. The first will insure Government shipping. The second will underwrite ships being sold by Government on contract up to $2,000,000 a hull. Both these syndicates are all-American. The third will be two-thirds American, one-third American agencies of foreign insurance companies, to underwrite American owned steel ships up to $2,500,000 a hull.

—

Eight Dutch steamship companies have combined, forming the United Dutch Navigation Co., capitalized at 200,000,000 guilders, probably largest marine consolidation since International Mercantile Marine. Included are: Holland-American Line, Royal Dutch Steamship Co., Netherlands Co., Java-China-Japan Line, Royal Packet Co., Rotterdam Lloyd, Maas Navigation Co., and Vannevelt, Gourdraan & Co. Principal efforts will be directed toward opening new lines to Australia, Far East and Africa, and toward control of trade routes to North and South America.

—

P. L. Bell, American trade commissioner in Colombia, reports that cultivation and manufacture of tobacco are the most important industries in the department of Santander, raw tobacco, cigars, and cigarettes being shipped to the Atlantic Coast, to Boyaca, to Cundinamarca, to Antioquia, and into the State of Tachira in Venezuela. Antioquia is the most important of these markets, the raw leaf being manufactured at Medellin for shipment to other ports of Colombia. From the data available it may be estimated that about 920,000 kilos of cigars, 60,000 kilos of cigarettes, and 100,000 kilos of leaf tobacco for export were produced in the Department of Santander during 1918; and using these production figures as a basis it may be concluded that approximately 2,100 acres were planted in tobacco. Santander has the usual local consumption tax on manufactured tobacco.

—

B. Wasserman Co., of 77 Chambers street, New York, says that last month was the biggest cigar June in its history. Business increased in various parts of the Empire State and sections of New Jersey covered by H. Panetez. S. Katz has been turning in excellent orders from the financial district of New York City and Brooklyn Borough. Nelson Wasserman has had unusual success among the clubs and special City trade. Charles Hood, who is a free lance, operating wherever big game abounds in Greater New York, Westchester, and Long Island, has placed the Wasserman line in numerous high-grade establishments. The firm is handling a complete line of Don Julian, Sanches, Ig-Haya, Amontilado, Duc de Alba, Hood's Specials, and a number of other lines. The import business is said to have increased very materially. New sizes, in boxes, Villars, Coronas, Carolinas, are being shown.

—

United Retail Stores Co. stock has been steadily advancing in price since the return of George J. Whelan from Europe. It is now up more than ten points, and the end is not yet. "There are several reasons for this advance," brokers declare, "the two most important of which are, pending negotiations, and the steadily increasing earnings of the company. It is understood that United Retail Stores has accumulated a cash surplus of $5,000,000 since its organization last year. It has several millions more in surplus account by reason of securities acquired. Also a report has been circulated, to the effect that prominent financiers and stock market traders are accumulating the stock in a quiet way, knowing that much higher prices should be witnessed within a short time.

—

Following closely upon the announcement that W. L. (Ted) Alfred had become state manager for the Pacific Agency, Inc., comes the news that Alfred has sold his retail cigar business at 1152 Pacific avenue, Tacoma, to C. G. Douglas. The Alfred Cigar Store is known as the oldest retail cigar establishment in Tacoma. Mr. Alfred came here from the Middle West 17 years ago opening up a cigar stand at 1310 Pacific avenue. Since that time he has purchased several other concerns finally consolidating them at 1152 Pacific avenue, where he has built up a business from a non-paying basis to a prosperous institution. Alfred has been identified with many civic and fraternal affairs and has taken a large interest in the development of Tacoma and its retail trade. In the cigar field he has achieved a coastwide reputation and is now president of the Western Association of Retail Cigar Dealers. The new owner of the cigar store is well known, having been city salesman for the Tacoma Grocery Co. and Younglove Grocery Co. for many years. He is acquainted with the cigar business and has a host of friends to wish him success in his new venture.

—

The saloon building at 583 Fulton street, Brooklyn, through to the Flatbush Avenue extension, has been leased to the United Cigar Stores Co. through the Martin Co. for the Drake estate for ten years.

Notes and Quotes

Commenting on an Associated Press dispatch from Washington, D. C., to the effect that the Interstate Commerce Commission has approved a petition of the Chesapeake & Ohio Railway Company for filing a schedule providing for the temporary removal of export freight from Newport News, officials of the Chesapeake & Ohio at Richmond said the order deals with a specific shipment and is not general in its application. The situation arose out of desire of a Virginian tobacconist to have an export consignment re-shipped to his own warehouse, to prevent payment of a domestic storage tax. To comply with the request, the railroad had to receive the permission of the Interstate Commerce Commission.

—

"Five-cent cigars are being featured in office buildings more than in any other kind of cigar stands," says W. S. Gilkerson, salesman for Winston-Harper-Fisher Co. Mr. Gilkerson has been calling on the trade in Minneapolis for a number of years and has been struck by the unprecedented demand for five-cent smokes by dealers located in office buildings. "I have found an unusual demand for the nickel cigar among the building cigar stands, which clearly shows the kind of cigars demanded by the office workers. While the office people smoke the five-centers, the mechanic and laborer steps up to the counter and asks for the two-for-a-quarter and fifteen-cent sizes. The three-for-fifty is gobbled up by the man who used to feature the half-dime smoke. It looks like the tables have been reversed, but this condition exists," he said.—*Cigar and Tobacco Journal.*

—

About 75 per cent of the farmers of Toombs, Tattnall and Montgomery counties in Georgia made their first curing of tobacco last week. About 50 per cent made their second curing this week, and about 25 per cent the third. We had good rains Thursday and Friday and the crop is maturing very rapidly. Lyons is the first tobacco market on the Seaboard road, leaving Savannah, and has one of the best hotels in the State.—*Southern Tobacco Journal.*

—

Those who have been so terribly concerned for fear that the prohibition of alcohol will be followed by prohibition of tobacco need not be so pessimistic. Tobacco is in the doubtful category as between "enemy" and "friend" of mankind, with the great majority, including a heavy degree of scientific opinion, inclined to the "friend" theory. Any national movement directed against tobacco will probably end by increasing the number of smokers. Even the Y. M. C. A., which had an anti-cigarette campaign as part of its program before the war, found itself acting as a clearing house for cigarettes and tobacco in response to the real needs of the soldiers. —*Bridgeport Telegram.*

—

The federal government, through Commissioner Somers of New Haven, has brought suit again Benjamin and Louis Sherman, merchants, Waterbury, Conn., demanding damages amounting to $1,500. The complaint charges that the Sherman brothers bought and received cigars and cigarettes stolen from a freight car. The stolen goods, the government claims, were sold at the Sherman store. The action against the Shermans is a companion suit to those filed last week against several local liquor men, in which the government seeks to recover the value of whiskey the defendants are alleged to have bought from men since convicted of stealing the stuff from cars standing in freight yards.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO
STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

The value of goods exported from Volo, Greece, in 1918, amounted to $13,136,056, as against $1,044,526 in 1917, and $2,280,924 and $2,435,684 in 1916 and 1914, respectively. The great increase in 1918 is due to the tobacco growing in the region and exported from Volo. The valuation of the tobacco is a somewhat uncertain matter, but a fixed rate of 10 shillings (approximately $2.43) per oke (2.82 pounds) has been assumed for that exported during 1918. Manufactured goods of all sorts, including textiles, are imported. The value of imports in 1918 was $1,492,079, as against $785,200 in 1917, and $1,639,938 and $2,692,684 in 1916 and 1914, respectively. Of the 1918 imports, goods to the value of $88,628 were supplied by France, $83,704 by Italy, $245,038 by Spain, $459,120 by the United Kingdom, and $615,689 by America.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

Tobacco, Cigars, Cigarettes and Cigarette Paper Arriving in U. S.

CIGARS FROM PORTO RICO.

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Cases
F. Bonilla	9
Gradiez Annis & Co	17
Porto Rico Export Co	2
Villar, Lanza & Co	9
Porto Rico-American Tob. Co	79
United Cigar Stores Co	72
Porto Rico-American Tob. Co	127
Total	315

Per S. S. Clare. Arrived July 1.
Consignees:

New York—	No. of Cigars	Cases
Porto Rico-American Tob. Co.	7,320,000	678
Welcher Bros.	201,300	18
Total	7,521,300	696

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Barrels
Hamburger Bros. & Co	300
American Sumatra Tobacco Co	500
Stern, Mendelsohn Co., Inc	270
H. Duys & Co	89
Rosenstadt & Waller Co	40
Durlach Bros.	75
Porto Rico Export Co	100
Lanza Rucaboda	15
M. Lopez & Co	75
Portocuba Corp.	50
Porto Rico-American Tob. Co	151
American Cigar Co	80
Cullman Bros.	75
W. Schall & Co	68
Total	1,888

Per S. S. Philadelphia. Arr. June 28.
Consignees:

New York—	Barrels
Cullman Bros.	75
Stern, Mendelsohn Co., Inc	4
S. Weinberg	11
American Sumatra Tobacco Co	150
Durlach Bros.	50
M. Lopez & Co	151
E. Rosenwald & Bro	125
Universal Tobacco Co	75
M. Alvarez & Co	36
General Cigar Co	75
M. Gans & Son	84
Total	836

Per S. S. Clare. Arrived July 1.
Consignees:

New York—	Barrels
A. Philippi & Co	10
Rosenstadt & Waller Co	105
Sumatra American Tobacco Co	50
M. Lopez & Co	18
Porto Rico Express Co	100
Total	283

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Bales
J. B. Lichtenstein & Co	59

Per S. S. Philadelphia. Arr. June 28.
Consignees:

New York—	Bales
M. Gans & Co	16

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Packs
M. Gans & Son	46

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Bales
Lewis Cigar Mfg. Co	200
American Cigar Co	10
Total	210

Per S. S. Philadelphia. Arr. June 28.
Consignees:

New York—	Barrels
J. Cohn & Co	35
Stern, Mendelsohn Co., Inc	150
Gutierrez & Son	45
H. Duys & Co	250
Total	480

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Barrels
American Tobacco Co	50
	Bales
H. Duys & Co	46
Rosenstadt & Waller Co	35
M. Gans & Son	4
Durlach Bros.	25
E. Rosenwald & Bros	400
Total	510

Per S. S. Philadelphia. Arr. June 28.
Consignees:

New York—	Bales
Alvarez & Co	5

Per S. S. Clare. Arrived July 1.
Consignees:

New York—	Bales
Rosenstadt & Waller, Inc	125

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived June 26.
Consignees:

New York—	Barrels
Selgas & Co	100

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived July 6.
Consignees:

	Barrels
Stern-Mendelsohn Co.	235
American Sumatra Tob. Co	300
M. Gans & Sons	50
Goldsmith & Block	50
Cullman Bros.	50
General Cigar Co	47
Bernard, Judæ & Co	10
W. J. Schall	60
Irving National Bank	6
E. Ellinger & Co	10
Durlach Bros.	100
Hamburger Bros.	100
Porto Rican Am. Exp	100
Porto R. Am. Tob. Co	25
American Cigar & Co	100
J. D. Lichenstein & Co	160

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived July 6.
Consignees:

	Bales
Stern-Mendelsohn Co	27
Chatham & Phœnix Bank	37
I. Lewis Mfg. Co	100
American Cigar Co	1,288

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Ponce. Arrived July 6.
Consignees:

	Bales
Stern-Mendelsohn Co.	51
General Cigar Co	54
American Cigar Co	3
L. Hirsch	45

CIGARS FROM PORTO RICO.

Per S. S. Ponce. Arrived July 6.
Consignees:

	Cases
United Cigar Stores Co	348
Porto Rican A. T. Co	513
Infanzon & Rodriguez	38
Pedro Costa	6
Villar Lanza y Ca	10

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New York

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TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Nieuw Amsterdam. Arrived June 30.

Consignees:

New York—	Bales
E. Rosenwald & Bro	4
H. Muller & Co	304
G. L. Blake	47
Cullman Bros.	182
Irving National Bank	20
S. Rossin & Sons	109
Chase National Bank	81
Wertheim Bros.	239
H. Duys & Co	418
L. Schmid & Co	36

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Nieuw Amsterdam. Arrived June 30.

Consignees:

New York—	Cases
Herzog & Sarley	43
E. Rosenwald & Bro	254
R. Schubert & Co	50
W. O. Smith & Co	88
Cullman Bros.	2
W. van Doorn	34
General Cigar Co	486

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Nieuw Amsterdam. Arrived June 30.

Consignees:

New York—	Packs
General Cigar Co	33
	Bales
American Malaya Trading Co	29
American Exchange Nat'l Bank	54
Total	83

TOBACCO FROM HOLLAND.

Per S. S. Harry Luckenbach. Arrived July 1.

Consignees:

New York—	Cases
American Bluefriesveen, Inc	237

LEAF TOBACCO FROM ANTWERP, BELGIUM.

Per S. S. Wynoocke. Arrived July 1.

Consignees:

New York—	Bales
L. Schmidt & Co	100

TOBACCO FROM HAMBURG, GERMANY.

Per S. S. Zaza. Arrived July 1.

Consignees:

New York—	Bales
J. H. Goetze & Co	135

CIGARS FROM MANILA, PHILIPPINE ISLANDS.

Per S. S. Harold Gold Dollar. Arrived July 1.

Consignees:

New York—	Cases
Metropolitan Tobacco Co	40
United Cigar Stores Co	79
M. Garten	155

LEAF TOBACCO FROM MANILA, PHILIPPINE ISLANDS.

Per S. S. Harold Gold Dollar. Arrived July 1.

Consignees:

New York—	Bales
Castellano & Hilbert	80

SCRAP TOBACCO FROM MANILA, PHILIPPINE ISLANDS.

Per S. S. Harold Gold Dollar. Arrived July 1.

Consignees:

New York—	Bales
Hartmann & Co	80

LEAF TOBACCO FROM SMYRNA, GREECE.

Per S. S. Norman Monarch. Arrived June 28.

Consignees:

New York—	Bales
Universal Leaf Tobacco Co	449
American Tobacco Co	2,229

LEAF TOBACCO FROM SANSOUM.

Per S. S. Riverside Bridge. Arrived July 3.

Consignees:

New York—	Bales
Liggett & Myers	1,009
British-American Tobacco Co	302
American Tobacco Co	3,666
P. Lorillard Co	610
Melachrino & Co	158

TOBACCO FROM HONG KONG.

Per S. S. Winyak. Arrived July 6.

Consignee—	Bales
S. Berrizzi & Co	500

CIGARETTES FROM LIVERPOOL.

Per S. S. Volumnia. Arrived July 6.

Consignee—	Cases
G. S. Nicholas & Son	3

TOBACCO FROM MARSEILLES.

Per S. S. Roma. Arrived July 6.

Consignee—	Bales
Davis Turnure & Co	2,840

CIGARETTES FROM PORT SAID.

Per S. S. Jason. Arrived June 28.

Consignees:

New York—	Cases
R. Hartmann	6

TOBACCO FROM ST. LUCIA.

Per S. S. Frankmere. Arrived July 1.

Consignees:

New York—	Bales
General Commercial Co., Ltd	1

TOBACCO FROM ENGLAND.

Per S. S. Bardic. Arrived June 28.

Consignees:

New York—	Cases
Tobias & Co	1

STRIPPED TOBACCO FROM ENGLAND.

Per S. S. Bardic. Arrived June 28.

Consignees:

New York—	Cases
Tobias & Co	2

CIGARETTE PAPER IMPORTS.

For Week Ending July 3.

Consignee and Steamer	Cases
American Tob. Co., Niagara	100
National City Bank, Niagara	10
Duke & Sons, Niagara	30
American Tob. Co., Strathlorne	400
R. J. Reynolds, Strathlorne	80
R. J. Reynolds, Oscoda	450
American Tob. Co., Oscoda	1,300
P. J. Schweitzer, Oscoda	20
American Tob. Co., La Savoie	110
Liggett & Myers Tob. Co., Lafayette	30
The Surbrug Co., Lafayette	15
Rose & Frank, Lafayette	84
American Express Co., Mar Cantabrico	2
Tobacco Products Corp., Canopic	56
P. J. Schweitzer, Canopic	50

Per S. S. Lorraine. Arrived July 6.

Consignees:	Cases
C. Drucklieb	10
Bankers Trust Co	43

Per S. S. Mexico. Arrived July 7.

	Cases
P. J. Schweitzer	94

Cigarette Paper Imports For the Week Ending June 26

Consignee New York.	Cases.
P. J. Schweitzer, per steamer Arabian Prince, from Havre	6
Chatham & Phoenix National Bank, per steamer St. Paul, from Havre	64
American Tobacco Co., per steamer Caroline, from Bordeaux	600
S. Alixandre, per steamer Caroline, from Bordeaux	7
Liggett & Myers Tobacco Co., per steamer Providence, from Marseilles	22

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TOBACCO

ESTABLISHED 1886

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Florida Shade Grown Tobacco in Great Demand

Crop from 297 Acres in Madison County Is Worth $400,000 to the Growers—Offers of $1.35 Per Pound in the Bundle—The Leaf Is Unusually Desirable Because of Color, Texture, Burn and Workability—The Friedman-Goldberg Leaf Tobacco Co. Organized—The Tampa Star Cigar Co. Locates at Madison.

MADISON, Fla., July 9.—According to present estimates the shade grown tobacco crop from 297 acres in Madison county, Fla., will be worth $400,000 or more to the growers. Practically all the tobacco raised in the county is shade grown. The harvest now is so nearly completed that all of the tobacco probably will be in the barns next week. The yield of leaf will be upwards of 1,200 pounds per acre. The general opinion is that the crop here this year is of unusually good quality. In texture, color, burn and workability, the present crop promises to be equal, if not better than any tobacco ever produced previously in this section of Florida. Offers of $1.35 per pound for leaf in the bundle attest at once the quality of the 1920 crop and the eager demand for good Florida shade-grown.

In Madison County the shade-grown industry centers at Madison. The principal growers are:

A. E. Fraleigh
J. E. Hardee
J. C. McTherin
Beggs & Fraleigh
Alex. Smith
Cherry Lake Land Co.
Fraleigh-Smith Investment Co.

The packing companies now operating in Madison are the old established Fraleigh-Hardee Co. and the Friedman-Goldberg Leaf Tobacco Co., just organized.

The Friedman-Goldberg Leaf Tobacco Co. is capitalized at $50,000. The officers of the company are Sol Friedman, president; W. Goldberg, vice-president; and R. A. Goldberg, secretary and treasurer. Sol Friedman is a capable and experienced tobacco man, well known to the trade in Connecticut and Pennsylvania as well as in Florida and Georgia. The Goldbergs are prominent and substantial men in Madison.

T. A. Symonett of Valdosta, Ga., is the prime mover of the Tampa Star Cigar Co., which has located its cigar factory in the Vann building at the corner of Pinckney and Shelby streets, Madison. The leading brands of the company will be Tampa Star, T. H. S. and Tampa Delight.

The Sunny Brook Tobacco Co., of Dade City, Fla., under the management of G. B. Massey, is finishing harvesting the largest acreage they have ever planted. The yield will be between 150,000 and 200,000 pounds. They have been using a force of over 200 people which gives a weekly payroll of more than $2,000.

The season has been an ideal one for tobacco and the crop promises to be the best ever grown here.

While they have all their plantations equipped for irrigating, with this crop it has not been necessary, as rain has consistently come at right intervals.

The tobacco has gone through the drying process, 24 barns, 100 feet by 60 feet were taxed to the limit for this purpose. The tobacco is now being taken from the barns into the large brick packing house, where it will be fermented, assorted, selected and baled ready for the manufacturers. This process takes about four months and requires trained help.

On account of the poor quality and very high prices that have been paid for imported Sumatra the trade is very anxious to get the new crop of Florida shade grown.

The Sunny Brook Co. have 125 acres under shade and this year planted 45 acres of "sun grown." This has been a very successful crop and with the big leaves and the field full of negroes, reminds one of Kentucky.

Besides being interested in the Sunny Brook Tobacco Co., Mr. Massey owns a farm one mile east of town, known as the Griffin farm, which is stocked with blooded cattle and hogs.

New Minimum Wages for British Cigarmakers

The British government has fixed new minimum wages for all employees of the British tobacco industry. Male workers, over 20 years old, are to get from 55 to 60½ shillings per week of 48 working hours, while female workers over 20 years of age are to receive from 35 to 38½ shillings for the same time.

Flies from London to Brussels

Cablegrams to hand state that Fred A. Tillmann, president of Tillmann & Bendel, jobbers of San Francisco, made the aeronautical trip from London to Brussels. The flight was marvelous. He is at present in Paris and will arrive home on the *Aquitania* in the latter part of July.

Exceedingly High Prices at Rotterdam

(Special Cable to TOBACCO.)

AMSTERDAM, July 11.—Sumatra at Rotterdam sale brought exceedingly high prices. Up to 1050 Dutch Cents for a running lot.

Important American buyers were:

General Cigar Co.....	448	bales	Pvd. A/H
H. Fendrich	129	"	Pvd. A/K Deli.
Cullman Bros.	430	"	Mandi Angin Deli.
	271	"	" " "
Hugo Muller Co., Inc..	296	"	Tandjong Poetoes Deli.
H. Duys & Co., Inc....	124	"	" " "
Bayuk Bros.	100	"	various marks
	1,800	bales	

The Tampa Cigar Factories Finally Re-Opened

"Open Shop" Is to Be Rule in Future—No Reduction in Wages—Some Increases—Open Door to Women Packers—American Style Packing to Be More Largely Used—New Schedules—Schedule of Prices Fixed by Manufacturers—Employers Claim to Have Workers Enough—Strikers Say 30 or 40 Returned.

TAMPA, July, 7.—The cigar manufacturers of Tampa and West Tampa, acceding to public opinion, have decided to reopen their factories Thursday morning, July 8, and to give employment to such of the workers as desire it.

In order to correct abuses that have existed and that have imperilled the cigar industry in the past, the manufacturers adopted on April 17, 1920, certain rules and regulations, which have been made known to the public, and these will be put into effect and rigidly adhered to in all the factories when reopened, and in addition the following rules and regulations adopted by the Cigar Manufacturers' Association of Tampa, June 12, 1920:

Be it resolved:

"First. That the principle of open shop shall be maintained in each department of the factories of all members of this association, and no person shall be given or refused employment in any department because of membership or non-membership in any labor union.

"Second. That it is advisable to use the American style of packing for preparing at least a part of the goods manufactured by the various factories for the market, and as inasmuch as no wage scale for this class of work has heretofore been agreed to between the manufacturers and the workers, the following scale of prices for such work will be paid until the same is modified by agreement between the manufacturers and the workers, viz:

Cheroots—Tenths	$1.50 per M
Cheroots—Twentieths	1.65 per M
All other good twentieths..	1.90 per M
Tin cans—Twentieths	1.50 per M
Tin cans—Fortieths	2.00 per M
All other fortieths packing..	2.50 per M

"Cheroots are defined by the prices paid to make same.

"Prices for Spanish style of packing shall remain as established by agreement herefore made between the manufacturers and the workers.

"Third. It is deemed advisable to pay wrapper selectors upon a weekly wage scale instead of for piece work, and until modified by agreement between the manufacturer and the workmen interested, the manufacturers will pay the following scale of wages to wrapper selecters for Spanish style of selecting, viz.:

First selector	$43 per week
Assistant to first selector..	38 per week
Second selector	38 per week
Third selector	35 per week

"Fourth. Where any manufacturer finds it necessary to employ skilled labor in the wrapper selecting department it will be optional with him to employ unskilled labor at a wage scale agreed upon between the manufacturer and the employe.

"Fifth. That members of this association shall have the option to employ either men or women in the wrapper selecting department."

Packing Department to Be Open to Women

The packing departments of the factories of Tampa have heretofore been virtually under the control of the union. They have permitted very few apprentices, and the expansion of the industry has been seriously handicapped by that policy. Comparatively no women were permitted in these departments, although women are largely employed in this work in the factories in other cities. It is the determination of the Tampa manufacturers to open this work to women. It is regarded as peculiarly suited to them, and in no other line of work can they earn as high wages.

It will be noted that no reduction of wages is contemplated in any department of the factories, but in some departments the American style of work prevailing in other cities has been introduced in the Tampa factories. It will also be noted that the doors have been

(*Continued on page* 5)

Federal Reserve Bank Studies Cigar Situation

Philadelphia Institution Says Smoking Is Likely to Continue an Expensive Pastime—A Review of Conditions—Attitude of Labor Reported as Improving—"Demand for Tobacco Is Insatiable"—Poor Shipping Facilities Have Hampered Trade—Financial Situation Restricts Advance Buying of Raw Materials—Outlook for Remainder of Year Seems Good.

PHILADELPHIA, July 12.—A study of cigar manufacturing and selling conditions in this city has just been made by the Federal Reserve Bank, 10th and Chestnut streets. It formed a symposium of the trade, receiving the reports of representative manufacturers, and then consolidating them into a review, published the results in the July report, which came from the press during the week. This report certainly will be taken as authoritative—and the columns of TOBACCO during the past month or two will show therein substantially the same analysis of conditions as the Federal Reserve bank reports. Under the heading, "Demand for Tobacco Is Insatiable," the report says:

"Smoking, from present indications, is likely to continue an expensive pastime. The high price of the present tobacco crop has been augmented by the exorbitant wages of labor, scarcity and high price of lumber for boxes, and the expenses of delivery.

"Manufacturing plants located in Philadelphia report that the attitude of labor is improving. Some suggest that this is partly due to the feeling that the time is not auspicious for further demands, owing to the agitation for lower prices; and also that the installation of modern machinery for cigar making has had its effect. Some manufacturers in the outlying districts, however, continue to have trouble with employees, who are still demanding increased wages and shorter hours, with a marked decrease in production per man.

"The demand appears to be insatiable. Sales are steadily advancing, each month showing an increase over the previous one. One firm reports that although only 75 per cent of its plant capacity is in use, improved methods have resulted in the greatest production in the history of the plant. With all this, they are unable to meet the buying demand.

"Collections are as good as last year, and in the few instances where they have been reported slower, they are said to be invariably sure.

"Cigar manufacturers have been very much handicapped by the transportation situation. The difficulty in obtaining supplies has kept them on a hand-to-mouth basis. Those who could take advantage of the motor truck delivery service speak of it as the "salvation of the trade," express shipments having been attended by such excessive charges. The distribution of the finished product has also been greatly hampered, particularly shipments to middle and far western points. As an example of the dilemma in which manufacturers find themselves, one cites the following instance: In one day during the early part of June, word was received from five firms that they had not yet received goods which had been shipped to them in the beginning of April—a two-month delay!

"The purchase of advance needs in raw materials is being restricted by the financial situation, involving the curtailment of credits. The stringent money conditions also render it impossible to make the capital extensions which are required to meet the ever-growing demand.

"The outlook for the remainder of the year seems to be good, although there appears to be some apprehension that the liquidation which is taking place in most of the other industries may be extended to the tobacco trade, particularly if the advancing prices continue."

British and Colonial Tobacco to Come from India

Tobacco Culture, Formerly Conducted Carelessly, to Become Scientific—British Capital Ready to Exploit Virgin Field—May Dominate World's Tobacco Market.

British India is to become the sole source of tobacco supply to England, her colonies and dependencies, according to the Agricultural Director of Heiderabad. Tobacco culture had been carried on for years in a careless, unscientific manner, the director reports, the same as in most of European countries where tobacco planting was introduced. The tobacco soon lost its original qualities and flavors. But science is able to overcome the obstinancy of nature and climate, according to the expert of Heiderabad. He points to the successful acclimatization of Cuban tobacco in Austria where Havana plants were imported and raised without gradually losing their specific Cuban qualities, as had been the case in other places. Cuban plants, in those other places, had lost, in the course of years, more and more their original flavor, while in Austria, where scientific methods were employed, the original qualities were successfully retained.

The Heiderabad agriculturist thinks that India, in her vastness, comprises all the different shades of climate necessary to produce any given brand of tobacco under the most promising circumstances and a variety of all of them. In fact, the attempt was made scientifically and proved a success. Thus India expects to become the principal source of tobacco supply to England and all her dominions. British capital is ready to enter this new field of virgin exploitations and hopes to reap a bonanza of untold wealth. Within a perceivable period of time England would become the tobacco controlling power, dominating the world's tobacco market, as British India's production would have at her disposal those preferential shipping facilities of the leading maritime nation of the world, according to the vista observed at Heiderabad.

Judell Quits Tobacco Trade

H. L. Judell & Co. have decided in the future to confine their efforts to the cigar, pipe and candy lines, as due to their increasing trade on these goods the entire space of their large Front street premises will be required. They have therefore given up entirely the sale of tobaccos and cigarettes, which lines they have carried for the past eighteen months.—*Western Tobacconist.*

Julius Scheck a Benedict

Julius Scheck, vice-president of the Charms Co., Newark, N. J., recently took unto himself a bride, in the person of Miss Florence Freeman, of 231 Avon avenue, Newark. The nuptial knot was tied by Rabbi Charles Hoffman, of the Oheb Schalom congregation. Because of the death of Mr. Schleck's mother some two months ago, the ceremony was a very simple one.

Antoine Ledreux Head of Trans-Continental Tobacco Co.

The Trans-Continental Tobacco Co., Organized

New Firm to Import and Export All Kinds of Tobacco—Antoine Ledreux Heads Enterprise—Possesses Valuable Experience in Tobacco Business—Has Established Many Foreign Connections.

A new company has been formed with ample capital, trading under the name of the Trans-Continental Tobacco Co., with an office in the Vanderbilt Building, 132 Nassau Street, New York, room 301. The head of this company is Antoine Ledreux. Mr. Ledreux is most favorably known. He was for two years with Gaston, Williams & Wigmore; and during the past four years was manager in the leaf department of the Southern Leaf Tobacco Co., of which J. M. Buckner is president. Within these six years he has become very familiar with every branch of the leaf tobacco business, and the Trans-Continental Tobacco Co., has been established to transact business in every kind of leaf tobacco for export.

Mr. Ledreux's connection with his brother, Paul Ledreux, of Paul Ledreux & Co., in Paris, has placed him in a most excellent position to handle a foreign clientele. He has established offices in Paris, France; Antwerp, Belgium; Mayence, Germany; Algiers, Algeria, and Constantinople, Turkey; Philipopolis and Brousse, Asia Minor.

During the Brussels Exposition in 1906, Mr. Ledreux was honored with a Diploma of Merit for tobacco and tobacco machinery, exhibited by him at the First Tobacco Exposition held in that city. Mr. Ledreux is a man of reliability, and sterling qualities, and will undoubtedly make the company an important one in the business exporting and importing of tobacco.

At the present time there is in transit between Greece and the United States over 1.000.000 pounds of various kinds of Turkish tobacco. The company has also the output of a French mill making cigarette paper, and has a large quantity arriving from France within a few days.

New Guaranty Trust Office in London

A new office in the West End of London was opened by the Guaranty Trust Company of New York on July 5, at 50 Pall Mall. This will take the place of the office at 5 Lower Grosvenor place.

The latter office was opened during the war in order to handle a very large volume of Government business—particularly Army and Navy transactions—and to be in close proximity to the Embassy and War Office of the United States Government.

But on account of the steadily increasing business of the Company in England it has become necessary to have a second office for the transaction of general banking business. The Pall Mall office is in a section of the city where the Guaranty will be able to serve a variety of interests. The office will be especially attractive to American tourists, because of its convenience to a number of leading hotels, and the offices of transatlantic steamship companies. Several well-known clubs are in the Pall Mall section, and two blocks away are Piccadilly, the Strand and Trafalgar square, where many railroad offices, banks, and business houses are located.

Convenience of customers has been the dominating note in the arrangement of the new office. It is in a modern building completed just before the war, and the entire ground floor, basement, and second floor have been taken over by the Guaranty Trust Company. The interior has been entirely remodelled to accord with the traditions of the famous neighborhood in which the building is situated, and to suit the needs of the Company. There will be a special room for the accommodation of women customers. Modern safe deposit vaults will also be installed for the deposit of securities and other valuables. To the immediate left of the entrance will be the Manager's Office, which will be open to public view, while on the right will be a lounge or sitting room, with telephone booths, directories, magazines, and newspapers.

The Guaranty Trust Company has been established in London for more than twenty-three years and at its City Office at No. 32 Lombard street, which is in the centre of the financial district, a staff of more than three hundred persons is employed.

The Guaranty will also open a branch office in Constantinople about September 1.

Department of Labor Trying to Effect Conciliation

TAMPA, July 12.—Labor Conciliator Joseph R. Buchanan, of the Department of Labor, sent here from Washington to make an effort to settle the strike, met with the manufacturers on Saturday afternoon.

According to reliable information, experiences of the past have shown that outside assistance has not helped in settling the difficulties and it is not expected that the visit of Mr. Buchanan will bring the desired result. Both sides seem determined to hold out to the last, and both are equally confident that the other side will be the first to break.

L. & H. Stern, Incorporated, Pipe Manufacturers

Make a Splendid Move for the Benefit of All Concerned—New Factory Greatly Increases Facilities for Production—Many Years of Experience Combined with Modern Equipment, Assures to Customers Pleasing Products and Satisfactory Service—The Factory, Management and How to Reach It.

Progress and prosperity fittingly characterize the big pipe manufactuing concern of L. & H. Stern, Inc. This corporation recently purchased an excellent factory building in Brooklyn, where its modern machinery for making pipes, cigar and cigarette holders, large offices, spacious sample rooms, stock and shipping departments are all housed under one expansive roof—bringing the overhead cost of conducting a mammoth business down to the least reducible figure consistant with excellent conveniences, within easy access from all the hotels of Greater New York.

The factory building is six stories high,standing over a seventeen foot basement, which is perfectly lighted from three sides, through prismatic glass windows, the first floor being about five feet above the sidewalks.

The Corporation has a capital stock of male employees. The officers, directors, managers and numerous of the employees, all have long and valuable experiences in the manufacture of pipes, cigar and cigarette holders, etc. The present business was reorganized and started on its successful career in 1911, by the owners and managers now in charge.

Ludwig Stern, the president, has been in the pipe business since 1893.

Hugo Stern, the vice-president and secretary, has also had extensive experience in the pipe industry.

Benjamin Zeichner, the treasurer and factory manager, has had thirty-five years of successful experience in the manufacture of pipes and smokers' articles.

These officers are ably assisted in the direction of the work by Otto Stern, brother of L. & H., and by George

Factory Building of L. & H. Stern, Inc.

$250,000. Its factory is fitted with the very latest and best equipment for manufacturing smokers' articles, pipes, holders, and so forth, from the ground up. Everything, even to the sterling silver and other metal trimmings are made under the one large roof.

Ludwig Stern, president of the corporation, says that the economies effected, which bring the cost of production down to the minimum, means a big saving to the wholesale and jobbing trade all over the world, where the products of this factory are sold, and the savings in turn, will undoubtedly be passed on to the retailer and smoker.

The lower floors of the building have full light on three sides, and the upper floors have light on all four sides; in fact, the factory employees on the upper floors can look right out on the East River with nothing to obstruct the view.

The factory is provided with rest rooms for the female employees, and shower baths are being provided for the Zeichner, son of the treasurer and factory manager.

L. & H. Stern, Inc., whose brand, L. & H. S., is known to every important wholesaler and jobber in the country, manufactures a complete line of briar pipes. The corporation also makes Ginmetto wood pipes, and in addition thereto, the Stern factory produces a full line of Redmanol goods, the man-made Amber; this is the first substitute for Amber.

Personal agreeableness, which means personal attention to callers, is an asset which cannot easily be over-estimated, and the officers and the assistants in the Stern Corporation possess this excellent qualification to a marked degree.

The location of the building is an ideal spot, in a high grade factory district, being surrounded by such establishments as Robert Gair Co., Grand Union Tea Co., American Can Co., Charles Williams Stores, E. W. Bliss, Arbuckle Bros., and numerous others. The Stern factory faces Pearl street on the north, Water street on the east, and Anchorage place on the south, and is within a stone's throw of East River on the west, where the best marine shipping facilities are at hand.

It is far more accessible than the corporation's former location on East 10th street, New York. It is reached from the hotel centres and all other sections of New York, by way of Brooklyn Bridge, from the Brooklyn end of which, it is but a few minutes' walk down Washington street, to the first arch, (nearest the river), of the Manhattan Bridge, under which callers pass to a hearty reception. But if one prefers to ride the short distance, he can go down Washington street on a surface car.

Tampa Cigar Factories Re-Opened

(*Continued from Page* 3)

opened to the young men and women of Tampa, so that they may find lucrative employment under pleasant and sanitary conditions in these factories in the future. The opportunity is presented to earn higher wages than are paid in any other line of industry in Tampa.

No reduction in the wages of the cigarmakers, strippers, packers, clerks, banders or trimmers is contemplated under the new regulations, and any statement to the contrary is without basis and incorrect.

The selectors recently (and temporarily) paid by piece work, will henceforth be paid weekly wages in accordance with the system prevailing in Tampa for many years, the new scale, however, being a very large increase over that paid prior to the war.

Secretary Joe Muniz, of the Joint Advisory Board stated the union men would not accept the offer of the manufacturers under the conditions imposed. "The only comment we have to make on their statement, as published, is that their play 'No person shall be given or refused employment in any department because of membership or non-membership in any labor union' is ridiculous." Continuing, he said:

"We know that they will not discriminate at this time, for the simple reason that there is a scarcity of cigarmakers and they have many orders to be filled, but we also know that as soon as they can start their cigar making academies going and they have a sufficient number of women and children to take our places, then we will be thrown out and wages reduced as in the past. Even recently, regardless of the shortage of cigarmakers, they have had 250 of our members locked out and blacklisted because of their activity in our organization. However, there was another so-called labor union formed here recently and no discrimination was shown against any of its members, even though it had representatives in each one of the shops.

"The main cause of the strikes was the discharging and blacklisting by the manufacturers' Association of our members. We were forced to ask for recognition of our union as a matter of protection to our members to avoid future action of this nature.

"The manufacturers also propose to treat with their employes individually. However, we will have to treat with them as an association. This we don't think will work out very satisfactorily—not to us. The time has come, when we will not only be just and fair to the workers, but will be for the best interest of the community at large as many necessary strikes will be avoided.

Gus Martinez Says the Manufacturers Are Pleased

TAMPA, July 9.—All of the large cigar factories of the city opened their doors Thursday morning to the men on the terms previously outlined.

Gus Martinez, secretary of the manufacturers' association, said at 1 o'clock that the response was very satisfactory. At that hour Mr. Martinez had visited all of the principal factories but had not had time to tabulate any statement of just how many men had gone back.

"We are well satisfied. In some cases the response for men has been greater than individual factories could handle. In most cases the factories are well satisfied."

In order to guard against the possibility of any trouble at any of the factories Chief Toph had two carloads of policemen ready for instant transference where they might be needed. No trouble was reported anywhere and there was no need for their services. At nearly all factories there were groups of men assembled discussing the situation, but in no case so far as known did they offer violence to men who wished to work.

Torcedores Don't Want Violence

In a bulletin headed "—And Also Murderers" the Torcedores society which at its meeting Tuesday night refused unanimously to go back to the factories Thursday, practically charged members of the C. M. I. U. who are said to have tried to break up their meeting Tuesday by firing shots, with thoughts of murder.

The Torcedores protest against the attitude of the other workmen against them, considering that their attitude toward the manufacturers' offer is the same as that of the C. M. I. U.

"Is it necessary," their statement asks, "to excite the passions of individuals, to the point of having them come into our hall and assassinate us without even considering that a number of women of our class and also a good number of children were in the hall?

"Take notice, workingmen of Tampa, where you are being dragged in order to satisfy hate and personal passions."

A "Closed Shop" That Is Not "Closed"

Wednesday night the strike leaders issued a four column statement to "The Workers of the Cigar Industry," in which they set forth the claim that the offer made by the manufacturers is in reality a lowering of wages and reiterate claims made before that the strike was not to force the "closed shop."

Claim is made that the reason the strike started was because the manufacturers discharged about 250 union men. Claim is made that the unions never demanded a "closed shop" though in the next sentence the claim is practically repudiated in the statement that only when union members should be employed in the future.

"We never demanded a 'closed shop' of the manufacturers as they have stated in their desire to mislead public opinion," says the statement, which is signed by 'the executive officers of the organizations of cigar banders, tobacco strippers, selectors, pickers and packers, factory clerks and the joint advisory board.'

"We requested that a collector of dues of our union be allowed in the shop and that only members of our union be given employment in the future," the statement goes on to say. "We did not request that those working in the shops who were non-unionists be discharged. This is not a 'closed shop.' If we wanted a 'closed shop' we would have demanded that those who refused to join the union be discharged, which we did not do."

To many the statements seem like a contradiction in terms, for it seems quite plain that the unions hoped to gain closed shop by going out on strike.

Further, the statement is made in the letter sent the manufacturers April 12, that "whereas, if the international union controlled the union shops it would be a benefit to both capital and labor because we could avoid the great number of strikes that take place almost daily in this city for minor causes."

Say Means Longer Hours, Less Money

An analysis of the offer made by the cigar manufacturers is then taken up and the claim made that the scale of prices offered by them means a reduction of wages in many cases as well as a lengthening of hours of labor. Use of the "American style" is said to mean a reduction of about $20 a week in a packer's wage. The change proposed for the selectors would mean an increase

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NEW YORK, THURSDAY, JULY 15, 1920

A SUBORDINATED RIGHT

Talk of the "toiler's right to live" is an obvious evasion of the question. Workers strike not exactly for the right to live, but for higher wages, shorter hours, union recognition, and similar demands. To brand every attempt at legislation to prevent strikes as an attempt to enforce "economic slavery" or "involuntary servitude" is absurdly far from the facts. There has been no legislation to prevent individuals from leaving work. There has been no legislation to stop underpaid teachers as individuals from deserting the profession in great numbers. There has been no legislation to prevent farm hands, badly needed as they are, from leaving for more attractive offers at industrial plants. And there will not be.

What the unions have been asking is not the right to work, but the right to quit work collectively, suddenly, without warning; the right to prevent others from peacefully taking their places; the right to obtain their demands under threats and coercion.

If there were any way of calling a strike so that its evil results would not fall primarily upon the public, if there could be a strike in which production were maintained, and the only thing stopped were the profits of the employers from that production, then union leaders might plausibly insist upon the right to strike without "outside" interference. But the real damage caused by a strike is not the loss to the employer; it is the loss to the community. Most strikes are not a direct coercion of the employer. They make an attempt to coerce the public into coercing the employer. They are most feared in proportion as they are most damaging to the public interest.

When labor unions include in their membership more than a certain proportion of the workmen in any industry, they become essentially a monopoly of labor. Their purpose is exactly the same as that of monopolies in goods. The question in dealing with them, then, is whether to limit their size or growth, as the Government has attempted in the steel, oil and food product industries, or whether to recognize the inevitability or the desirability of the monopoly and to control it, as we do the utilities.

We must recognize that the right to strike is relative and not absolute; it must be subordinated to the rights of the public.

A REVIEW OF BUSINESS

Dun's *Review*, which is generally accepted as the standard authority on business conditions in this country, notes the continuance of price reactions, although it does not pretend to say how far they may be carried, nor how it will affect different trades and industries. It is evident that the opposition of consumers to high prices is increasing rather than diminishing, and that a period of economic readjustment is in progress.

A year that opened with active business and advancing prices reached the half-way mark with opposite conditions prevailing, says the *Review*, and with more general recognition of the fact that economic readjustment is in progress. The change has not come suddenly, but for some time past has been gradually developing, and it has long been anticipated in some quarters as an inevitable aftermath of the great boom of the war period. Prices that had risen, on the average, nearly 120 per cent above the 1914 basis obviously could not be maintained indefinitely once the propelling forces behind the upturn had been modified or eliminated, and competitive bidding for supplies replaced by competition in selling, and the existing situation, if partly due to transportation difficulties and other special causes, primarily reflects the operation of natural elements. Allowance for season restraints would explain some of the present lull in activities, but would not account for buyers' continued caution in making distant commitments, for the efforts of many sellers to reduce accumulated stocks of merchandise, or for yielding of prices that is spreading to various basic lines, and which is again disclosed in Dun's list of wholesale quotations. It is the price question, more than any other single influence, that now dominates business movements, and the fact that the rising trend of most markets has been halted, and that a number of essential commodities have declined appreciably from previous extreme levels, cannot be regarded as other than favorable in its bearing on the future. How far the price reaction will carry, and to what extent it will affect different trades and industries, is not clear at the moment; but it is evident that consumers' opposition to high prices has increased, rather than lessened, and that the development of forward business largely waits upon additional downward revisions.

A SWEET STATE OF AFFAIRS

Explanatory of the bigger and better home market in Cuba for the more costly grades of cigars, is the money that many have made in the sugar business.

Stories of sudden riches that have come to individuals in Cuba and other West Indian islands from the rise in sugar values are equalled only by tales of some of the oil boom sections of the West. The chief difference is that the wealth that has come to some of the farmers in the West has in many instances been altogether fortuitous, the result of holdings of land which happened to lie within the lucky oil area.

There are instances, however, of poor men that have been made rich by the rise in sugar prices, and this includes negroes and farm hands, who a few years ago were in poverty. A negro cane cutter, who was in tatters a few years ago, working near Guantanamo, got hold of some cane lands, cleared them and started in a small way as a colono. His profits this season were $80,000. He is now riding up and down the Prado in Havana in his own automobile.

A bank employe saved and invested in partnership with a Cuban colono $10,000. In three months he drew out $40,000 in profits.

The manager of the Cuban branch of a well-known bank has gone into the sugar business on a profit-sharing basis with the owner of the estate. If sugar prices average only 10 cents next year, he expects to make $500,000.

A graduate of a university in the western part of the island built and sold a plantation at a profit of $4,000,000, eclipsing Victor Mendoza's $1,000,000 profit on his sale of Cunagua to the American Sugar Refining Co.

In one of the British West Indies a planter who just before the war invested $65,000 in a sugar plantation sold his crop of 14,000 bags this year for about $60 a bag, or $840,000. His expenses were little more than $20 a bag, or about $300,000, so that he cleared this season more than half a million dollars on his $65,000 investment.

Farmers in Porto Rico who owned, say, 500 acres of land, worth a few years ago, at $50 an acre, $25,000, from which they used to make anywhere from $5,000 to $15,000 annually, this season made from $40,000 to $60,000. Such an estate could not be bought today for $100,000.

In Cuba colonos, who before the war would have to ask advances from the mill of $2,000 to $5,000 to tide them over the planting season, are now worth $500,000. It is not unusual for a Cuban colono to have made from $200,000 to $300,000 this year, and the profits of a few of the larger ones have run into millions. This is practically clear profit for the citizen of Cuba, who pays an income tax of only 8%.

As can be imagined there is great spending going on as the result of all this prosperity. The Prado in Havana is as packed with cars as Fifth avenue, New York, and they are mostly high-priced American and foreign machines like Pierce-Arrows, Packards and Rolls-Royces.

IMPORTANT, IF TRUE

Bumper crops of tobacco are promised this year. This will furnish an excuse for further raising of prices. The reasoning of the profiteers is as inverted as their ethics.—*Brooklyn Eagle.*

With 11-cent cigars advanced to 17 cents, the tobacco profiteers should feel safe against being smoked out.—*Boston Traveler.*

It would be interesting to know just who the profiteers are!

The stalks and midribs of the tobacco plant are the principal source of the alkaloid nicotine which in a very dilute solution is deadly to many insect pests and to sheepscab and mite, as well as ticks and lice. Nicotine is a colorless liquid alkaloid with a specific gravity of 1.01 and has a boiling point of 246 degrees C. It is highly soluble in water, producing a strongly alkaline solution, and the strength of the commercial product is usually 40 per cent. The methods of extracting the alkaloid from the plant are patented and the technique is largely a trade secret among the comparatively few firms producing either solutions of nicotine or its sulphate.

"An appreciation of the progress Greece has made since the beginning of the war, and that which she is making today," writes U. D. Gallanos in the *G. W. W. Bulletin*, "is to be had from a glance at the volume of the tobacco business she has done from 1908 to 1918 inclusive. In 1908, Greece shipped to the United States only $59,500 worth of tobacco. In 1914, the first full war-year her shipments of tobacco totalled $465,083. Despite the various restrictions and impediments, embargoes, shortage of tonnage, etc., her tobacco shipments rose to the surprising amount of $16,797,409 in 1918."

Wholesale Tobacco Merchants Convention, Leipsic, Germany

Prosperity Obscures Collective Trade Interests—Storms Cause Rush of Self-Satisfied to Cover—Sarcasm Aimed at Selfishness—Association Gets 1,000 Recruits During Year—Most Critical Period in History of Trade—Discuss Unfair Competition—Close Corporation Wanted—Individualists Become Autocrats—Medieval Licensing Scheme—To Promote Export Trade—Silver Lining to Very Dark Cloud—Situation Bad Enough—Antis Make More Trouble—Patriotism a Handy Weapon—Interests Should Get Together and Fight Tobacco Prohibition.

BERLIN, June 28.—When merchants are making plenty of money they soon forget all about their collective trade interests. They are doing fine, thank you, and the other fellows are getting along nicely. Under these circumstances, why should any bother with a trade organization? Come, let's talk about something else. I am tired of shop talk. If it wasn't for my own efforts, my smartness, my intelligence and my peculiar foresight, I would not be doing the business which is now coming my way. Why should I bother with the other fellows who, unfortunately, are not as smart, as efficient, as farseeing as I am?

This is the familiar, complacent, self-admiration talk of the fair weather prophet of self-reliance, of the survival of the fittest and of competition being the salt of trade.

When the skies become overcast, when lightning crashes, when wreck and ruin seem imminent, you see them running for shelter, all those fair weather patriots of the individualistic stamp. They all run in the direction of a trade association, clamoring for protection against the tax gouging State, against "unfair" competition by those scaly fellows who are a disgrace to an honorable profession, who, in fact, are the scum of the earth and ought to be stood up against a wall; and cry out against the retail dealers who, unreasonable and queer as they are, refuse to be driven like a flock of sheep and seem to have peculiar notions of their own.

Well, the Wholesale Tobacco Merchants' Association of Germany accepted 1,000 new members during the current year. Its membership increased by 50 per cent. At the same time it was reported at the convention held at Leipsic, that the year had been the most critical in the history of the trade. Frightened chickens flocking to the hen roost. . .

They talked a great deal about that unfair competition by the sneaks, the outlaws, the interlopers. They demanded redress. They wanted to form a close corporation, after the style of the guilds of the Middle Ages. Only duly licensed wholesalers were to be allowed to sell tobacco, and the association should see to it that only the really fit and respectable members of the fraternity would get their license.

It is funny, the trades generally are outdoing one another in clamoring for the removal of that blighting government control, of that stifling strangle hold placed upon free intercourse by a stupid bureaucracy, and for the restoration of that beautiful free play of supply and demand where no one is his brother's keeper and the devil catches the hindmost.

But as soon as there is trouble, as soon as profits drop and competition becomes rather uncomfortable, the very same advocates of pure and undiluted individualism begin to out-control government control.

Of course, there are shady elements in the wholesale tobacco trade, the same as in any other. There are black sheep in every flock. But how are you going to get rid of them? Nobody has answered that question satisfactorily. That licensing scheme is to medieval to be considered seriously, although there was a lot of licensing trades people during the war.

The association is going to promote the export trade. There it is on safe ground. There it tries for the humanly possible. The association is going to make a big showing at the Leipsic Fair in the coming Fall, exhibiting all the goods foreigners ought to buy. Should the association succeed in its attempt to create a considerable export trade it will be the silver lining to a very dark cloud. For the domestic business is very dull. At present it is duller than dull, for the people who had money bought a lot of tobacco goods in advance before the new tax took effect. Those people are now living on their "savings" and buy nothing. While this is only a passing symptom, the permanent situation is bad enough.

Prices are crumbling and dealers with large stocks on hand are losing a lot of money, if they keep out of the bankruptcy courts at all. At Hamburg there was to be an auction the other day. Some 58 bales of damaged cigarette tobacco was to be sold. There were enough prospective buyers, but when the highest bid for the first lot reached only 4 marks per kilogram the auctioneer threw up the sponge. The auction terminated right then and there. The owners announced the lowest bids expected would be 10 to 15 marks per kilogram.

There is more trouble; the abstinence fanatics are at it again. "Sign the pledge. Quit smoking for five years. Be a patriot." This is the slogan preached by the apostles of self-abnegation. Patriotism is a handy weapon. By using it you can inflame people to kill. The "antis" are now using it to kill the tobacco business. For if they kill it for five years, they will kill it for good.

Newspapers are freely printing this "patriotic" propaganda. Newspapers, it seems, are always ready to fall for some sort of scheme. Of course you could do without tobacco for five years and live. Also you could live five years without washing your face. But the principal argument is lost sight of in the shuffle: If the use of tobacco would really be interdicted the people would not save the money now spent on tobacco. The people would spend the money on some other "luxury," possibly on a more injurious luxury than the harmless weed ever was or ever will be. For this reason all the economic theories propounded by the antis are fundamentally false. Prohibition of tobacco will not make a nation richer, no matter how poor it may be, but it will deprive the nation of a handsome income by taxation. This is about all the antis would gain should they reach their goal and put tobacco on the index. Besides, they would throw into the streets hundreds of thousands of human beings now employed in the tobacco industry, throw them into streets already crowded with the unemployed hosts of other trades.

It seems the tobacco interests of the world should get together and fight tobacco prohibition. And they should do it now. There was never a false doctrine that had not as its advocates men honest and sincere. Prohibition, as shown in the case of liquor, jumps from one country to another. If it once gets a foothold against tobacco in starving Europe, introduced as an economic measure of necessity, it is bound to leap across the Atlantic and establish itself in the land where some people are never happy unless they can prohibit something.

Dr. Heinrich Witte has published a new book on tobacco. It tells you all about its history, its course, its quality and its aroma. It is a very thorough going, typically German book. If the antis have their way, there will be little use for books of this kind, for tobacco would be only a subject for post mortem investigation.

International co-operation is about the only means to prevent a calamity.

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Tobacco Crop in Ohio Shows Decline

The tobacco crop in Ohio shows a decline over the State since the June report of the State-Federal Crop Reporting Service Survey, according to its latest report, which was made public last Saturday. "Tobacco," it says, "shows a reduction of at least 15 per cent in acreage, the estimate being 76,500 acres for the state, with the principal decline being in the Miami Valley, where it has decreased 25 per cent."

The tobacco production in Ohio for this year, as compared to last year, makes this poor showing:

December, 1919, Estimate.77,400,000 lbs.
July, 1920, Forecast.....68,926,000 lbs.

Indicating a probable decrease of ..... 8,474,000 lbs.

Credit Reports On Spanish Firms.

Edward I. Nathan, United States Consul at Vigo, says the mercantile agency of R. G. Dun & Co., has recently opened a branch office in Vigo which will handle all business of that company in the Provinces of northwestern Spain known as Galicia. American firms will thus be enabled to secure first-hand information concerning the commercial standing of Spanish firms in this district and the latter will be able to secure similar information about firms in the United States with whom they may have business dealings.

There are also several local banks which regularly supply their correspondents in New York with such information when it is requested. There are now in Vigo five banking establishments, two of which have only been opened during the past year. They are the Banco de Vigo, Banco de España (branch), Anglo-South American Bank (branch), Banco Espanñol de Rio de la Plata (branch), and the Hispano-American Bank (branch).

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Inland Revenue Sales Tax in Canada.

MONTREAL, July 8.—The Collector of Special Taxes for the Inland Revenue Department has received a ruling that any person, firm or corporation having a retail counter should be regarded for the purpose of the excise tax as a retailer. Under the terms of this ruling tobacco manufacturers selling direct to wholesale firms which also conduct a retail business will be required to collect the 2 per cent sales tax as on sales from manufacturers to retailers.

Hartmann-Pacific Company Has Big Program

To Import More Cigars Direct from Own Manila Factory—El Pacifico Employs 1,200 Cigarmakers—Bernard Lett Salesmanager—Numerous Orders Awaiting Delivery—Will-o-Wisp the Leader—Various Other Brands.

"The Flavor Wins Your Favor" is the slogan of the Hartmann-Pacific Co., Inc., manufacturers of Manila cigars. As set forth in an announcement to the trade, this corporation has made plans to import from its own factory in Manila, millions of cigars made especially for this market; made of Sumatra and Connecticut wrappers of the very finest quality. The factory management is in most capable hands, and nothing but the very best workmanship will be sent out.

El Pacifico factory employs nearly 1,200 cigarmakers. It has lately obtained the services of Bernard Lett as salesmanager. Mr. Lett is well-known, and is a most capable man, having been in the cigar business in Boston for many years. The importance of obtaining such an experienced man as Mr. Lett, speaks well for the management, and is a good start toward the ultimate success of the company. Since Mr. Lett took charge of the sales end of the cigar department, many large orders have accumulated, and are awaiting delivery. Among the brands to be featured by the Hartmann-Pacific Co., are Will-o-Wisp, in three sizes, with the following front marks, Perfectos, Especiales, Londres, Belvederes and Aristocrats; also 3 in a package, foil wrapped, pure aluminum foil with the name embossed on the foil. This will be one of the most handsome packages ever sold for 30cts. Other brands of the house will be Marilyn, named, with her permission, for the famous actress, Marilyn Miller; the Lurinda, Alcora, Diablita and El Pacifico.

Shipments will be as regular as possible, and within a very short time ample supplies will be on hand.

The label pictured below is particularly handsome, and jobbers who stock them will have a cigar that is bound to make good.

Facsimile of Box Label on Hartmann-Pacific Co's Will-O-Wisp

The Sales of June 25, Very Light at Amsterdam

Sumatra Offered Not Very Desirable—Only 122 Bales Sold—The Dates Fixed for Next Sales—May Have Sale in August.

AMSTERDAM, June 25.—Today's sale of 17,130 bales of Sumatra tobacco did not contain much desirable tobacco for the U. S., and in all only 122 bales were sold, of which S. Rossin & Sons bought 35 bales, Senembah/K; Hugo Muller Co., Inc., 11 bales Medan/S/Lkt.; H. Duys & Co., 13 bales of S. & R. and 9 bales of Amst. Langkat/H. D.; J. Holzman, 8 bales and E. Rosenwald & Bro. 26 bales of the same headmark, whereas Cullman Bros. bought a 20 bales of Amst. Langkat/T. L.

In general the tobacco was only of a medium style and the few marks bought is the best proof.

From our cablegram you will notice the sale of the American part of the Holland Sumatra Tab. My. about 500 bales 1919 crop to Hugo Muller Co., Inc. These 500 bales will be picked out of the first, second and third footleaf.

The dates of the next sales will be:

A Rotterdam Sumatra sale on the 10th of July, a Amsterdam Sumatra sale on the 16th of July, and a further Sumatra sale on the 23rd of July.

If it is impossible to have the sale of July 23rd, then there are some plans to have a sale in August.

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Fancy Sumatra Tobacco

H. Duys & Co., Inc., announce that they have received several thousand bales, being their first shipments, of the 1919 crop of Sumatra tobacco, all of which are described as strictly light fancy tobaccos of big yielding capacities:

Deli My Deli Toewa; Deli My C; Deli My K; Deli My M; Deli My AB; Deli My PG; Medan Tab My Tr Deli; Sennah Deli.

It is a well-known fact that there is a severe scarcity of fancy light tobacco in the 1919 crop. This being the case, the above described tobacco will undoubtedly make a strong appeal to cigar manufacturers who endeavor to keep up the quality and reputation of their products by using the best produced on the Island of Sumatra.

A house that has a high grade reputation to maintain, generally prefers to deal with other houses in similar position, and it is a pretty good rule to follow.

The house of H. Duys & Co., Inc., has a high grade reputation, and it is thoroughly deserved.

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Philippine Tobacco Industry

The year 1919 was a very profitable one for Philippine tobacco. The island exported nearly $2,000,000 worth of cigars more than ever before, according to R. G. Dun & Co. Owing to conditions in the United States, the country which takes the bulk of Philippine leaf tobacco, the demand for that product was not so great as it had been during the preceding year. But the islands are not able to supply enough cigars and cigarettes to meet the demands of the foreign markets, the exports of cigars being 32,669,000 in excess of those of 1918.

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Tampa Cigar Factories Re-Opened

(*Continued from page* 5)

of 12 hours of work weekly with a cut of from $5 to $15 in wages, it is claimed. It is claimed that the hours of labor of the factory clerks would be raised to 80 hours a week instead of 60 for the same money.

Claim is made that the unions do not discriminate against women working in the shops, but demand that they shall get the same pay for equal work. It is claimed in proof of the statement that there is no discrimination, that 35 per cent of the cigarmakers of Tampa are women.

In conclusion the statement winds up with the assertion that the men "as the manufacturers, propose to adjust matters collectively and we reaffirm our demand that we be recognized collectively through our union."

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Men and Manufacturers Talk Alike About the Cigar Strike

TAMPA, July 10.—At a meeting of the Manufacturers' Association, Friday afternoon, assurance was given them that Monday there would be a general break up in the ranks of the strikers and they would return to work. It is said the men are holding out till that time so they may get the benefits of the union strike benefits, payable Saturday night.

"The number of workmen returning to the benches is most gratifying," say the manufacturers, "and we have every reason to believe that next week will see the beginning of the end of the strike. Our factories are open to all and every protection will be given those who want to work. We expect to keep the factories open until the strike breaks."

Exact figures as to the number at their benches on Friday are not known, but it is understood that substantial gains over Thursday's figures have been made.

Both union leaders and cigar manufacturers say they are pleased at the outcome of the action of the Manufacturers' Association in throwing the factories open to all workers on the "open shop" basis.

Reports as to the numbers going back to work are conflicting. A statement given by Jose Muniz, secretary of the joint advisory board, this noon is that only about 30 to 35 have gone back to work.

Friday morning Mr. Muniz said the factories would have to close in a few days as the cigarmakers were determined to remain out until their demands were met.

Credited to no particular source, is a rumor, quite prevalent, that the Torcedores society is seriously contemplating going back to work, notwithstanding the fact that they have agreed with the joint advisory board not to return under present conditions. No foundation for this rumor can be learned and Secretary Muniz contends it is merely propaganda on the part of the manufacturers.

Quiet reigns in all sections of the cigar industry. No disorders of any kind have been noticed since the factories were thrown open Thursday morning.

It was rumored among the workers Thursday and Friday, that the Tampa-Cuba Cigar Co. was preparing to transport from their branch factory, in Dade City enough cigarmakers to operate the Tampa plant. This could not be confirmed at the Tampa-Cuba factory. The joint advisory board say they know nothing of this plan, but if it is followed out nothing in an interference way will be adopted and if the Dade City men feel like coming to Tampa to work it is no wish of the board to impede them.

That the cigarmakers in some sections, are suffering from actual want is not denied, and in some cases the shortage of provisions has developed into near starvation. Others feel as if they want to go back to work under the plan but are a little afraid that violence will be used if they attempt to go back to work. Chief of Police Toph said Friday morning that he would use every precaution to prevent any trouble or any interference with those who want to go back to work. The force has been augmented considerably in the past week and cars are kept in readiness for any disorder.

Mr. Muniz said on Friday that the strikers could hold out for several months as it had been arranged to secure by voluntary contributions from $65,000 to $75,000 per week. This is considerably above the amount which has hitherto been handled by the joint advisory board, "80 per cent of the workers could remain on strike for two years," said he, "while the balance of course are not situated so well." The situation is progressing nicely and there is no doubt in my mind that the factories will close again in a few days."

As to the suffering among the workers, Mr. Muniz said there is no foundation for any of the rumors to the effect that any of the men or women are suffering.

The question of a break in the ranks of the Torcedores society was put to Mr. Muniz and said that while nothing official had been heard as to this, there were several rumors on the street. He claims there are only about 400 people in this society and if they did vote to go back to work, they would do no material damage to the union.

—❖—

Cigarmakers Charge Manufacturers With Collusion

TAMPA, July 11.—According to allegations made by members of the cigarmakers' joint advisory board, the Tampa manufacturers are in collusion with the manufacturers of Key West in an effort to reduce the scale of wages paid to the workers. They state that their belief that collusion exists is based on a copy of a message said to have been sent to the Key West regulating committee by the Key West Manufacturers' Association, which reads as follows:

"Gentlemen: We beg to advise that we will adopt the basis and terms of the Tampa settlement as the basis under which we will operate the factories.

"To become effective immediately upon the settlement of the present labor troubles in Tampa. Yours truly, (signed) Key West Cigar Manufacturers' Association."

This, according to the cigarmakers' advisory board, means that collusion exists between the manufacturers of Key West and those of Tampa, with the ultimate object of reducing wages in both places.

The members of the advisory board stated Saturday night that although a few more strikers went back to work yesterday in some of the factories, there were many others who had gone back Thursday who failed to show up for work yesterday leaving the total number at about thirty.

They said that while it is possible that men may be brought from the Dade City branch factory of the Tampa-Cuba Company as strikebreakers, it will be done merely in an effort to break the morale of the strikers, and is doomed to failure.

According to the manufacturers there were more workers at the benches yesterday than on the opening day, by a considerable percentage, and that they believe that by Monday a larger number of the strikers will be at work, the strike benefit being paid on Saturday to those who are still out of the factories. They say many are waiting to collect the benefit before returning to work.

"The workers, union and non-union, are sort of filtering back into the factories," said one prominent manufacturer yesterday, "and by this time next week the strike, in my opinion, will be a busted article.

"You see there is some fear that the union strikers may get bitter enough to resort to violence, and the ones who are going back, and who want to go back, are anxious to see whether or not in the event of any violence, they are going to get protection before they take a chance; but I do not believe there is going to be any trouble, unless it is just a few hotheads—nothing of a concerted nature—and as soon as the mass of them find that out they will all be coming in, and the union leaders will be unable to hold them back."

Thus far there has been no trouble of any sort. Chief Toph of the police department has had police officers riding about through factory districts to see that everything is quiet and orderly, and they report that no one is being interfered with in any way.

With the announcement yesterday that the Sociedad of Torcedores—the non-union cigarmakers organization—would not "break" the strike which has been in progress since April 17, the unions apparently won the first round in the contest which was renewed by the announcement Tuesday that the factories would open Thursday morning to any who wished to work under the "open shop" and certain other terms laid down by the manufacturers.

On the heels of this announcement, came a general order from the Joint Advisory Board of the four cigarmakers unions here, instructing all union men to stay away from the factories and not to interfere in any manner with any who desired to work. "We will countenance no violence or meddling action," said Joe Muniz, secretary of the Joint Advisory Board, Wednesday night. "If any union man wants to forsake the union and go to work under the terms offered, that is his business, and the board will see that any union men who attempt to prevent men from following their de-

(*Continued on page* 25)

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The Outstanding Need of Europe Today Outlined

The Establishment of International Balance Sheets and Definite Economic Status Required—Credit Restoration and Business Activity in England—France Rapidly Getting on Her Feet—Belgium Back Well Toward Normal—Despite Dark Outlook, Germany Shows Signs of Ability to "Come Back"—Austria's Bad Plight—Much Confusion Abounds.

The outstanding need of Europe today is the establishment of international balance sheets and a more definite economic status through the determination of the German indemnity. This briefly summarizes the views of two of the Vice-Presidents and members of the Managing Committee of the Guaranty Trust Company, E. W. Stetson and Harold Stanley, who returned last Thursday, after a two months' business survey of the situation in Western and Central Europe.

Commenting on the situation in Western Europe, Mr. Stanley said: "One finds much of a reassuring nature in the developments of the past year among the Allied countries. England's courageous and farseeing policy, in spite of serious political problems throughout the British Empire, is bearing obvious results in the restoration of credit and business activity generally. Her firm tax program, her foreign trade policy, and her dogged determination to maintain her position of financial supremacy, are all combining to speed the restoration of normal conditions in England. Of course, labor troubles, decreased production, and political difficulties in her dominions are giving England great concern, but the British trait of sticking to the job promises to triumph over these difficulties and substantial progress over a year ago is evident. English traditions are powerful influences and are largely effective in the work of reconstruction. There is considerable agitation in England, as there is in this country, against the heavy taxation that prevails; and there, as here, the question is raised as to whether such burdensome taxation can be continued without impairing the social and industrial interests of the nation.

"France is rapidly getting back on her feet. The French peasant is producing splendid crops, and France expects to raise enough wheat to supply her needs this year. The French industrial worker, in spite of sporadic strikes, is producing effectively, and the whole labor situation, in fact, seems to be much improved in the last few months. The French people generally are ready and eager to work. France still needs fuel and raw materials, and has great financial problems to solve, but definite plans can be made to meet these problems as soon as the German indemnity is fixed and there seems no doubt that France will work out its future successfully.

"Belgium has already moved back well toward the normal. Conditions there have been fully described, and it seems pretty generally understood that Belgium perhaps least of all of the nations of Europe presents a problem."

Supplementing his visit to the offices of the company in the three countries mentioned, Mr. Stetson traveled through Germany, Austria, and Czecho-Slovakia studying conditions in Middle Europe. As a result of his investigations there he states: "An atmosphere of uncertainty and hesitation prevails throughout Germany and Middle Europe, and it is very difficult to forecast even the immediate future for these nations, old or new. Germany has at last come to realize that she lost the war and is making desperate efforts to overcome the handicap that it has put upon her. I did not meet any optimists in Germany, but I am confident that a good deal of the sombreness in the dark picture which the Germans paint can be attributed to their effort to temper the Allied terms of settlement.

"Underneath this dark surface there were many indications that the Germans are confident of their ability to 'come back' and do not realize themselves what a long journey that must be. Her greatest economic difficulties are currency inflation and lack of raw materials. How these problems are to be met it is difficult to see clearly. There are these reassuring sides to the picture, however: Germany's agricultural output is being stimulated in every possible way, and large crops are assured. Her industries were not destroyed by the war and are productive and efficient, needing only raw materials to supply them. Her people are industrious and thrifty and glad of the opportunity to work. Undoubtedly there will be numerous changes before any definite political status is fixed, but through it all German thrift and commercial instinct will endure and accomplish important results. I learned that radical steps toward decreasing their present inflation and meeting their fiscal problem are contemplated and that will go far toward the work of restoration.

"Throughout Middle Europe there is much confusion, and it is difficult to make definite statements about conditions. Austria is, for the present at least, crushed, and there is little semblance of industrial or productive activity. The food lines are formed daily in Vienna to care for the starving, and thousands of lives are maintained only through charity. The bitter racial hatreds which exist throughout Middle Europe have not died down and, in fact, seem to have been inflamed by the war and the readjustments following it.

"In Czecho-Slovakia the idealists and dreamers who were largely instrumental in working out the political readjustments now realize that the practical problems presented by such readjustments are much more difficult and that the making of a nation is a long process. Agricultural production there is good and the financial institutions are in a relatively good condition, but the work of unifying and organizing the life of this new nation, of course, presents a

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difficult task and it is too soon to make any predictions concerning it.

"From Jugo-Slavia, Greece, Hungary and Roumania various reports are heard, but in all these countries the problems of reconstruction are dominant and their solutions have not yet been worked out. The breaking up of the Austrian Empire complicates the situation for all of the constituent and contiguous countries.

"There seems to be no new problem presented in the Italian situation, which is still difficult, as the lack of coal, due primarily to under-production in England and the difficulty of financing shipments from the United States, is a very serious handicap.

Cobb-Gwynn Tobacco Co.

The Cobb-Gwynn Tobacco Co., Inc., whose headquarters are in Richmond, Va., has commenced business as brokers and dealers in all kinds of tobacco. The corporation is specializing in bright tobaccos for cigarettes, both leaf and strips; wrappers and Virginia sun cured fillers, are being featured. H. W. Cobb, president of the corporation, was formerly associated with the American Tobacco Co. Z. R. Gwynn, the vice-president, was formerly connected with the leaf department of the American Cigar Co. T. W. Webb, the secretary, previously was affiliated with the Export Leaf Tobacco Co.

"A Hint to the Wise."

We have been talking to an experienced tobacco man, one who keeps in close touch with the situation, and he tells us to warn the tobacco growers against wasting time in fooling with the common, burnt up primings this year. He says that it will be a waste of time, as this particular grade will not bring enough to pay the warehouse charges. Last year these primings brought from $10 to $15 per hundred—but, according to this man who buys for one of the biggest firms in the country, they will be worthless this season. A hint to the wise should be sufficient.—*Madison (N. C.) Messenger.*

A Pessimistic View.

A Rockingham county farmer who has just returned from South Carolina reports crop conditions in that State as follows: Corn in splendid condition; cotton very missing and quite small but good stand and growing; truck farming excellent; watermelons, good; tobacco very poor, stand very irregular, very small, not a full crop planted, and blooming at about half the usual height; labor scarce and farmers despondent over tobacco crop; estimated about 55 per cent normal crop.—*Reidsville (N. C.) Review.*

Another Prizery at Greensboro

T. S. Graham is building an additional leaf tobacco prizery and warehouse at Greensboro, where leaf tobacco selling will be resumed September 1.

Less Tobacco Acreage in South.

Macon, Ga., July 8.—The shortage of labor has kept down the increase of tobacco acreage in most sections according to E. C. Westbrook, tobacco expert of the Georgia State Agricultural College. Georgia has only about two-thirds as many acres in tobacco as she had last year. South Carolina has only about 60 per cent of her 1919 acreage. North Carolina has increased her tobacco acreage only slightly.

The United States Tobacco Association has set the following dates for the opening of the markets: Georgia, July 13; South Carolina, July 20; Eastern North Carolina, August 17; old belt, September 20. Quite a number of Georgia farmers are already curing out their first barn of tobacco.

The redrying and steaming plants at Douglas, Tifton and Fitzgerald are being pushed rapidly toward completion. Valdosta will probably be the only new market this season. A large brick warehouse has just been completed there.

H. M. Kramer in Belt Co.

H. Mahle Kramer, now connected with the H. M. Kramer Tobacco company, of Durham, N. C., as president will become connected in an executive capacity with the Golden Belt company, after August 1, it was announced recently. Mr. Kramer becomes connected with the bag company through the retirement of T. B. Fuller and the promotion of G. W. Hundley to the presidency.

Mr. Kramer has been identified with the tobacco business for many years, having established the Durham Cigar store 10 years ago. Several years ago he disposed of the cigar store, and organized the H. M. Kramer Tobacco company as a wholesale concern. During the life of his company it has had marvelous success. It is also announced that Mr. Kramer is still to retain the presidency of the tobacco company, but not actively, the management being relinquished to Thomas W. Winston, vice-president, and J. C. Allen, secretary-treasurer.

Gypsy Moths Close Park

James B. Duke, tobacco millionaire, announced recently that his 2,000-acre park, near Somerville, N. J., would be closed to the public indefinitely owing to the discovery of gypsy moths.

The announcement stated that both Federal and State Agricultural Department officials had been notified and had approved the plan to close the park in order to reduce to a minimum the possibility of the spread of the insect pest.

Kenbridge to Have New Warehouse

Kenbridge, in Lunenburg County, Virginia, is to have another leaf-tobacco warehouse, the Leader Union Warehouse Company having been incorporated, with $50,000 capital stock, to establish another there.

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Report of Burley Tobacco Sales, Covering Four Years, All Markets

For Season of 1919 and 1920, With Previous Three Years for Comparison, Compiled by R. M. Barker Tobacco Co., Inc., Tobacco Brokers, Carrollton, Ky.

	1916-1917		1917-1918		1918-1919		1919-1920	
	Pounds	Average	Pounds	Average	Pounds	Average	Pounds	Average
Augusta, Ky	3,020,725	17.17	3,951,736	26.95	6,396,330	29.99	4,273,626	21.37
Aurora, Ind.			2,613,220	26.32	2,278,280	25.51	2,227,445	29.48
Brooksville, Ky	4,329,120	16.98	1,652,787	23.97	4,300,730	29.81	3,232,130	20.72
Bloomfield, Ky	3,113,650	17.20	2,950,875	27 98	4,357,725	31.07	4,120,420	33.87
Burkesville, Ky	475,280	15.66	485,654	21 75	249,320	21.98	275,077	32.79
Bowling Green, Ky	§		114,550	24.96	212,940	26.35	545,700	12.90
Carlisle, Ky.	7,587,690	18.12	8,068,640	25.16	9,825,420	37.35	7,541,110	31.08
CARROLLTON, KY.	12,235,290	16.19	8,176,030	25 76	9,903,095	26.93	9,185,685	28.63
Campbellsburg, Ky							‡ 450,000	
Cincinnati, Ohio	3,515,000	16.79	792,000	28.02			†	
Covington, Ky					3,256,125	27.82	2,717,100	26.35
Cynthiana, Ky	10,450,955	17.67	9,890,920	25.20	12,666,180	32.87	9,608,730	33.71
Cloverport, Ky							1,029,815	17.09
Danville, Ky	5,189,815	17.43	4,734,790	27.96	6,374,894	33.78	8,793,690	45.12
Dearborn, Mo.	591,130	14.91	§		62,200	26.32	776,850	32.85
Dry Ridge, Ky	1,637,250	16.21	1,438,575	23.49	1,377,100	29.15	1,116,455	24.14
Eminence, Ky	4,518,405	16.39	4,226,675	24.54	4,419,770	26.19	3,329,800	28.15
Elizabethtown, Ky							1,323,534	15.75
Falmouth, Ky	4,100,000	16.60	2,723,365	22.96	5,089,315	29.58	3,653,580	22.24
Flemingsburg, Ky	4,851,445		4,733,810	22.88	5,208,190	36.41	1,377,550	21.66
Frankfort, Ky	5,584,000	16.98	4,467,250	26.29	5,525,470	30.84	5,018,960	33.07
Gallatin, Tenn	735,460		§		881,595	32.60	1,127,460	20.25
Glasgow, Ky	3,935,620	16.17	3,866,057	26.57	5,720,629	28.59	7,075,703	17.54
Greensburg, Ky	1,937,055		1,531,207	25.79	1,587,705	29.31	1,443,705	21.23
Glencoe, Ky.	2,605,365	15.80	1,868,735	24.38	2,216,000	25.29	1,129,000	21.93
Greenville, Tenn	2,595,620	17.00	§		5,756,719	35.87	8,187,014	39.56
Georgetown, Ohio	1,805,935	15.25	1,498,025	20.69	2,850,510	28.98	2,579,095	18.75
Harrodsburg, Ky	4,882,140	17.53	5,283,460	27.17	4,923,995	34.54	2,798,850	40.25
Hodgensville, Ky.	902,000	16.45	1,965,655	25.20	2,752,010	25.33	1,921,760	19.09
Horse Cave, Ky.	6,200,000	15.61	4,848,966	29.75	7,725,137	27.80	5,646,777	19.06
Hardinsburg, Ky			33,510	26.96	91,015	25.28	2,735,975	44.02
Henderson, Ky					9,025	22.73	3,830	12.14
Huntington, W. Va.	7,518,205	16.50	‡ 6,500,000		8,965,405	37.28	9,673,205	32.56
Hurricane, W. Va.	540,600	16.10	1,525,405	26.04	1,066,025	34.01	1,068,170	33.89
Johnson City, Tenn.					1,480,050	32.20	1,488,000	44.11
Lebanon, Ky	2,333,385	16.00	2,305,750	26.58	2,338,520	28.49	2,611,885	35.25
Lexington, Ky	42,240,390	18.27	41,039,250	28.72	56,573,340	38.28	63,101,712	43.46
Louisville, Ky.	21,171,515		44,681,920	26.02	28,961,131	26 72	* 27,504,325	26.81
Livermore, Ky			2,430	25.20	5,210	13.80	1,560	13.72
Maysville, Ky	24,017,100	17.06	19,745,815	24.24	30,003,240	32.43	19,009,415	23.14
Mt. Sterling, Ky	8,706,380	17.11	7,532,335	26.58	8,585,510	34.06	6,469,505	25.69
Madison, Ind	6,950,890	15.44	5,742,790	24.69	7,476,115	24.85	5,908,540	25.02
Munfordville, Ky.							282,640	19.75
Owensboro, Ky	238,045		413,075	23.63	3,008,945	18.58	2,159,405	24.20
Owenton, Ky	2,064,185	16.95	985,835	22.41	1,062,955	27.52	†	
Paris, Ky	8,187,265	18.42	9,552,570	29.17	12,114,885	40.99	11,974,210	43 93
Pleasureville, Ky	1,200,815	16.79	1,774,140	26.11	2,575,040	30.20	2,152,800	28 50
Peebles, Ohio			258,315	19.90	572,035	20.11	506,650	18.27
Richmond, Ky	6,746,680	18.48	7,168,500	28.51	7,381,615	33.58	6,398,740	46.86
Ripley, Ohio	2,867,550		§		3,105,805	32.34	3,922,710	27.86
Russellville, Ky.			625	18.45			†	
Shelbyville, Ky	12,116,000	16.94	11,505,205	27.33	16,664,565	28.90	14,051,633	29.11
Springfield, Ky	5,146,130	16.53	4,770,920	25.88	6,154,825	28.96	4,087,765	36.49
Sanders, Ky.			932,090	22.18	2,120,600	25.64	1,816,825	22.15
Taylorsville, Ky	1,351,250	16 90	863,045	23.43	1,178,010	27.76	900.685	32.23
Vanceburg, Ky.	905,000	15.55	563,900	20.45	1,016,735	28.82	682,030	18.06
Vine, Grove, Ky.	671,000	14 80	763,820	25.08	1,291,665	23.64	620,880	19.77
Walton, Ky.	2,688,695	15.60	2,587,490		2,792,995	25.25	4,483,595	23.82
Weston, Mo.	1,543,840	15.51	§		1,170,305	24.52	2,140,340	39.30
West Union, Ohio	2,338,365	15.75	1,528,650	21.54	1,656,065	27.00	1,763.595	24.59
Williamstown, Ky.	2,122,860	16.48	1,193,330	21.96	1,449,360	29.50	1,536,240	21.42
Winchester, Ky.	4,693,730	17 74	2,027,920	25.29	2,851,995	32.23	1,448,740	41.07
Total.	265,429,825		252,381,587		329,638,370		303,022,142	

Sales for Dealers, 21,111,735 pounds.
Re-sales, 17,161,369 pounds.
The Cincinnati Market has had no sales the past two years.

* To May 10, 1920. All sold in Hogsheads.
† No Sales.
‡ Estimated.
§ No report

Paducah Market Report

PADUCAH, Ky., July 9.—The weather for the past week has been very favorable for the movement of loose tobacco and deliveries have been heavy, practically all factories receiving up to their capacity. Sales on the loose floors and street markets have kept up throughout the week; also deliveries to the Association prize houses have been heavy.

Prices have shown some weakness, especially on the low and common grades, while the better styles of leaf and lugs have shown some strength. Taking it all in all I would say the market was unchanged from last week except common grades were a shade higher. We estimate that something like 80 per cent of the crop has been sold, and no doubt sales and deliveries will continue heavy until the crop has moved and factories will run possibly 40 to 60 days later this season than usual.

The weather has been splendid on the growing crops with good general rains throughout the Western District, and crops of all kinds look well. The tobacco crop has been well worked out and is taking a nice start to grow. There seems to be a very good stand and with favorable weather conditions from now on we see no reason why we couldn't have a good crop, although the start was very bad. The planting, we would say, was about 80 per cent of an average crop. Farmers are making special effort to make good quality, instead of quantity, and if the crop is properly cultivated and goes to maturity without any setback, the yield should be heavy, and it is possible that the yield may come up to normal, but it is too early to forecast the quantity or quality, and can only confine ourselves to the acreage.

W. B. KENNEDY.

Paducah Leaf Market

PADUCAH, Ky., July 7.—Sixty thousand pounds of tobacco were sold on the floor market today. Leaf ranged from $6.50 to $22, and averaged 12 cents.

New Head for Warehouse

LANCASTER, Ky., July 12.—At a meeting of the directors of the Garrard Tobacco Warehouse Company, Tandy Quisenberry, of Louisville, was selected as manager of the house for the coming season, to succeed Ray McRay, of Carlisle, Ky., who resigned. John R. Scott, of Nicholasville, has been chosen as auctioneer.

To Boost Tobacco Sales

Mayfield, Ky., July 8.—Launching of a "buy-a-hogshead" campaign is the move being made of business men of Mayfield with a hope of stimulating the tobacco market. The movement is similar to the buy a bale of cotton in the South several years ago.

T. L. Stovall, originator of this idea, says he already can guarantee the sale of two thousand hogsheads in this county and to jobbing houses in the large cities who have customers here. It will require $600,000 to make the purchase.

Sales of Kentucky Tobacco

FRANKFORT, Ky., July 10.—Commissioner of Agriculture Hanna to-day issued the June tobacco report, which shows that in June 4,361,810 pounds of the 1919 crop were sold for $519,013.44, an average of $11.89 a 100 pounds. During the same month 193,150 pounds of the 1918 crop were sold for $22,416.12, or an average of $11.60 a hundred.

To Rebuild at Springfield.

The Springfield & Kentucky Tobacco Co., of Springfield, Tenn., has decided to build another factory to take the place of the one burned some time ago.

Petty Plant Expanding.

The W. L. Petty Co. is spending $20,000 on its plant, on Chair Avenue, Lexington, Ky. Much new machinery is being added to this re-drying plant.

Garrard Increases Capital.

The Garrard Tobacco Warehouse Co., of Lancaster, Ky., has increased its capital from $60,000 to $80,000.

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The Dollar in Foreign Exchange

In the fluctuations of rates during the last week the foreign exchange market had no new story to tell. For the most part the exchanges were steady, and the variations were due more to the day-to-day conditions across banking counters than to any marked change in the underlying economic situation.

Sterling closed slightly lower than the week previous, and French and Swiss francs and lire were a trifle easier. Belgian francs, on the other hand, were firmer.

The success of the Swiss loan of $25,000,000 indicated a revived interest in foreign government bonds. The Swiss Republic, however, had to pay 8 per cent to attract dollars, whereas in 1919 and 1915 it was able to get accommodations in this country at 6 per cent and less. In the open market on the curb the Swiss issue, which was offered at par, sold Saturday as high as 102. Moreover, the $50,000,000 Belgian bond a few weeks ago was quickly sold, and is now selling at a premium over its offering price.

If you calculated the cost of the dollar in terms of foreign money at current exchange values—that is, if you were buying a dollar with pounds, marks or francs—its value at the close of last week, as compared with a year ago, follows:

	July 10	Year ago
In English money	$1.17	$1.05
In French money	2.27	1.19
In Dutch money	1.17	1.03
In Swiss money	1.56	1.03
In Italian money	4.02	1.35
In Swedish money	1.24	1.03
In Spanish money	1.00	.98

(Quoted dollars to the pound.)

	July 10	July 3
Sterling, demand	3.94625	3.96
Sterling, cables	3.95.375	3.9675
Sterling, sixty days	3.90125	3.91375
Sterling, ninety days	3.87625	3.80

(Quoted units to the dollar)

Francs, checks	11.85	11.80
Francs, cables	11.83	11.78
Belgian francs, cks.	11.10	11.37
Belgian francs, cbls.	11.08	11.35
Lire, checks	16.57	16.42
Lire, cables	16.53	16.40
Swiss, francs, checks	5.50	5.54
Swiss francs, cables	5.56	5.52

(Quoted cents to the unit)

Guilders, checks	35.1875	35.25
Guilders, cables	35.3125	35.375
Austrian crowns, cks	.70	.70
Austrian crowns, cbls	.70	.72
Sweden, checks	22.10	22.00
Sweden, cables	22.20	22.10
Denmark, checks	16.50	16.55
Denmark, cables	16.60	16.90
Norway, checks	16.60	17.00
Pesetas, checks	16.15	16.25
Pesetas, cables	16.20	16.30
Greece, checks	12.65	12.55
Greece, cables	12.70	12.60
Manila, checks	50.00	50.25
Manila, cables	50.25	50.50
India, rupees, checks	36.75	36.75
India, rupees, cables	37.00	37.00
Japan, yen, checks	51.25	51.25
Japan, yen, cables	51.50	51.50
Argentina, checks	107.50	106.30
Argentina, cables	107.00	105.80
Brazil, Rio, checks	3.40	25.50
Brazil, Rio, cables	3.50	25.625
Marks, cables	2.63	2.65
Czecho-Slovakia cks	2.29	2.35

James H. Gray Rebuilding.

James H. Gray, of Petersburg, Va., has started rebuilding his tobacco plant which was burned some time ago, as reported in these columns.

Tobacco Prices Show Advance

PADUCAH, Ky., July 8.—Sales of tobacco here on the loose floor during the last week have shown a falling off, but buying in the country has been general. Deliveries to the warehouses from the barns have kept up fairly well. Prices for low and common grades have shown an advance both on leaf and lugs. Deliveries are being made to the warehouse of the Planters' Association and indications are that the association will control several million pounds of tobacco from the district. The tobacco is being received and prized and stored for future selling. More than 200,000 pounds have come in to the association warehouse this week.

TOBACCO STOCKS

	Bid	Asked
Am. Cigar com	129	131
Am. Cigar pf	80	86
Am. Mach. & Fdy	150	160
Amer. Snuff	105	109
Amer. Snuff, pf	77	87
Am. Sumatra	90	93
Am. Sumatra, pf	87	91
Am. Tobacco	224	226
Am. Tobacco B	212	230
Am. Tobacco pfd new	87	88
Conley Foil (new)	25	27
Consolidated Cigar	65	66
Consolidated Cigar pf	79	81
General Cigar	66	68
General Cigar pf	92	100
General Cigar deb	81	85
Geo. W. Helme com	160	167
Geo. W. Helme pf	89	95
Imperial Tobacco	9¼	10¼
Johnson Foil	100	115
J. S. Young	128	138
J. S. Young pf	85	95
Liggett & Myers	146	148
Liggett & Myers B	138¼	145
Liggett & Myers pf	98¾	102
Lorillard, P.	134½	139
Lorillard, P., pf	93	100
M'Andrews & Forbes	110	120
M'Andrews & Forbes pf	78	85
Porto Rico Am. Tob	120	126
R. J. Reynolds "A"	600	625
R. J. Reynolds "B"	460	480
R. J. Reynolds pf	98½	100
Tobacco Products	68½	69
Tobacco Products, pf	89	90
United Cigar Stores	130	175
United Cigar Stores, pf	100	108
United Drug	111	130
United Drug, 1 pf	45	48
United Retail Stores	77	77½
Weyman Bruton com	163	170
Weyman Bruton, pf	88	95

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"OUR LEADERS"
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Kentucky Tobacco Markets

LOUISVILLE, July 9—For the week, the Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to July 9.

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1 to Date
Turner	..	..	..	2,821
Kentucky	62	6	68	7,907
Main Street	16	..	16	5,222
Planters-Farmsers	46	3	49	6,311
Tenth Street	27	..	27	4,707
Louisville	47	..	47	5,835
	198	9	207	32,803
Year 1919			250	35,938
Year 1918			183	45,514
Year 1917			429	35,095

Classifications of This Week's Sales

	Old Crops	1919 Crop	Total
Burley	56	129	185
Dark	4	18	22
	60	147	207

Classifications of Sales Jan. 1 to Date.

	Old Crops	1919 Crop	Total
Burley	6,394	24,910	31,304
Dark	294	1,205	1,499
	6,688	26,115	32,803

Classification of Sales to Same Date in

	1919	1918	1917
Burley	31,900	41,992	31,798
Dark	4,038	3,522	3,297
	35,938	45,514	35,095

Comparisons With Previous Years

Sales—	1920	1919	1918
Total sales of new crop to date	29,356	37,638	48,771
Sales of new crop to date. Original inspection	24,180	32,502	44,440
Rejections—			
Rejections this week:			
Burley	58	...	...
Dark	2	...	...
Total	60	48	14
Percentage of rejections to auction sales:			
Burley	32	...	...
Dark	10	...	...
Total	30	33	10
Rejections, Jan 1 to date:			
Burley	8,012	...	...
Dark	345	...	...
Total	8,355	6,334	5,151
Receipts—			
Receipts this week	355	1,680	470
Receipts, Jan. 1 to date	24,833	33,098	40,498

HELM GLOVER, Secretary.

LOUISVILLE OFFICIAL QUOTATIONS.

JULY 9, 1920—1919 CROP.

	Burley—Dark Red.	Burley—Bright Red.	Burley—Colory.	Manuf'ing.
Trash, (green or mix.)	5 to 7	to 8	10 to 12	6 to 7
Trash, (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf, (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, *Secretary.*

Hogshead Leaf Trade

LOUISVILLE, Ky., July 8.—Conditions on the local tobacco market were practically unchanged yesterday from last week's. Quality of offerings was poor and prices were unimproved. Some redried tobacco is coming on the market, but holders seemingly are not disposed to sell at present prices.

Offerings totaled 112 hogsheads, including 61 new burley, 11 new dark, 37 old burley and 3 old dark. Original inspections were 90 and reviews 22.

Wednesday's sales follow:

The Planters-Farmers warehouse sold 22 hhds. of old burley at $8 to $17.25 and 1 hhd. of old dark at $17.75.

The Tenth-street warehouse sold 14 hhds. of new burley at $6 and $11 and 6 hhds. of new dark at $3 to $7.60.

The Louisville warehouse sold 32 hhds. of old burley at $4 to $16.

The Kentucky and People's warehouse sold 7 hhds. of old burley at $1.55 to $6.90; 27 hhds. of new burley at $5.20 to $18.75 and 5 hhds. of new dark at $6 to $12.50.

Vaughan Making Additions.

The G. E. Vaughan Tobacco Co., of Lexington, Ky., is spending several thousand dollars erecting an addition to its present plant.

New Warehouse at Lancaster, Ky.

The Planters' & Growers' Tobacco Warehouse Co., of Lancaster, Ky., is putting up a tobacco warehouse, costing in the neighborhood of $75,000.

A. W. Gaskins Adding to Plant.

A. W. Gaskins, who operates a good sized tobacco warehouse at Nashville, Georgia, is adding a large salesroom and stemming department on account of the rapidly increasing importance of this market.

FOREIGN TRADE NOTES.

Italy Denies Sale of Italian Tobacco Regie to American Capitalists.

BERNE, June 29.—The Stefani News Agency, the semi-official news bureau of Italy, says there is no truth in the report regarding a contemplated sale or surrender of the tobacco monopoly. A report had it the Italian government was negotiating for a 30 billion loan in the U. S. A., offering the tobacco monopoly as security to American lenders of money.

Denies French Tobacco Deal

PARIS, July 9.—The French minister of finance, today reiterated his denial of reports that the French government is negotiating with a syndicate composed of American bankers and others for the sale of the French tobacco monopoly.

Large Tobacco Crop Forecasted

WASHINGTON, July 9.—Forecasts of heavy harvests of the country's principal farm crops marked the July report of the Department of Agriculture today. The prospective yield in most instances is larger than the average production for the five years, 1914-18, while tobacco and rice production promises to be the largest on record, tobacco with 112,000,000 pounds more than the previous largest crop, and rice with 11,000,000 bushels more than ever produced.

Compared with last year's output, this year's winter wheat, rye, corn, sweet potato, peach and hay crops give indications of being smaller. Larger crops than last year are forecast for spring wheat, oats, barley, white potatoes, tobacco, flax, rice and apples.

The production of tobacco is estimated in the forecasts at 1,501,000,000 pounds. The tobacco acreage is placed at 1,859,700. The condition of the tobacco crop, on July 1, is given as 84.3 per cent normal.

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Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

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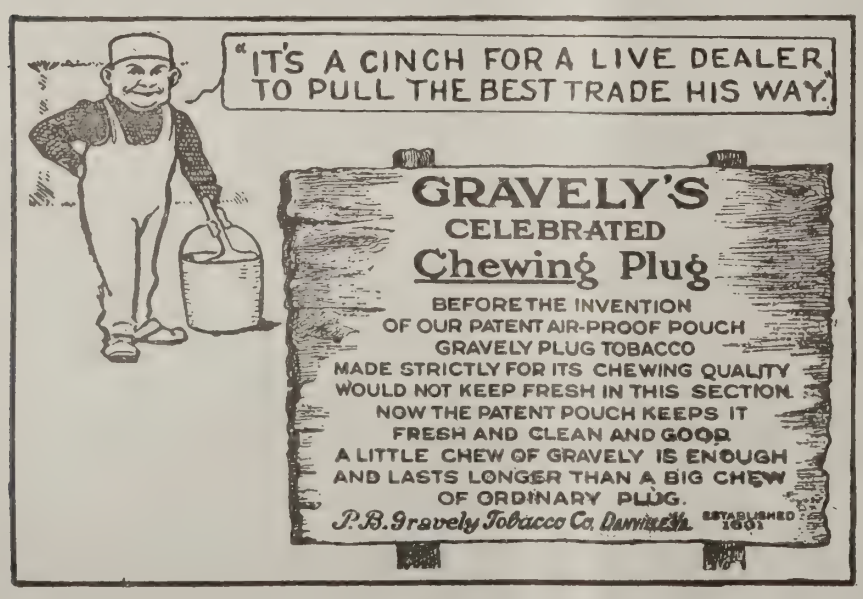

Sweden Took Mostly American Tobacco in 1919

America May Not Be Able to Retain the Full Advantage—Circumstances Very Favorable Last Year—Other Tobaccos Were Not Available—South Russian Tobacco Lowered Cigarette Prices—Swedish Regie's Transactions.

STOCKHOLM, June 30.—Sweden imported almost all her tobacco from America during the last year, according to the annual report of the Swedish Tobacco Monopoly, made public just now. Whether America will be able to retain this business advantage wholly, is rather doubtful. For last year circumstances were very favorable to American tobacco interests, says the report. For instance raw tobacco in Russia and in the Orient was out of reach for Sweden. Dutch tobacco from Sumatra and Java was unavailable, on account of transportation difficulties, and prices that were high in consequence thereof. Greece became a liberal source of supply, but the Greek tobacco was very poor. Towards the end of the year the Swedish monopoly came into contact with the South-Russian tobacco market and obtained quite a lot of cigarette tobacco at comparatively low figures. This brought down the price of cigarettes in Sweden.

While the turn-over of the State monopoly increased more than 50 per cent in one year, the profit remained almost stationary, which, perhaps was not accidental but the result of price regulation. The monopoly sold goods to the amount of 157,700,000 Swedish crowns in 1919, compared with 104,100,000 crowns in 1918. This increase in partly due to increased prices. The net profit in 1919 amounted to 11,200,000 crowns, against 11,100,000 crowns in 1918.

The imports of manufactured tobacco goods by the monopoly amounted to 7,020,000 crowns in 1919, while Sweden total manufactured imports amounted to 32,300,000 crowns. The total of the goods manufactured by the monopoly and all the imports totalled 197,170,000 crowns for 1919, which is considerably more than for the previous year. The increase was due to a desire to restock the bare storehouses and shelves in tobacco shops, emptied by lack of transportation facilities, in consequence and subsequence of the war.

HICKORY PLUG.

A Method of Preparing Chewing Tobacco Not Generally Known.

C. Spencer Kenney, writing from Easton, Pa., to the *Sun and New York Herald*, says:

"Conversing recently with a farmer from West Virginia he told me of a method of making chewing tobacco that was a new one to me. It may also be a new one to your readers.

"After the tobacco was cured the stems were carefully taken out of the leaves, the leaves torn in small pieces and these were packed into two-inch auger holes that had been bored in a hickory tree, after which two teaspoonfuls of sugar were put with the tobacco after the tobacco had been rammed down tight and then a plug was driven into each one of these holes.

"This tobacco was allowed to remain for five or six months, after which the tree was cut down, the tobacco removed and packed in boxes ready for domestic consumption. Twenty-five to thirty pounds could be placed in a tree. This treatment gave the tobacco a very fine sweet flavor such as no other tobacco possessed. Perhaps a maple tree might have been better than a hickory, but he said that they had plenty of hickory trees on the place and consequently these were used."

Receipts Not So Large at Fulton

FULTON, Ky., July 9.—There has been considerable falling off in today's tobacco receipts, owing to the fact that farmers can now work in the fields and they are utilizing their time in this way. Receipts for the day will reach about 50,000 pounds. Tobacco is getting too dry to handle and not much more is expected until it rains. Only a few loads have gone through the chute. The price remains unchanged.

Cigarette Demands Growing

The increasing local demand for cigarettes in southern India has encouraged the opening of a number of factories for the manufacture of cigarettes for this trade, as well as for exporting, says American Consul L. G. Dawson, Madras.

In view of the growing labor difficulties, the opportunities for the sale of automatic machinery for use in the making of both cigars and cigarettes will undoubtedly increase.

Tobacco Receipts at Clarksville

CLARKSVILLE, Tenn., July 9.—Receipts of tobacco the past week have decreased so that loose floors will hereafter have sales only on Tuesdays and Thursdays. Sales today from wagons on the street amounted to about 35,000 pounds. Price for leaf, $18 to $30; lugs almost given away, as stock is so heavy buyers do not want lugs at any price. Condition of all receipts today were splendid. The dry weather has relieved it of all extra moisture. The market is expected to open next week with large sales at all houses. Loose floors are well stocked.

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Fired and Burley Leaf
Wrappers, Spinners, Fillers
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Cutting Leaf

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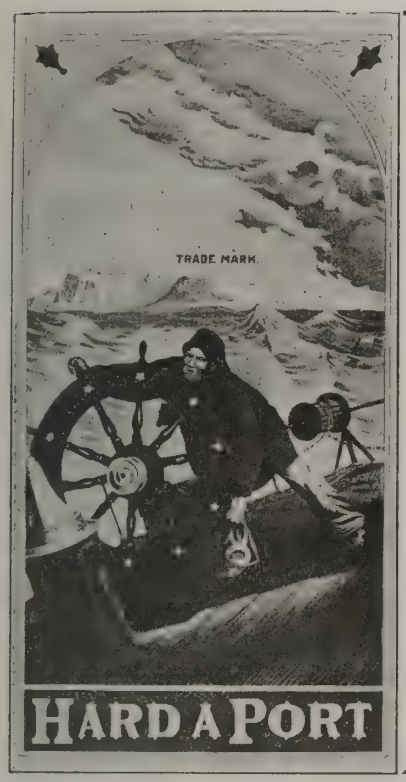
Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.



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Established 1818 Incorporated 1914

Manufacturers of

PLUG, TWIST,
CUT PLUG,
BIRD'S EYE

FOR

EXPORT

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CIGARETTES FOR EXPORT

A large variety of brands
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Tobacco Inspection and Warehouse Men

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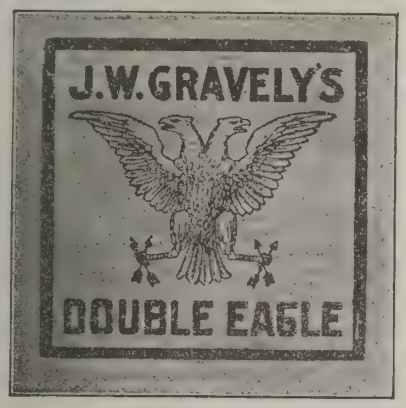

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We respectfully request your Inquiries and Orders.

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(Patented in U. S. A.)

Straw & Cork Tips, Cork Bobbins

A. B. FISCHL, Manufacturer

DRESDEN 16, GERMANY

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Tobacco Planter Enters Parliament.

Mayor Fischer of Meissenheim, leader of the tobacco planters of Baden, has been elected a member of the German Reichstag. He was on the list of the German National Party, of the extreme right.

According to latest Mannheim reports, there is no activity at all in the tobacco trade. Manufacturers of cigars to keep their hands employed, are filling their storerooms. Storage houses are filled to the roof with tobacco leaves.

Frost somewhat injured tobacco plants lately. There is a brisk demand for shoots in Baden, 100 to 150 marks being offered for a thousand.

Patents Recently Granted

The following patents of interest recently were issued from United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trade-mark attorney, Continental Trust Building, Washington, D. C., at the rate of 20c each. State number of patent and name of inventor when ordering.

1,345,356. Receptacle for cigar or cigarette holders. Alfred Dunhill, London, England.

1,345,677. Splitting attachment for cigars. Walter M. Jackson, New York, N. Y.

1,345,736. Cigar-drill. Robert R. Bailey, Chicago, Ill.

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

OFFICERS AND EXECUTIVE COMMITTEE.

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Edward Wise, New York, chairman executive committee.
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Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

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H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Independent Tobacco Manufacturers' Association

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W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

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Poquonock,
South Windsor,
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Growers of Shadegrown
and Packers of Leaf Tobacco
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N. Y. Office,
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Warehouse,
12-24 Mechanic
Street

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Warehouses: Hartford, Conn.; Portland, Conn.
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
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Fassler & Silberman
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Growers of Shade—Primed Connecticut—Packers of
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PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
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M. J. GANS PACKER AND DEALER IN
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GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

The Growing Tobacco Doing Well in Connecticut

Plants on Low Lands, Too, Getting Start—Dark Green Color Indicates Healthy Condition—Expect as Early Harvest as Usual—Packers Sampling 1919 Crop, Which Is in Strong Demand—Warehouses Being Relieved by Shipments—Planning Farmers' Week.

HARTFORD, July 12.—The warm pleasant weather of the past week gave the growing crop an extraordinary start, and the earliest set tobacco is fully up to, if not ahead of crops of former years at this date.

However, on low lands the tobacco is later than ordinarily on account of the continuous rains during the setting period, and now that the ground is getting dried out the plants are beginning to get a start.

This wet land however, is but a small percentage of the entire acreage of the valley.

The crop is of a remarkably dark green color, indicating healthy plants, and with the amount of moisture in the soil helps to make a rapid growth, and indications now are that the crop will be ready for harvest as early as in former years, unless it be the reset tobacco on wet lands. Growers are on the hustle cultivating and hoeing and many pieces of tobacco are already ten or twelve inches high. The plants are stocky, which is an evidence of not topping out low.

Packers are sampling the 1919 crop as fast as it is ready, and find that most of it has come through the cases in good condition. The demand is strong, and manufacturers are securing their stock while it is available.

Shipments are being made and warehouses are becoming relieved as they were overcrowded during the period when freight embargoes were on, at which time tobacco had to be shipped either by truck or by express to keep the factories running.

The Connecticut Agricultural College, at Storrs, Conn., is planning Farmers' week, August 3-6, 1920.

Some of the large growers have rented out a part of their tobacco land, on account of the labor problems.

While there is a fair supply of labor, the big price that is demanded, and is being paid, worries the growers.

Warehouse operations are now concluded for the season, and the packers declare that they have had a good season of it, although forced to pay big prices for the crop, and on top of that big wages to put the crop through the various processes.

Owing to the heavy wind and rain last week, the American Sumatra Tobacco Co., has had to reset considerable tobacco and recover about 50 acres of cloth which was torn by the winds.

Late Start at Windsor, Conn.

The tobacco crop made a late start around Windsor, Conn., writes A. B. Stewart, who estimates about 90% of last year's acreage. Young plants have generally made good growth, although some presence of worms.

Massachusetts Tobacco Growers Organize

Franklin County, Mass., now has a tobacco growers' association known as the Franklin County Tobacco Growers, Inc., with the following well known growers as directors: W. L. Hubbard, F. C. Kidder, F. L. Whitmore, A. M. Darling of Sunderland, H. A. Wells of Deerfield, William Strippe and R. C. Howes of Whately. They have elected the following officers: President, W. L. Hubbard; vice-president, R. C. Howes; secretary, F. C. Kidder, and treasurer, James Campbell of South Deerfield.

The association has been incorporated and is ready to do business, sign up contracts and receive members. The plan is to sort and grade the tobacco co-operatively so that every man will get just what his crop is worth. This will result in larger prices to those who grow good tobacco and will tend to improve the quality and reputation of the whole crop in that section. When the growers get a real profit from more carefully growing and handling the crop, they are sure to take more pains with it.

This organization makes certain that the local packing houses will be used, and that work will be provided for local labor during the winter, leaving all the money derived from the crop in the locality where it was grown, and it is worthy of support for this reason, even if no higher prices are obtained than would be paid by outside buyers. The results of the Hadley Association last year and the recent good showing of the overhead selling organization, together with the confidence that the strong board of directors must inspire in all tobacco growers of that section, should make all the growers willing and anxious to join the association, sign up their crops, put their shoulders to the wheel and help make the movement a success and build up a sure market for their crop, based upon its quality and at a price which will insure a profit.

Cigar Leaf in Steuben County

A considerable acreage of cigar leaf tobacco is grown in Steuben Co., N. Y. A correspondent at Campbell writes that transplanting has not been entirely completed up to the fourth week in June, and the condition is not wholly satisfactory, probably 20% acreage less than last year, some of the plants two weeks late in the setting, yet now appearing promising in the field.

Many cigar manufacturers during the past three years have given considerable attention and tried with satisfactory results tobacco grown in New York State.

USE RAFFIA
SAVE TIME
AND
MONEY
Prices on Request
THOMAS B. MEEHAN CO.
Direct Importers of Raffia
Dresher, Pa.

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CONNECTICUT
GEORGIA and
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GROWN ON OUR OWN PLANTATIONS

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Most Exacting Requirements of the
Cigar Manufacturing Industry

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The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

Established 1867 Original Factory No. 1

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Manufacturers of

La Flor
de
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14th Ave. & 17th St.,
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Harlem Branch—179-185 East 116th Street, New York.
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Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
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No 15 CORK TIP
FIFTH AVENUE
EGYPTIAN CIGARETTES
I. B. K. NEW YORK.

FIFTH AVENUE
A Union Made Cigarette of Quality.
Mouthpiece Plain or Cork.
EST. of I. B. KRINSKY
135 Grand Street
NEW YORK
Samples Submitted to Jobbers.

The Federal Special Tax Levies Payable in July

Variety of Things Covered, from Capital Stock to Filled Cheese —Narcotics, Brokers, Theaters, Tobacco, Cigars and Cigarettes Designated—Liquor, Taxicabs, Pleasure Boats, Oleomargarine, Etc., Included in List Given Out by the Collector—Severe Penalties Provided.

Special Government taxes of many sorts, totaling about $150,000,000, are due this month at the offices of the Internal Revenue Department, according to an announcement by Collector William H. Edwards.

The Collector gives the following list of taxes due and payable during the month of July:

Capital Stock Tax: Return of domestic and foreign corporations covering the taxable period July 1, 1920, to June 30, 1921. Forms 707, Domestic, and Forms 708, Foreign, will be in the hands of taxpayers who have heretofore filed returns in this office, on or before July 1, 1920. However, in case they are not received it will be necessary for the taxpayer to make application at the Custom House for such forms.

Section 1,000 of the Revenue Act of 1918 requires that returns be filed by every domestic corporation as well as all foreign corporations engaged in business in the United States. The tax at the rate of $1 for each full $1,000 of the fair average value in excess of $5,000 of the capital stock of domestic corporations, and $1 for each full $1,000 of the average amount of capital employed by a foreign corporation in the transaction of its business in the United States for the preceding year.

Harrison Narcotic Law: A return Form 678 and an inventory Form 713 of all narcotics on hand July 1 must accompany such return and must be filed by all who handle narcotics in any form whatsoever. Form 713 must accompany all applications for registrations in Classes 3, 4 and 5. Those registered in Classes 1 and 2 who have filed their monthly inventory regularly need not file any inventory on Form 713.

Taxes on Brokers

Special Taxes: Brokers or persons whose business it is to negotiate purchases or sales of stocks, bonds, bullion, coined money, bank notes, other securities, produce or merchandise for others shall be regarded as a broker. Special tax as broker is payable in advance for a period of twelve months at the rate of $50 a year. If the broker is a member of an exchange, board of trade or similar organization in which the value of the membership holding on June 30 was worth $2,000 and not more than $5,000, such broker is liable, in addition to the special tax aforementioned, the sum of $100; if such membership holding a value of more than $5,000, the secondary tax is in the amount of $150.

Pawnbrokers must pay $100 per year.

Shipbrokers are subject to a special tax on $50 per year. They are those who negotiate freight for the owners of vessels or for the shippers or consignors or consignees of freight carried by vessels.

Custom house brokers are subject to a special tax of $50. They are those who handle custom house papers in relation to importation or exportation of goods.

Theatres, museums, concert halls, are taxed in accordance with the seating capacity. An establishment containing not more than 250 seats must pay $50; seating capacity not exceeding 500 seats, $100; seating capacity not exceeding 800, $150; every establishment with more than 800 seats, $200.

Proprietors of circuses are taxable at the rate of $100. Public exhibitions, museums, curio halls, are taxed $15 a year, which includes all common shows.

Pool tables, billiard tables or bowling alleys, excepting in private residences, $10 per year for each table or alley.

Shooting galleries, $20.

Proprietors of riding academies are subject to a tax of $100 per year.

Passenger Autos Taxable

Every person carrying on the business of operating or running passenger automobiles for hire is subject to the special tax of $10 per year on each such automobile having a seating capacity of not more than seven; those having greater seating capacity, $20.

Wholesale liquor dealers who have qualified as such under the National Prohibition act, engaged in the sale of distilled spirits and wines for non-beverage purposes, are subject to a special tax of $100.

Retail liquor dealers confined strictly to dispensing pharmacists, who can sell distilled spirits and wines only on prescriptions authorized under the National Prohibition act, are subject to a tax of $25.

Pleasure boats are subject to special tax at the following rates: Less than 5 tons net, $10; in excess of 5 tons net, but not more than 50 feet in length over all, $1 per foot; in excess of 5 tons net, and not over 100 feet in length over all, $2 per foot; all boats in excess of 100 feet and over 5 tons are subject to special tax at the rate of $4 per foot.

Manufacturers of tobacco: Manufacturers of tobacco selling not in excess of 50,000 pounds per year are taxed at the rate of $6. Sales exceeding 50,000 pounds, not to exceed 100,000 pounds, are taxed at the rate of $12 a year. Selling in excess of $100,000 pounds, but not in excess of 100,000 pounds, $24. Selling in excess of 200,000 pounds are subject to a tax of $24, and at the rate of $1.16 per thousand pounds or fraction thereof in respect to the excess over 200,000 pounds.

Manufacturers of cigars are also subject to tax according to the class within which they come according to the amount of sales made during the year. Manufacturers of cigarettes, which includes small cigars not weighing more than three pounds per thousand, are subject to special tax at the rate of $.06 for every 10,000 cigarettes.

Manufacturers and dealers in oleomargarine and adulterated butter are subject to special tax at the following rates: Oleomargarine manufacturers, $600; wholesale dealers in uncolored oleomargarine, $200 per year; retail dealers in uncolored oleomargarine, $6 per year; adulterated butter manufacturers, $600 per year; wholesale dealers in adulterated butter, $480 per year; retail dealers in adulterated butter, $48 per year; manufacturers of renovated butter, $50 per year.

Filled Cheese: Filled cheese manufacturers, $400; wholesale dealers, $250; retail dealers, $12. Persons engaged in

(*Continued on Page 25*)

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

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MENDELSOHN & LEVISON

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Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

A General Review of Havana Tobacco Market

Conditions now prevailing in the tobacco market are extremely unsettled, as the majority of the transactions that are being carried out are subject to the most unreasonable exigency on the part of the tobacco growers in every section of the country. One never knows when something new is going to spring up, whereby the price of the tobacco that you are figuring on buying goes up a few points.

This is, of course, the consequence of the unprecedented prosperity that has overtaken this country during the last few years, and that at the present time is reaching its point of climax, as it is utterly impossible for such a state of affairs to become eternal, as the circumstances are bound to change at an early date, and then everything will come back to its normal condition.

The people of Cuba do not seem to realize the real meaning of our present situation, and if we did we would not let ourselves do as we choose, even in business matters, regardless of all the adverse circumstances in which we may have been placed by the new state of affairs created all over the world by the last war.

Many people have gotten the notion that today you can demand whatever you want for your work, your product, or your services, and that you get it without any trouble, because everybody is making money and little or no attention is paid to the extra cost of any accommodation of whatever nature it may be. This, to a certain extent, is true; but it should be borne in mind that this very notion of ours is creating some spirit of antagonism toward our products, and that the time will come when our competitors will combine against us with the sole purpose of destroying one of our best industries.

The cigar factories are all doing a splendid business for this time of the season; they are working full force and shipping all they can get ready for the export trade, and whatever they have over they can very easily use for the local trade, and more.

The situation is not at all well defined as to the men working in the various factories, as it is a well known fact that the strike in the Tampa factories is still on and that the men that were employed at that place and have come to Havana with the intention of securing some good jobs, have been partly disappointed, as those jobs are not in sight for the Tampa workingmen. The Havana manufacturers have overcome the first impression of terror inspired by the proposed changes in the budget of Great Britain, in regard to the 50 per cent ad-valorem clause on cigars imported, and are manufacturing almost as many cigars as they were before this tariff impost was decided upon by Great Britain. Even at the new prices determined by the increase of custom duties, our cigars will be sold in England right along, not in as large quantities as before but in a profitable proportion, and even if we fail to sell Great Britain any of our cigars, our industry is not in danger of disappearing on that account, on the contrary, we are going forward every day, manufacturing and shipping more cigars.

The imported tobacco interest of Great Britain has already taken a hand in the solving of the problem offered by the action taken by the Chancellor of the Exchequor, and has appointed sevtral committees to try and secure a revision of the proposed increase of the custom duties, and it is expected that something will be done in order to adjust the difference in a nice and friendly manner, between the tobacco interests and the government officials.

As to the leaf tobacco business it is considered as one of the most profitable businesses in the country at the present time, the way this line of our national industry is being worked.

There is a great demand for our leaf tobacco all over the world, and our leaf growers are doing their best to see that a large proportion of their land is thoroughly cultivated with tobacco, provided the prices at which it is sold are good prices, and will give a reasonable margin of profit to the leaf dealers as well as to the planters.

Prices in the country have gone up in an enormous proportion, and they are still holding good, and we do not think that we are making a mistake when we make the statement that these prices are going to be firm until the demand ceases to be so pressing on the tobacco growers by the leaf dealers, and the leaf dealers are buying at such prices because they have customers who are willing, and if not willing, compelled to buy the tobacco at whatever price it is offered to them.

Notwithstanding the high prices asked for the tobacco in the country, it is being sold in large lots and in a hurry.

A tobacco merchant said that in Vuelta Abajo the crop is very much like the stock of a pharmacy, because it has an assortment of "leaves with several colors" attached, in large quantities. "Some of the tobacco grown lately," stated our friend, "has peculiar colors, as they are yellow, green, black and quite a large quantity of it has the color of the 'old rats.' This year," our friend finally stated, "the spotted tobaccos are more abundant than in any previous year, according to my information."

Senor Bernardo Mazón, the well-known tobacco grower of Consolation del Sur, has definitely retired from the active management of his tobacco interest, selling what he had there on account of old age not feeling strong enough to continue the hard work which he has pursued for many years.

We have received this information direct from our old and esteemed friend in a recent letter full of kind words, which we highly appreciate, hoping that he will find in the glorious peace of his home, amidst his beloved family, the happiness to which he is so justly entitled.

There are many complaints being made by numerous people as to the large quantity of leaf tobacco that has been seen in Vuelta Abajo, by some intelligent people, that is really deplorable, as the leaves show very little care has been taken in its cultivation.

We really believe that this state of affairs should be looked into by some responsible parties, and some action taken in order to call the attention of all neglectful growers as to their error.

In conversation a short time ago with a leaf tobacco buyer, we were informed that he had seen and examined about ten thousand tobacco cujes for which he had been asked a price of $22 per quintal, taking the whole lot, and that he had refused to consider the said quotation because he considered it extravagant to say the least, according to his estimation, even paying $6 per quintal for the whole lot, the transaction could be considered as a bad deal, for even at that price, here was no reasonable profit in the purchasing of this tobacco according to his estimation.

Information received from Vuelta

Cable "Quinto" P. O. Box 502

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Arriba has it that the tobacco growers of that section are intending to raise the price of their tobaccos once more to such extent that if accepted the buyers paying the prices demanded will be compelled to sell their tobacco this year at prices never before heard of.

James F. Johnston, leaf dealer, of Tampa, formerly a resident of Havana, returned to his home after making some very nice purchases of leaf tobacco for his customers.

A statement issued by a leaf buyer who has just returned from an extended trip through the western provinces of Cuba, shows how the sale of tobacco and the secojidas are being carried out in Vuelta Abajo at present:

"A well known veguero has bought some tobacco from several different vegas of that district which he afterward selected (put into the escojidas) together with some tobacco gathered from his own vegas. Some of this tobacco was paid for at the rate of $30 a quintal; others were paid for at the rate of $26, and the total bulk of the tobacco was afterward sold by this lucky veguero at the rate of $40 for the 'colas' per quintal, to say nothing of the better grades."

This unsettled condition is what is going to harm our tobacco industry in the future, as buyers are losing confidence in the methods of doing business. —*Times of Cuba.*

To Speed Trade to Cuba

WASHINGTON, July 9.—Appointment of a committee of trade experts representing the State and Commerce Departments, the Shipping Board and private transportation lines to co-operate with the Cuban Government in expediting shipping in Havana Harbor was decided on to-day at a conference among Government officials and representatives of trade and shipping interests.

The committee will endeavor to secure improved wharfage, docking and warehouse facilities, the present inadequacy of which has caused an acute congestion of shipping at Havana, and also modification of the customs regulations to expedite the entry of merchandise.

June a Big Month in Key West

KEY WEST, July 10.—Key West cigar factories turned out nearly eight million cigars during the month of June, according to the records in the office of Deputy Stamps Revenue Collector Charles H. J. Roberts of the custom house here.

The total amount of cash received for sale of stamps during June was $71,535.40. Of this amount $1,584 came from the sale of documentary stamps and stamps of proprietary medicines.

The exact number of cigars made in the local factories during June was 7,770,120. Over 5,000,000 of these were of the class or grade that retails for not over fifteen cents, and over 1,000,000 of the class that sells at retail for twenty cents.

For convenience and facility in assessing revenue the government grades the cigars into five classes as follows:

Class A, retail price not over 5c.
Class B, retail price not over 8c.
Class C, retail price not over 15c.
Class D, retail price not over 20c.
Class E, retail price from 20c. up

The number of each grade manufactured during June was as follows:

Class A	164,750
Class B	930,975
Class C	5,483,000
Class D	1,170,545
Class E	20,850
Total.....	7,770,850

The factories are starting off fine for the month of July. During the first four business days of the present month, $12,000 worth of stamps were sold, representing about 1,500,000 cigars manufactured. If this rate is maintained throughout the month July will show record breaking results.

Turn to Canada for More Tobacco

OTTAWA, July 6.—That British tobacco importers, including some of the largest cigarette and cigar makers in the world, are keenly interested in Canadian tobacco growing is the gist of a report made by F. Charlan, chief of the tobacco division of the Federal Department of Agriculture.

Now that normal conditions are coming back in Great Britain, the tobacco firms there are taking a very keen interest in what is known as Canadian burley. While, however, they are ready to buy this product in large quantities, they insist that it be not "crop-run," but graded and packed in a manner acceptable to the British trade and with as little moisture as possible, the maximum being less than 14 per cent. Interest is also shown in what is known as flue-cured tobacco of the Virginia bright type. The present demand in England is so large that dealers are becoming anxious and look to Canada to take advantage of her opportunity.

Rhodesia and Nyassaland are endeavoring to ship more of this kind of leaf, but there is still an acute shortage. Mr. Charlan says that there is no doubt that Canadian flue-cured tobacco could equally find a market, in view of the short supply from South Africa, prohibitive prices being asked from Virginia and Carolina.

The type of Canadian leaf which has thus far met with most favor in the cigar field is from Quebec, shipped to England, stripped and booked and properly dried. It is pointed out, however, that there is no room in England for cigar tobacco of nondescript type, such as the small Canadian tobaccos. Practically all brokers handling Canadian cigar leaf complain that the supply is not nearly equal to the demand.

W. H. Stansfield Dies

William H. Stansfield, retired knit goods manufacturer, and one of the founders of the United Cigar Stores Company, died Sunday in the Knickerbocker Hospital, New York. Mr. Stansfield, who lived at 501 West 121st Street, was stricken with apoplexy while taking a walk Saturday afternoon, and he was removed to the hospital.

He was born in Yorkshire, England, in 1850. At the age of six he came to this country with his parents, and settled in Camden, N. Y., where he was educated, and where he later entered the dry goods business.

Many years later, Mr. Stansfield organized the Frisbie & Stansfield Knitting Mills Company, and established knitting mills in Camden, Utica and Syracuse, N. Y. Later with Charles A. Whelan and others he organized the United Cigar Stores Company. He retired from business six years ago.

He is survived by his wife, two sons and a daughter.

Tobacco Products Corporation

Although it has been comparatively inactive for a long time, there are many who say Tobacco Products Corporation has been under accumulation during the past several weks in anticipation of announcement of an increase in prices of its products. In the past this stock has been a summer performer, touching 115 on June 30, 1919. The 1920 high was 95½ on January 3 and the low 60¾ on May 20; in some quarters it is predicted that the high of this year will look low on the next upswing.

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GROWER, PACKER AND DEALER IN
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Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
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Cable—"GARLIDO" Code—WESTERN UNION
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FOYO & RODRIGUEZ
LEAF DEALERS
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Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
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New York Correspondent

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Business Quieting Down a Bit in San Francisco

Many Away On Vacations—Tuxedo Prices Down and Up—Alhambra Perfectos Cut to Five Cents—La Teresas, and In-B-Tweens Are Making Good Showings—Goods Shipped Last March Arriving

San Francisco, July 6.—Outside the stimulating effect of the great convention business is somewhat in the doldrums. So many people are away on vacation that it materially affects the local sales of all lines of tobacco. This affects the retailer more than the wholesaler, however, as the latter supplies the country trade and thus follows the smoker into the mountains and to the seaside resorts.

Speaking of vacations it is probable that there is not a concern in town with a half dozen employes that is not working short handed at present on account of someone being on a vacation. An enumeration of those who are away at this time would consume the greater portion of this letter and would be about as interesting as the catalog of ships in Homer's Illiad.

A remarkable feature of the week has been the reduction in price of the Tuxedo tobacco, which has been retailing at 12 cents, to its former price of 10 cents. As has been stated before in these letters the public would not stand for the increase. But at the same time the reduction was announced the 16 cent size was advanced to 17 cents. Just what that means is a question, but according to one report it means that an effort is to be made to get rid of the smaller packages and that later a 15 cent size will be out and that price maintained for some time. If the manufacturer can establish a 15 cent price on a reasonable amount of tobacco and then maintain it for six months or more it will prove a satisfactory thing to the consumer, as the frequent changes, almost always upward, have gotten on the smokers' nerves.

Ike Falkenstein has moved his store from 135 Montgomery street to 29 Second street, in front of the Hink cafe. Mr. Falkenstein had to move away from Montgomery street on account of the building in which he was located being torn down, but his new location is an excellent one and he will carry practically all his old customers with him.

The Alhambra perfectos have been cut to 5 cents by the United Cigar Stores company. This cut, together with the reported future change in Tuxedo prices, has caused many smokers to wonder if an attempt is being made to get away from the old penny proposition. Such a move would certainly be popular in this city.

Fire started in the roof of the building at 409-417 Jackson street recently and resulted in a large amount of damage to the building and its contents. The structure was occupied by the Petri Italian-American Tobacco Cigar Co., and was filled with loose tobacco and manufactured cigars. The cigar company's loss is reported in excess of $50,000.

T. W. Harris, president of the American Tobacco Co., of the Pacific Coast, is due in San Francisco from his Oriental trip on the steamer Ecuador which is scheduled to arrive here July 12.

Dean Lyons, manager of Haas Bros.' cigar department, reports that he finds La Teresas and In-B-Tweens showing a very substantial increase. Deliveries are improving materially and goods shipped last March are now coming in.

The H. Bercovich Cigar Co. has not yet managed to get workmen to finish the installation of the company's new store fixtures in the Monadnock building, although it was expected that the store would be in running condition before the Democratic convention was called to order. The stand in the building did a flourishing trade, but the failure to get the store open on Market means a considerable loss.

—❖—

SHIPMENTS FROM PORTO RICO.

Per S. S. Coamo. Arrived June 15. In Transit.

To Perth Amboy, N. J., Porto Rico-American Tob. Co., tobacco fillers, 25 bbls. To Hamburger Bros., stripped, 10 cs. cigars; Hamburger Bros. 140 bbls.

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Cigar Importers and Jobbers

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IMPORTED BRANDS
Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA
Lucius—Old King Cole—R & T

MILD HAVANA
Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

Tobacco Crop to Be Surveyed

Connecticut tobacco growers are keenly interested in the announcement that this year's crop is to be carefully surveyed in an endeavor to detect sources of trouble. It is expected as a result of the botanical and chemical tests to be made, an even more effective fight will be possible against enemies of the tobacco plant.

The survey, it is said, will cover the entire state of Connecticut, and during the summer experts will seek to ascertain the kinds and extent of the trouble the grower has to contend with in raising tobacco.

H. B. Southwick, agent of the Hartford County Farm Bureau, will have charge of the force of field workers, who will visit all towns where the crop is grown and there will examine fields where there are any signs of trouble and take samples of plants and of the soil where deemed necessary.

The chemical and botanical work connected with the survey will be done at the agricultural station at New Haven and in all other ways possible the State Department of Agriculture will co-operate in the survey.

The extension department of the Connecticut Agricultural College at Storrs will likewise co-operate in the survey, but the major part of the work will be conducted under the direction of the Hartford County Farm Bureau.

Federal Special Tax Levies

(*Concluded from page* 20)

the manufacture of mixed flour are subject to a special tax of $12.

The Second District of New York comprises the entire Island of Manhattan, and if the principal office of the company making any of the above mentioned returns is located in this district, report should be filed with the Collector of Internal Revenue, Custom House, New York. The name and address should be plainly printed or typewritten and every application should be executed in full, so as to avoid confusion and error.

Where special taxes are mailed, post office money orders and certified checks should be securely attached to the return so as to avoid their separation upon the opening of the mail.

The above mentioned special tax returns must be filed during the month of July. Heavy penalties are assessed for failure to do so. Absence from the city and sickness are the only two legal excuses. Collector Edwards asks that cash should not be sent through the mail.

Tampa Cigar Factories Re-Open

(*Concluded from page* 8)

sire, who create any trouble, or adopt picketing tactics are properly punished. We are striking for our rights, and we will not countenance any interference with the rights of others."

Attempts to clear up the source of the shooting at the meeting of the Torcedores Society Tuesday night were to no avail. According to men who say they were eye witnesses, the trouble started in a scrap between a couple of members of the crowd that had gathered outside to learn the decision of the Torcedores on the manufacturers' offer of work. These persons say that one of the men stationed at the entrance to the room fired several shots in the air to frighten the crowd and clear them away and that this was followed by the firing of several other shots, supposedly for furthering the retirement by a man in the window upstairs where the Torcedores were meeting.

That no one was hurt, among the several hundred gathered about the entrance and on the streets, seems to confirm the idea that the shots were fired into the air—whoever did the firing.

The Torcedores in a manifesto state that they fear it was an attempt against some of their members by scouts of the unions. This is denied by members of the Joint Advisory Board, who state they understood in advance that the vote of the meeting would be in a favor of rejecting the manufacturers' offer and terms—and that even "if we were inclined to violence, which is furthest from our minds, we would not have endangered the apparent victory and offered affront to the friendly and cooperative spirit of the Torcedores."

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FERNANDEZ Y PALICIO
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PHILADELPHIA, PA.
Makers of famous "Bold" Cigars

Big Stocks Awaiting Shipment in Philadelphia

Factories Piled Up with Unprecedented Number of Cigars—Trouble Ahead for Reckless Small Manufacturers Who Have Been "Getting Theirs"—Smokers Beginning to Demand Quality—Labor Conditions Steadily Improving—Per Capita Production Still Below Par—Roig & Langsdorf Raise Cigar Prices—Mendel & Co. Fail—Post Cigar Co. Secures New Corner—Retail Trade Having Better Box Trade.

PHILADELPHIA, July 13.—If mid-July production records have not been shattered yet, it is solely because output is limited by inefficiency, incompetency, or indifference of hands, and, poor distribution as result of freight congestion. Certainly, at no prior time in manufacturing annals have there been piled up in the factories so many cigars as now stocked, awaiting opportunity to deliver; and at no time have unfilled orders been piled up in accounting rooms as at the last week end. A continuously busy summer is a certainty. But what of the Fall?

Without solicitation, and by mere coincidence, two trade authorities discussed that question with your correspondent during the week—a leaf man known all over the country, and a box-maker, in some respects the most prominent in the city. Neither knew of the views of the other—and yet both expressed the opinion that while, for the producers of high grade and nationally advertised goods, there was no cloud on the horizon, there were however, danger days ahead for the host of smaller manufacturers who have been taking advantage of present conditions to "get theirs while the getting is good."

Both these authorities called attention to the fact that though the public was not evidencing restricted buying because of prevailing high prices, it was becoming more and more evident every day that the smoker was becoming more discriminating; that while he is willing to pay high prices, he is beginning to insist that qualities shall be high too. It was the opinion of both these trade representatives that by Fall the consuming public will no longer make purchases recklessly as it did earlier this year, and as it even now is doing to some extent, and then with still higher prices maintaining for leaf and for boxes, a crisis will develop; probably beneficial to all the big manufacturers with established reputations, for real value in goods, but most serious for those makers who have been taking advantage of a year of extravagance to dispose of cheap goods at high prices.

It is, however, with present rather than with future conditions that the trade is concerning itself—and there are quite enough problems of the *here* and *now* to absorb all attention.

The freight situation, slightly improved during the week, is still acute. Embargoes are taken off and put on again, several times during the course of a day, making it absolutely impossible to forecast the future and bringing about conditions really more vexatious than if the shut down was complete and continuous.

On the other hand, the labor situation is steadily becoming better. The propaganda of speeding up production is beginning to have its effect. United opposition by the big manufacturing enterprises of the city against the "closed shop" program, towards which leaders of organized labor were working, has served to check extravagant demands, and though per capital production is still far below what it should be, hands are getting less and less insistent on having their own way about everything or quitting.

Quiet times, almost approaching depression, in the textile industry, has liberated a large body of labor, of which a part at least is available for cigar manufacturers, either as machine hands or as packers or labellers.

Advance of prices by Antonio Roig and Langsdorf, foreshadowed in these columns, was made during last week. Effective from the opening of business July 5, these advanced prices on Girards were announced:—

GIRARDS.		Factory List.	Consumers' Price.
Merchants	1/20	$92	2 for 25c
Promcters	1/20	92	
Mariners	1/20	110	15c each
Donators (foil wrapped)	1/20	110	
Brokers	1/20	110	
Educators (tins)	1/20	118	
Benefactors	1/20	$130	18c—3 for 50c
Philosophers	1/40	170	25c
Industrials	1/40	190	25c

There will be an extra charge of $3.00 for 1/40ths where the regular packing is 1/20.

In its letter to the trade the firm says:—

"Constantly advancing prices of raw material make these charges imperative if the standard of quality of Girards is to be maintained and as you are aware, this policy is one we have strictly adhered to.

"All orders which we may have on our files for you or which may be in transit to us will be filled at the new prices, unless you advise us to the contrary."

Announcement of the failure of Mendel and Company who recently came from New York and leased the Morris D. Neumann and Company factory of South Second street, though anticipated for several weeks, occasioned much discussion. In the U. S. District Court Judge Dickinson appointed Mr. Neumann as receiver, fixing his bond at $25,000. In trade circles the failure is regarded as due to unusual conditions, and there is sympathy for the firm. Though neither Mr. Mendel nor Mr. Neumann will make any statement, it is understood in the trade that the embarrassment was precipitated by certain interests which had capital in the firm, and which quite recently made a peremptory demand for its return. Under the acute conditions of restricted output, inability to raise funds, because deliveries could not be made promtly, tight money, slow collections, and other exceptional conditions due to these unusual times, the sudden demand could not be met and the receivership became necessary. It is understood that the local liabilities of the firm are not heavy, the largest being a leaf broker for about $1,500, but that there are very much larger claims by New Yorkers. Hope is entertained that some financial arrangements can be made whereby the firm will be able to resume business in the near future.

The "44" Cigar Company reports being still heavily over-sold on both its brands, the "44" and Adlon. Freight and transportation conditions of all kinds continue to handicap it in getting out shipments. Coast jobbers report merchandise being in transit from 60 to 90 days. Everything possible is being done to have cigars go forward to the distributors in all sections of the country. The company has taken on a new distributor in Spokane, Washington, during the past week, on its Adlon and "44" Cigar, which is one of the largest distributors in the northwest. This is the first new account taken on by the "44" Cigar Company in the past three years. There is a carload of "44" and Adlon cigars in transit at this time to that point. The Pacific Coast jobbers report the "44" Invincible now in Class C and retailing for 10 cents, is one of the best distributed and largest sellers on the coast. The Adlon Cigar is also becoming very popular in Philadelphia. The trade has been greatly increased and the company has just put on two

new Dodge trucks in Philadelphia to be used as special delivery to the trade.

M. A. Funk, secretary of the "44" Cigar Co., and family have gone to Pocono Pines Inn, Pocono Pines, Pa., for the summer.

O. George Mann, hitherto engaged in the wholesale cigar business for himself, at 1339 North Fifteenth street, was added during the week to the sales force of the Reeves-Parvin cigar department. H. P. Farrand, who had been in the Wilmington territory pushing sales of the Planco, returned to the Atlantic City field during the week.

The Post Cigar Company which recently opened at Third and Market streets, what many regard as the most attractively designed retail store in the city, secured possession during the week of premises at 2nd and Market streets, and immediately will begin reconstruction, making that store virtually a duplicate of the Third street stand.

The new Scarlett Store at 7th and Chestnut street, is still in the hands of artisans. Meanwhile, directly opposite, Don Ostrow is giving the public a sample of the price slashing in which he proposes to compete with the Scarlett establishment. He has recently taken on the La Sirena brand made by Garcia and Vega.

Samuel Mannheimer of Kauffman Bros. and Bondy was another of the week's visitors; John Sherts of the Sherts Cigar Company, Lancaster, Pa., still another.

In the leaf market, visitors included B. Ottinger, the Quincy, Fla., packer, and W. J. Ruthenberg, New York, importer of Porto Rico, who ran over for a couple of days to close deals which will take care of all his importations until the close of the year.

The retail market showed during the week a considerable improvement in box trade, doubtless due to providing vacationists, but a falling off in counter sales.

Leaf dealers report very few large deals, but the appearance of their warerooms and sidewalks shows that business continues active.

Though fear is entertained in the leaf trade that it will not be possible for some time to come to establish new Havana-Philadelphia steamship connections, the trade is interesting itself in the movement, now almost successful, to open up a direct Tampa-Philadelphia line. Harvey C. Miller, president of the Southern Transportation Company, who is endeavoring to close up arrangements and has the backing of the Boards of Trade of this city and Tampa, says that the failure of the United States Shipping Board to assign vessels is alone responsible for delay, and is the only obstacle in the way. Four vessels are required to maintain a satisfactory service. A similar number of boats are required for a proposed direct service between Philadelphia and Houston, Texas. Admiral Benson, chairman of the Shipping Board, is giving the designation of vessels personal attention, and it is hoped that a definite announcement will be made within a week or two.

The new Schulte store at the old Martindale stand, 10th and Market streets is now open. In the Martindale store, now at 10th and Filbert streets, there are being featured the Mapa Cuba, the Flor de Manuel, the old Hilbronner, Jacobs Jarona, and the Ruyera Lopez brands.

George I. Watson, treasurer, of the Sig C. Mayer Company, is back after his trip through New York State. Satisfactory progress is reported on the rebuilding of the Mayer factory, 3rd and Cherry streets, destroyed by fire several months ago. Mr. Watson hopes to move in early in September.

Proprietors, Hausam and Dickerson, of the Scranton Tobacco Company, visited the Bayuk Brothers factory during the week.

J. Paley, of the Congress Cigar Company, is on a visit to the West.

Jeannette Miller, 316 N. Franklin st., and Isabel Stahl 668 North 10th street, brought injunction proceedings against the Department of Public Safety during the week, seeking to have it restrained from maintaining a police quarantine before the cigar stores which they respectively conduct. The complainants aver that since July 3, policemen have been stationed in front of their establishments, preventing customers from entering.

The cigar store of William Feather adjoining the plant of the Lee Mercantile Company, East State St., Trenton, N. J., was damaged last week by fire originating in the Lee plant.

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Buys Interest in Hilson-Schloss, Inc.

Paul M. Reis, district manager for the General Cigar Co. and Bondy & Lederer for the last twelve years, has bought a substantial block of stock in Hilson-Schloss, Inc., Wilkesbarre, Pa. He had charge of twenty of the General Cigar Company's Eastern factories, supervising the production of over four million cigars weekly.

Harold M. Mannheimer, for ten years in charge of the leaf tobacco department of the General Cigar Company, has joined the forces of Hilson-Reis Cigar Corporation, which is to be the new title of the corporation. His services will greatly increase the efficiency of their organization.

It is the intention of Paul M. Reis and Edwin I. Hilson to increase their production as rapidly as is consistent with conditions. They have taken over another factory in Shamokin, Pa., and hope in the near future to open factories throughout the coal region. There are great possibilities for opening new factories in surrounding towns of Mt. Carmel and also surrounding Wilkesbarre. When interviewed, Mr. Reis stated that he thought the coal region was one of the best sections in the United States to manufacture high grade cigars.

The new style of the corporation is Hilson-Reis Cigar Corporation.

The demand for Kenway mild Havana cigar is steadily increasing.

—❖—

Pipes in Newcastle.

Since the eighteenth amendment went into effect curious minded folk have wondered what next the prohibitors would prohibit and the next thing in line for the legislative ax, according to some of the more enthusiastic reformers was My Lady Nicotine. According to them the cigarette with its imported aroma will be deported, the old cob pipe with its after dinner solace and the aristocratic cigar will cease to be.

All this may come to pass but our guess is that it will not be for some time. The extent of smoking here in New Castle is hardly realized, even by the most ardent devotee of the weed. Out of curiosity, the reporter asked Sam Klafter, cigar merchant today, just how many pipes he thought were sold in New Castle in a year. His reply was surprising.

To arrive at some result, Mr. Klafter took his own pipe sales as a starter and estimated what the town uses. Thirty-five thousand pipes was the estimate placed. Thirty-five thousand pipes sold annually among the male inhabitants of a city of 50,000, or in other words an average of almost one pipe a year for every man, woman and child in the city.

French briar pipes are disappearing according to Mr. Klafter and a briar called Italian briar is replacing it. The Italian briar seems to be tougher than the French and does not split or burn out as easily. Along with the enormous sale of briar pipes, there is the constant demand for the old favorite, "the Missouri Meerschaum," the old corn cob pipe. New fangled pipes may come and go, meerschaum may fluctuate in price, amber stems may give way to bone, but the old corn cob with its homely appearance remains.

One pipe that seems to have almost gone out of style is the old clay pipe. There were several characteristics of a clay pipe that were good. They were cool smokers, they were light in weight, and then if you dropped them on a concrete sidewalk you never had to stop to pick them up.

The return to out-door life is responsible in a great measure for the increase in pipe smoking. A cigar is all right at a banquet or an evening event, but for a fishing trip, or an auto ride or a hike there's nothing can take the place of a pipe.—*Newcastle (Pa.) News.*

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Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

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IF IT'S TOBACCO
WE HAVE IT
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Some Sweet Lemons and Vacation Rushes Up-State

"Still" Money in the Cigar Business—Trade Is Humping Along Like a Caterpiller Tractor—Insects Busier Than See-Gar Man Should Ever Hope to Be—Sidney Charles Draper Dips in with a Hopeful Suggestion—George Thompson Visiting Hot Places—Jake Mahler Goes from Cigars to Chickens—A Yaller Sparrow Story—Pale Blue Cigarette Packages—A Publicity Puzzle—Animated Arguments Arising Over Selling Goods to Arabagi o' Europe.

New York State Capitol District,
Get-Away Week, 1920.

"Sweet lemons!" yelled Sam Ash, as he checked the forty-first grip-sack, the twenty-third umbrella, and the eleventh raincoat in the tourist section of the Stubb & Ash, Inc., wholesale stock-rooms. "Ain't this here vacation rush this year the limit! After I should accommodate all them there goofs by parkin' their rotten stuff all over the place, unnerstan me, mebbe they should all chip in an' buy it at least one six-cent seegar!"

"What are you kickin' about now, Sam?" lazily questioned Jim Stubb, looking the travelers' plunder over with a possible view of swiping at least one rain-ulster or two gents' umbrels. "Hasn't trade picked right up like the stock market ever since these transients started out to see the world, includin' the State Capitol District?"

"Yeh, mebbe business should be a bit better," grudgingly admitted Sam Ash, ringing up a nickel cash-sale on the awakened N. C. R., "but even with every yap which comes to town, spendin' all the jack they got it, y'unnerstan, how should this here July be anney grosser yet than last year, when we got so rich as rhubarb pie sellin' Class A see-gars for C prices afore the gov'mint got fussy an' said such nice things shouldn't be done nu more, unnerstan, while Mister Lever was still alive!"

"Oh, there's still money in the cigar business, Sam," objected Jim Stubb, selecting for a future emergency the only scotchmist rainster among the tourists' collection which would passably fit both members of the firm. "Suppose you can't get those profits you did a year ago, Sam, it seems to me the general trade is humping along like a caterpillar tractor."

"Uh-huh, or why shouldn't you say it a tobacco bettle?" criss-crossed Sam Ash, making another sale to a chap who wanted three eight cent cigars for a quarter—with a box of matches. "Them insects are a darn sight busier this Summer than anney see-gar man should ever hope to be, even though he should git it the order for them campaign smokes from Bernie Baruch."

"Well, maybe the politicians will have sufficient money this year to distribute Cortez cigars," boosted Sidney Charles Draper, whispering the suggestion to the Ways and Means Committee of the Hot Chair Club in his customary sea-captain's storm-voice. "Anyway, my firm, the Grosvenor Nicholas & Company, is prepared to sell 'em either the Key West line o'Cortez, or the Habana brands o'Romeo y Julieta, Por Larranaga, Punch, Belinda, Partagas, and other independent factories' goods.

"Also, we now have the general American agency for the Edinburgh tobacco made by the ancient John Cotton recipe. And the Tampa situation is such that the strike has so tied up all Havana cigars that we are in rather an unique position with our Key West stuff."

"Good chance for you, alright," Jim Stubb agreed, settling down in the seat of the Department Commander of the Boosters Bashful Band. "Just about so good, in fact, as George Thompson has in Santo Domingo. Because George writes to his Albany friends that he has at last arrived in sight of the Homenaje y puente Ozama, wherever that is, in the country where United States marines have two steady jobs—knockin' off bandit bushmen, and collecting both internal and external taxes for everyone with a ten years' claim against the country.

"But George has got a better job. He's selling Chesterfields, Piedmonts and Fatimas, you know, to the dos centavos soldados. And he has just finished off Porto Rico for the Liggett & Myers Tobacco Company, and is now on the way to Cuba. George remarks, in passing, that all the stops so far, are hotter than Mr. Ruud's famous heater with all the fahrenheit wide-open to the sun!"

"Sure, an' I should know it another feller yet with a warm job, also-as-well," grunted Sam Ash, trying to dispose of a Christmas packing of Prince Albert by the simple device of removing the December wrapper-o'-joy and substituting the jar in its still cool Summer underwear. "It was Jake Mahler, y'unnerstan, the ole scout who uster be in business right here in Albany, an' who later went with Wood, Pollard & Company, o' Boston.

"But now he's retired from the see-gar business, unnerstan me, an' he's located on a combination-chicken-turkey farm at Carver, Massachusetts. This is pretty near Plymouth, where they're havin' a tercentenary this year, to please the very few descendants o' Pocahontas an' Governor Al Smith, or whoever it was which came over here from Ireland in that there sub-marine Mayflower. But Jake says he don't let them pips interfere with his present business none, and when he motored over here last week he kinda looked good enough to be a hardy pioneer settler himself, y'unnerstan."

"All right about that settler stuff, but old Albany looks pretty good to me again," commented John King, resuming his old job as transportation dispatcher with the Dearstyne Brothers Tobacco Company after a business vacation in the Horace Greeley sub-division. "And I'm glad to be back on the Smilin' Sealskin sleigh with Santy Claws Miller, fuzzy wuzzy whiskers 'n all!"

"Speakin' about that, John, whadye know about a yaller sparrow?" propounded Jim Stubb, introducing the surprise Society to another tale o'Al Burdicks. "This here bird which Al spouts about was rather fuzzy, too, but Mrs. White, the Hudson avenue bird fancier opposite Tom Geary's cigar store, had 'em in the window marked 'Genuine Canary Island Canaries.'

"So somebody around Tom's place bought one for $2.35 with a cage which totaled just $8.50, net cash. Then he run it all the way home, showed it with due pride to his expectant wife, who ultimately give it a bath in cologne or something, and the blame pigeon turned out to be a sparrow! Some mean cuss in Tom Geary's place had let the poor

(*Continued on Page* 31)

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Mazer Cigar Manufacturing Company
Detroit, Michigan

June Business Made Splendid Record in Chicago

Reconstructions and Readjustments Are Progressing—Decorations in Honor of Elks' Convention—"Pussyfoot" William E. Johnson Smokes Like a Real Man—Romeo Garcia Has New Distributors—A Celebration That Had Nothing to Celebrate—Prompt Mail Deliveries at Last—Lytles, a New Stogie—Trade Brevities from the City of Gentle Breezes.

CHICAGO, July 8.—Despite reports of a slowing up of business, wholesalers and jobbers, as well as retailers state that the volume of trade during June was much larger than for the corresponding month of last year. Some progress has been made in bringing about market reconstructions and readjustments, and retail merchants are viewing the coming Fall season with a great deal of confidence. Collections are excellent.

Sandy Stuart of the Shields, Stuart, Miller Co., stopped here on his way East.

Aplomo is distributed by Ruhstrat, Crowley & Co. It is seen in many cases.

Ed. Crooks placed with the dealers some very fine set pieces on Fatimas. The purple and white colors of the Elks made up the background. "Eddie never overlooks a bet."

Miss Mabel Williams for some time at the Southern Hotel's cigar department, has taken the management of the cigar department of the Stratford. Miss Williams knows the retail cigar game from beginning to end.

Among the loop stores who decorated for the Elks' convention, were Albert Breitung, Schulte, Best and Russell, Wengler & Mandell, Henry Ackerburg, L. Y. Widduck, S. O. Deutsch, Schmerhorn's and the United. Special decorations of American flags, Elks' banners and the purple and white, B. P. O. E. colors were used by all.

Max Kaplan, in the Medinah Building, now features the Cressida cigar made by E. H. Gato & Co.

"Before talking about forging ahead of Chicago in another ten years, Detroit should overtake Philadelphia and get a reputation."

"Speaking of untaxed luxuries, there is the joy ride," says Eddie Ackerburg.

William E. Johnson, better known as "Pussyfoot," was a recent visitor to our city. "Pussyfoot" smokes like a real man and when asked about a campaign against tobacco, replied: "Why no, I never heard of any one smoking too much and then going home and beating his wife. However, if there were an anti-nicotine amendment, I wouldn't break the law, just for the sake of a cigar. I'd get out and go to another country first. If I couldn't find a nation whose laws I wanted to obey, I'd go to hell, where they haven't any laws."

E. P. Oakes, just back from his visit to the New York office of E. H. Gato & Co., says some sizes of their cigars will advance in price.

"Hello, Bill! Try a Flor de Melba, the Cigar Supreme," is painted on many windows.

Fred Racine, jobber and chain store owner, of Iowa City, was a visitor here. Racine is taking a boat trip to Buffalo.

E. G. Riordan, selling imported cigars, called on the large dealers. He reports a good demand for John Cotton tobacco and cigarettes.

Jack Foley, with his full line of Epoca cigars, is calling on the Iowa trade.

"Doc" Rosobro, who teams with Madame Butterfly, is at present at his Chicago headquarters.

Ben Levin, cigar jobber at Joliet, Ill., has closed to distribute Romeo-Garcia cigars in Joliet. C. H. Kappmeyer will distribute Romeo-Garcia in Chicago Heights, and Lassers, Seifer, Lewison & Co., of Chicago Heights, will place the Luciana brand with customers.

The Fair offered Condax No. 1 cigarettes, 200 for $3.15, and 200 Lucky Strikes at $1.55.

Rothschild's offered 2 for 25 cent Cyro, perfecto size, 50 for $4.75.

Noble A. Chefant and O. H. Pinney, store managers of the Fred Racine Cigar Co., Iowa City, Iowa, were visitors.

The Boston Store's special was 200 Camels for $1.53.

Walter Bloch, 116 N. La Salle Street, has taken on La Primadora brand made by Max Schwartz, of New York.

The Boston Store offered 8 cent Luzanicos, manila cigars, at 5 for 25 cents.

A little over a year ago the nation went officially dry—the wartime prohibition act. The International Anti-Cigaret League gathered at Willard Hall a few days ago to celebrate the anniversary, only to learn there wasn't anything to celebrate. For, quoth Lucy Page Gaston, its prophetess: "John Barleycorn isn't dead. He never will be dead as long as grapes are grown and apples may be turned into cider." Then she passed on to the "deadly cigarette." You may guess the rest.

When the United States was founded the idea was, "one big union" for all. What some people are trying to put over is, "one big union" for a few.

The Waldgren Drug Co. has opened a new store at the northwest corner of 35th and Cottage Grove Streets.

Wengler & Mandell at Madison and Dearborn Streets, are remodeling their store. New fixtures are being installed at a cost of $3,200. This location is the highest priced cigar-store location in Chicago, and is open day and night. "They never close, having thrown the keys away years ago."

E. Hoffman & Co., show a large window of Cubador, 7 cent cigars.

At the new Fred Wells store in the Board of Trade, a very handsome glass sign featuring Garcia & Vega's cigars has just been put up.

After being out of the Flor de Jeitles, 7 cent cigar, packed in tins, Rudolph Seifert, the Washington Street cigarist, has just received a shipment from the American Exchange Cigar Co., who manufacture the Jeitle's brand.

For the first time since mail deliveries were tied up by the expressmen's strike last Spring, postoffice officials are able to announce that every piece of first-class mail, parcel post and circular mail, received during the day had been handled on time. Heretofore mail has been from a few hours to days late.

Wengler & Mandell display a direct importation of La Corona, Partagas, and Romeo and Juliete Havana cigarettes in packages of 15 that retail at 35 cents.

The Parkway Cigar Co., displays Eutopia and Serene tobaccos. A full line of Dulce cigars is being offered by this firm.

New paper window strips featuring San Alto cigars are on many windows.

Lytle's Havana seed stogies, are new. They repeat fast at 3 for 10 cents. All the 12 Breitung stores show them on the counter.

Jack Cohen, Western representative of the General Candy Co., Milwaukee, is back at his Chicago office after spending a few days at the factory. "General Nut," at 10 cents, is their big seller.

Sanchez & Haya, have advised their customers of an increase in brands made by the firm.

George Martin, of the Martin Cigar Co., Davenport, Iowa, large chain store operators, and jobbers, spent the week here with the Davenport Elks.

Castellano, in the extra size, has been advanced to $76, and the Corona size to $82. This brand is distributed by the E. Hoffman Co., cigar jobbing house.

Al Spellman, of the San Telmo Cigar Co., is expected here shortly. "Al is always welcome."

The Carmona Cigar Co., is now located in its new factory at 4004 and 4006 Roosevelt Road. The Carmona, Rothchild size, has been discontinued, and a new size, front marked standards, is being made in its place.

Some Sweet Lemons and Vacation Rushes Up State

(*Continued from page 28*)

captive canary fly back to the Canary Islands, Al says, and then put a common, ordinary, Hudson avenue sparrow in its cage, after first carefully dippin' it in some of that there chrome paint which Frank Fitch, the Eagle street billposter and signpainter, always keeps on hand to color the Fatima package on the Liggett & Myers boards!"

"To properly color cigarette packages now they must be pale blue," corrected Governor Billy Hughes, laying down on the nearest case a bundle of the new Edgeworth cigarettes of the Larus, Brother & Company factory. "So, since I have returned from the Boston sales office, I've been busy putting out this latest product as a sweet sister of our Relu brand.

"And, by the way, Boss Reed, of Richmond, the man responsible for Relus, wants to know what I pay by the page for space in TOBACCO. He says the names of Hughes and Edgeworth are obtaining more publicity than Larus and Relus, and he would like to learn just how much bakshish I pay as a premium to this paper.

"But Sales Manager Harrington, of the Eastern division, was not in Boston when I arrived. He had recently sailed for the Scandinavian countries, to promote export business with the Larus goods in Denmark, Norway, Sweden, and so on."

"That there territory is almost so tough a town to work as Nineveh," lamented Sam Ash, offering some selected cigarettes to a customer who had asked for something different than the brands sold since Sodom and Gomorrah were tank stations on the Bagdad & Mesopotamia R. R. "But I s'pose some Yankee salesman should put it over them bluebirds, as Harry Daugherty pushed Warrie Harding over in Chi, y'unnerstan.

"Anneyways, this here foreign trade should have all the big boys in the factories figgurin' after 7 P. M. on just how they oughta start things goin' like a Remy thermo. An' after workin' like a Lincoln rail-splitter to git a hunch on this here tobacco export graft, mebbe some o' the fellers should be about so blue as a Dutch plate if these here American brands ain't so jazzy over there as Le Grande Rue de Pera!"

"Aw, shucks, Sam, us Yanks has got that European business for tobacco and cigarettes all bumped up like a De Long hook!" insisted Jim Stubb, arising from his comfy cushion in the Hot Chair Club to answer a probable phone call for Clarence Fogarty. "Ask any of the old sign tackers! Ask Rube Ellis. He and McKittrick used to peddle cigarettes through this neighborhood when cigarettes were harder to sell than ice in Iceland!

"And McKittrick would gather his clans for the usual eight-in-the-morning prayer meeting for missionary men. Then he'd look 'em over, kinda fierce-like, starting his sermon off with a 'How many o' you guys here are car conductors?' There bein' no immediate response Mac would give 'em another malignant stare, tell 'em to pick up their tin frames and hammers, and add, as a warnin', 'For I don't want to deprive the traction company of a possible employee, not even a motorman!' And, the boys, takin' the hint, would at least try to sell one hull carton of cigarettes that day, merely to introduce the brand. So I guess puttin' out the goods to the arabagi o' Europe will be so soft as a Saturday half-holiday to a cigar store, hey?"

"Well, we've almost accomplished that," spoke up A. J. McAvoy, arriving at the Hot Chair Club just as the order of adjournment became the final business upon the calendar of the day. "After twenty-five years of open house the Dearstyne Brothers Tobacco Company has at last decided to close the wholesale department at noon every Saturday until Fall.

"So, hereafter, all departments of the business will be shut down at that time except the retail section. And even there some arrangement is being made to release the boys in rotation every other Saturday afternoon or so."

"Yeh, that should be a good idear," nodded Sam Ash, looking at his watch to see if the time had come to go. "An' at Amityville, y'unnerstan, where they have it a bughouse, an' where every day is a holiday, they have a new patient who uster buy some see-gars in this here joint.

"Not because the see-gars made 'im take the jump, unnerstan me, but on account of his wearin' a wrist watch so much, with a handkerchief also up his cuff, an' a swagger stick in the same hand. An' when he arrived at that there dump with all that baggage, y'unnerstan, the examinin' medico asked him just one leadin' question:

"'What time is it?' sez he, pointin' to the cute lil' baby Ingersoll, tickin' away like the sands o' life.

"'Seven minutes after nine, sir,' immediately responds the nut, referrin' to the left-o'-the-line.

"'Is that right?' sternly quizzed the doc, hopin' thus to confuse the candidate.

"'Right?' sez he, laughin' in what is commonly called derision, 'Right?' he repeats, advancin' to the door, 'Right? Why, say, pop, if that there watch was *right* it wouldn't be here!'".

THE SMOKER.

Swiss Cigars Banished from Germany

Germany is gradually closing her frontiers against smuggling. Since the "hole in the west" has been closed the government is plugging smaller crevices. Many Germans, while living on German soil, cross the Swiss border every day and work in Switzerland. They would buy cigars and cigarettes in Switzerland and take them into Germany where they would sell them to dealers. The latest German ukase says any dealer caught selling those smuggled Swiss cigars and cigarettes will lose his license and will be driven out of business. Thus Swiss manufacturers will probably lose their brisk frontier trade, according to Basle reports.

Wisconsin Tobacco Market

EDGERTON, Wis., July 9.—Conditions have been so favorable for tobacco setting and plenty of good plants that transplating of the intended acreage finished earlier than was expected, other crops taken care of in good season, all spring work finished without crowding, in spite of shortage of labor, that a great many growers have found it good policy to add pieces of land suitable for tobacco-growing to their acreage. A surprisingly large number of Wisconsin growers have in this manner added very materially to the acreage intended. The reports of assesors of the acreage is not going to give a true return of tobacco grown in Wisconsin this summer. Last year's official report for Wisconsin was 48,084 acres, yielding 61,069,975 pounds. Two or three thousand acres more may have been the actual acreage last year, and it does not take much credulity to be pursuaded that this year's acreage may come near touching the high water mark in the state. The fields never looked better at this time of year than they do now. Cutworms and wire worms have given trouble in some fields, but the farmer who kept close watch has been able to fill in missing plants in time to keep up the evenness of the stand. Farmers are taking mental measure of their sheds, and are not so sure about being able to house the crop, if the harvest measures up to the present outlook. They dread to build at present cost of material and labor, but some are doing it and others may have to. The buyers are keeping close tab on the stand. Above all they are hoping for a crop that has the quality in it. A crop of fancy binders would be welcome and they hope to see that type this year. While the 1920 crop grows, the packers have time to take a final measure of the remaining 1919 and odd lots of 1918, a little of which still remains unsold.—*Edgerton Reporter.*

Advertising has a big and important function and opportunity in shortening the distance from industry to industry.

The Greatest Success of 1919 Tobacco Export Boom

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Cigarettes

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Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.

127 W. 25th St., New York

FROM THE FIRING LINE

Personal and Trade Jottings

H. J. Castle, of Frazee, Minn., has sold his cigar and pool business to Fred Roth.

—

J. P. Rogers has sold his cigar and pool room business at Ashton, So. Dak., to Jack Briggs.

—

The Spring Cigar Co., of Seattle, has been appointed jobber of the Girard Cigar in that territory.

—

Julius B. Annis, of Gradiaz, Annis Co., is off to the South and West on a two months business trip.

—

R. L. McCarthy, jovial Mac, is making the Maine coasts and inland sections happy with Quincy cigars.

—

Hyman Friedberg, of Friedberg Bros., of Louisville and New York, is spending a few days in New York.

—

Ed. McGrady, the affable representative of Breslin & Campbell, is providing Providence with Quincy cigars.

—

Welcher Bros. are figuring out a new scale of cigar prices, which, it is said, will show some decided increases.

—

H. W. Coe, vice-president of the Tobacco Products Corporation, is making an inspection trip on the Pacific Coast.

—

J. D. Eley, Jr., has been appointed manager of the S. D. Winn Cigar Co., a jobbing house of Montgomery, Alabama.

—

S. H. Furgatch, of S. H. Furgatch & Co., says unsolicited cigar orders continue to pyramid in his firm's office.

—

Owing to the cigarmakers' strike in Milwaukee, the Borgwardt-Stilb Co., has leased a factory in Evansville, Indiana.

—

R. C. Harris, president of the Export Leaf Tobacco Co., returned on the *Imperator,* Sunday, from a six-weeks' visit to England.

—

Herbert A. Rovira, of Benito Rovira Co., of New York, spent the later half of last week at the firm's cigar factory in Norristown, Pa.

—

The Trans-Continental Tobacco Co., of 132 Nassau Street, New York, is receiving a large shipment of cigarette paper from a French mill.

—

L. S. Lowery, for several years with the American Tobacco Co., on the Pacific Coast, has resigned and entered the candy business.

—

The Archbold Cigar Co., of Paterson, N. J., has been incorporated. The incorporators are, W. W. Archbold, L. B. Myer and W. H. Giger.

—

Gradiaz, Annis Co., of 535 E. 75th street, New York, report that business is good—going along smoothly, without a hitch of any kind.

—

A. Soloman, one of the star salesmen, representing E. Kleiner & Co., cigar manufacturers of New York, is away on a vacation in Europe.

—

Ernest Berger, president of the Tampa Cuba Cigar Co., was married in New York, July 7, to Miss Charlotte Woods, at the Marble Collegiate Church.

—

Dame Rumor says that box makers are looking for orders—which indicates, that at least some cigar factories are not over-rushed with summer orders.

—

Heineman Bros., of Baltimore, have placed their Salome line of cigars with the well known Denver jobbing house of J. S. Morey Mercantile Company.

—

Fred Hirschorn, president of the General Cigar Company, is spending a month at the Broadmoore, Colorado Springs. He is accompanied by Mrs. Hirschorn.

—

Ehrman Bros.-Horn & Co., have purchased the jobbing house of D. Dinibulo & Son, at Stockton, California, making the sixth branch of this enterprising concern.

—

Dave S. Saqui, Vice-President of the Walter E. Olsen Co., Inc., was in San Francisco last week, and went from there to Vancouver, B. C., to take the steamer for Manila.

—

Joe Hymel, for several years with the cigar department of the Hotel Grunewald, New Orleans, has joined the jobbing house of C. C. Snider Cigar & Tobacco Company.

—

H. Duys & Co., Inc., are offering the trade some excellent Manila Scrap just arrived. This tobacco is of excellent quality, which manufacturers can use with every confidence.

—

S. Mechalovitz & Co., jobbers of Cleveland, Ohio, are featuring Bertine Garcia cigars, made by H. C. Mansky, 1397 Avenue A, New York. They report easy sailing.

—

T. J. Singleton is traversing up-State and Western New York in the interest of E. Kleiner & Co.'s Marie Antoinette—the cigar that is sold wherever quality is in demand.

—

Morre Abrahams is enjoying the salubrious climate of the Pacific Slopes, meanwhile booking orders without effort for Marie Antoinette, the mild Havana cigar of quality.

—

John S. Sills & Son, jobbers at 37th street and North River, New York, are doing a land office business, it is said, with El Stato brand of cigars, made by A. Kern Mfg. Co.

—

Rosenthal Bros., cigar manufacturers, of 353 East 73rd street, New York, say that their salesmen, having loaded the house up with orders, are taking well-earned vacations.

—

Since showing the samples of Sumatra obtained by the House of Duys, manufacturers are exceedingly well pleased and have kept the House of Duys on the jump, even if prices are high.

—

Nate Hubert, Vice-President of Schinasi Bros., is on an inspection trip through Maine, and other parts of New England. During the trip he will meet several of their various representatives.

—

Tunis Bros., of 406 Broadway, New York, say that the labor troubles in their cigar factory is not fully settled yet, but hope to come to some satisfactory arrangement in the near future.

—

Na-Bocklish is the leader of the Central Cigar Mfg. Co., of New York, and Jerome C. Nolan, one of the Greater New York sales force, says that it is quite popular with the high class trade.

—

M. P. Breslin & Son, of 402 E. 64th street, New York, seem inclined to regard the results of the 'Frisco convention as a hopeful sign that saloon keepers will again become large buyers of cigars.

—

Nath Fried, of J. Fried & Bros., of 407 E. 70th street, New York, is visiting Johnstown and other Pennsylvania cities this week, on his long swing around the circle, booking cigar orders for his firm.

—

Ernest Bernheimer, a cigar store salesman at 41 Park Row, New York, reported to the police Sunday night that his pocket had been picked of $160 while he was watching a fire nearby, at 30 Spruce Street.

—

D. G. Schwarzenberg, a head-line salesman for A. Kern Mfg. Co., of 148 E. 50th street, New York, says that El Stato cigars are

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, airtight, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product. Let us send you samples.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

meeting with great favor—so much so that the factory is kept on the jump to supply the demand.

—

C. W. McCormick, now representing A. Seigel & Sons, New York, is back on the coast again after spending some time in the East. He was at the Tobacco Merchants' Association Convention in Washington, and also visited the factory in New York.

—

G. F. Rothfuss, representative of Breslin & Campbell, has as his territory Boston, proper, and according to reports, he is giving a good account of himself in the birthplace of the Quincy, the cigar that is made in one size, one shape, one quality.

—

Breslin & Campbell, Inc., says that its cigar factory, at 410 East 68th street, New York, is running full capacity, turning out Quincy cigars. Officers of the corporation say that more machines will be installed, just as soon as they can be obtained.

—

The Cuban Cigar Company, of Denver, Colorado, has purchased the Principe de Lees factory. Sam Friedland and Louis Levinson, owners of the Cubar Cigar Co., will consolidate the two concerns and manufacture the various brands, at 1812 Market St.

—

Sam Rockfield, jobber of cigars and tobacco, at 239 Sands street, Brooklyn, recently underwent an operation for rupture, from which he did not recover—death ensuing shortly afterwards. He was very popular with his trade, and had many friends besides.

—

Jerome C. Nolan, representing the Central Cigar Mfg. Co., of 505-11 Canal street, New York, says that the summer heat does not appear to have any retarding effect on the sales of Na-Bocklish cigars. He says the Elms are also meeting with good demands.

—

The Guaranty Trust Co. of New York announces that it will open a branch in Constantinople about September 1; and that the following officials are being sent to take charge of it: Manager, Sigismund Metz; Assistant Manager, Peter Solari, and Secretary, Richard Schelles.

—

Edward V. Murphy, of the Constantine Tobacco Corporation, of 457 Broome street, New York, spent last week in Virginia, looking over the tobacco situation. He reports that the sections he visited will not produce more than an 80% crop, as compared to even last year's subnormal production.

—

John Greening, covering Metropolitan Boston, for Breslin & Campbell, reports that success with him in the Hub of Culture, is a continuous performance. The home office in New York, says that Greening's successes are due to several contributing causes. He is a good fellow; selling a good cigar, the Quincy, to a good people, with a discriminating taste.

—

Hugo Muller Company, Inc., in addition to the purchase of 400 bales of RDM's and 150 bales of Senembahs, acquired at the recent inscriptions 500 bales of Holland Sumatra and 296 of Tandjong Poetes-Deli. This is some choice tobacco for the following representatives of the firm to advise their customers: John W. Brockman in Pennsylvania, Alfred W. Penner in the West, S. H. Friedlander in Greater New York.

—

L. Arnstein, a prominent retail cigar dealer at 3431 Broadway, New York, died very suddenly a few days ago. He had been laid up for some time with pneumonia, from which he thought he had fully recovered, and left his bed too soon. He started out to attend to business, and on arriving at a subway station, he dropped to the ground and expired almost instantly. He is survived by his widow and fifteen-year old son.

—

Emanuel Tunis, of Tunis Bros., of New York, says that if quality is to be maintained the prices of cigars will have to be radically increased. He says the cost of labor being away up, tobacco costing double what it formerly cost, stamps costing three times as much, and boxes costing four times former prices—considering these things and other incidental increases in the cost of production, Mr. Tunis says cigars should bring more than double the present selling prices.

—

The Kehaya Trading and Finance Corporation, which is capitalized for $300,000, is now comfortably situated at No. 60 Wall Street, New York, Room 1902. The president and treasurer of the corporation, Sava Kehaya, became well known while vice-president of the big Standard Commercial Tobacco Co. The secretary is Frank Hipple. The business of the corporation will be confined chiefly to finance; specializing in the discounting of notes and financing of certain kinds of business institutions; also the handling of tobacco accounts. Sava Kehaya came into prominence about 10 years ago, when the Standard Tobacco Company started business in a small way at No. 15 Whitehall Street; he aided in the development, and saw it grow into the huge and enormously strong institution which it is at the present time, with headquarters at 120 Broadway. Being desirous of going into business for himself, he founded the Kehaya Trading and Finance Corporation.

Malingering Afflicts Industrial Slackers

A Desperate Disease That Should Be Treated by Industrial Surgery—Dr. J. G. Fisher Calls Real Malingerer a Real Crook—He Plays Sick, Draws Accident or Sickness Benefits—Disreputable Doctors More to Blame—Malady Increasing—Contributing Causes.

Malingering as a disease, and the trials and tribulations of large employers of labor and of surgeons in industry arising from the presence of the malingerer, are discussed by Dr. Judson C. Fisher in an article on "The Problem of the Malingerer," in the current issue of the *Medical Journal*.

Although malingering has existed from the time when one man did another's work for a compensation, the problem of its detection and eradication has become more pressing with the growth of the present industrial system and the adoption of workmen's insurance and compensation schemes of various sorts.

The malingerer is the industrial slacker, says Dr. Fisher. He is the parasite whose mind is usualy weaker than his body, and who, as a consequence, although able to work, prefers to live at the expense of society—that is, on the work of others.

"There are two classes of malingerers," Dr. Fisher writes, "the real and the exaggerators. A real malingerer is a real crook and should be condemned as such—that is the result of the survival of the fittest instinct. He is about one in a hundred among all classes, and about 30 per cent among Italian and Polish longshoremen.

The practice of malingering consists of playing sick and drawing accident or sickness benefits from the employer, the State, insurance companies or the benevolent organization to which the malingerer belongs. The exaggerators are those malingerers who start with a legitimate accident. After deriving benefits for the legitimate period for their types of accident they malinger and prolong the disability so as to get as much as they can.

Malingering Among Longshoremen

Twenty-five per cent of all accidents and 75 per cent of all longshore cases, the doctor finds in his experience are of this nature. From another point of view the percentage of malingering is about 99; as hardly more than one man in a hundred will tell the accident board: "I was able to work on such and such a date, but my old job wasn't available or suitable and I had to find another." The workingmen's compensation laws contemplate disability only and not insurance of a job; but most men continue to draw compensation as long as they can when no job is available.

In this class alone, if 99 receive an average of one week more than they are entitled to receive, at an average of $10 a week, 300,000 accidents would mean practically $3,000,000. This is a low estimate of the loss incurred, because malingering is not usually noticed until after at least several weeks.

Malingering is common among the Polish and Italian laborers here, and it has been suggested that it would be abolished if the foreigner were eliminated from our industries. Dr. Fisher does not agree with this, however. Most of the doctors attending on the malingering type of laborer are unscrupulous, and it is they far more than the foreign laborers themselves who are to blame. Then there are "unscrupulous men who coach the real or fake injured men, appear with them before accident boards, assist in making fake claims for compensation, give them a course under unscrupulous doctors in the school for claimants intended to fool the examining doctors, and then, regardless of the honesty of the claim, cash the rewards and deprive the man of part of that which the State said he should have."

Not only does malingering result in the direct loss incident to the payment of undeserved benefits, but it reacts on others in the same group of workmen, who will want to imitate anyone who is "getting away with something." This results in a lowering of efficiency and reduction of production. In addition there are the costs of the claim department and other items, making the conservative estimate of the cost of one case of a malingerer $200. If 10 per cent of employees malinger, the cost to an industry of 2,000 men is $40,000. The detection and eradication of malingering, Dr. Fisher points out, is therefore one method of reducing the high cost of living.

Surgeon Must Be Able to Detect Fakers

This task is laid largely on the surgeon in industry. Every case of apparent laziness is not necessarily malingering. Complaints of subjective symptoms make a good case for the neurologist, and every industrial surgeon should have neurological training. If careless in his termination of disability the surgeon may do an injustice to the man. He may have a stronger body in the future if he is allowed to rest and recuperate now, instead of being forced to plunge back into the industrial whirlpool at once. On the other hand, the surgeon must be able to detect the fakir. Dr. Fisher urges that the detection of malingerers is a science which should be left to doctors in executive session, instead of to a surgeon who is overworked with other routine duties. There are schools supported solely by their success in helping their clients to fool the medical examiners by the simulation of injuries. One liabilitant has bragged that he had three houses worth $30,000 which, he said, he had acquired by faked claims. Postgraduate courses should be given the industrial surgeon in the detecting of this species of parasite.

Although wages are now higher than ever before, and working conditions better, which would presumably lead to a decrease in malingering, Dr. Fisher points out that it has been on an increase instead. For this he assigns two reasons. There has been actual encouragement to defraud. High pressure during the war period has led to a carelessness in the detection of malingerer; to this add lack of time on the part of examining doctors to study the cases and the general unrest due to easy money.

The second reason given is the legal reconstruction and education. Each State continues to attempt to perfect its laws and to give the workman a better understanding of his rights under the workmen's compensation acts. For example, the reduction of the waiting period in 27 States has resulted in an increase of 50 per cent in compensable cases. This gives a proportionate increase in opportunities for malingering.

To meet the problem of the malingerer Dr. Fisher concludes that we need the co-operation of the industrial surgeon, the employer, the honest employee, the industrial accident boards and society.

Elimination of the malingerer, he says, will give "increased benefits to workmen without increased cost to the employer and return to productive industry those who have fought a good fight and kept the faith. The slackers have no place in society. They have no right to attempt to lower the morals of the ninety and nine or to take from the families of the worthy in order to feed the unworthy."

Telephone Canal 5632-5633 Cable Address "Gloria," New York
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Nor was the building plan a haphazard one. The best brains were employed, the greatest architects of modern business called into consultation in order that the completed edifice might be the best in the world.

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DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
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EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO STOCKS COMPARED, FROM JAN. 1, TO DATE

Interesting table showing the highest and lowest prices of the stocks of companies allied with the tobacco industry since January 1.

Stocks.	Highest. Since Jan. 1.		Lowest. Since Jan. 1	
American Snuff	Jan. 5	115¾	Feb. 13	86
American Snuff Pfd.	Jan. 13	85	Apl. 29	80
American Sumatra Tobacco Co.	Mar. 22	106¾	Feb. 13	77
America Sumatra Tobacco Pfd.	Apr. 12	105	Feb. 16	84
American Tobacco Co.	Jan. 5	283	May 20	209
American Tobacco Co. Pfd.	Jan. 7	97¾	May 29	85¼
American Tobacco Co. B.	Jun. 29	210	Jun. 29	210
American Can Co.	Jan. 3	61¾	May 24	35½
American Can Co. Pfd.	Jan. 2	101	Jun. 28	88⅝
Consolidated Cigars	Mar. 22	70½	Feb. 10	55½
Consolidated Cigars Pfd.	Apr. 1	83½	Feb. 13	76¼
General Cigar	Jan. 3	75⅜	Feb. 11	58½
General Cigar Pfd	Jan. 6	100	Mar. 11	98
General Cigars Debt Pfd.	Jan. 5	94¾	May 25	79¼
Liggett & Myers	Jan. 10	207	Jun. 15	144¾
Liggett & Myers Pfd.	Jan. 8	110½	Jun. 21	99
Liggett & Myers B	Apr. 30	155¼	Jun. 7	140
Lorillard Tobacco Co.	Jan. 2	183¾	May 19	131¾
Lorillard Tob Co. Pfd.	Jan. 8	110½	July 9	100
Tobacco Products Corp.	Jan. 3	95½	Mar. 20	60⅛
Tobacco Products Corp. Pfd.	Jan. 7	106	May 12	85
United Cigar Stores	Jun. 4	136¼	Mar. 16	130
United Cigar Stores Pfd.	Jan. 13	111½	Feb. 16	109
United Retail Stores	Jan. 3	96½	Feb. 13	64

Tobacco, Cigars, Cigarettes and Cigarette Paper Arriving in U. S.

CIGARS FROM CUBA.

Per S. S. Morro Castle. Arr. July 3.
Consignees:

New York—	Cases
Acker, Merrall & Condit Co.	32
B. Wasserman & Co.	9
United Cigar Stores Co.	27
G. W. Faber & Co.	25
Charles & Co.	2
Duncan & Moorhead	4
Park & Tilford	65
G. S. Nicholas & Co.	6
A. J. Billin & Co.	5
T. D. Downing & Co.	1
W. J. Chubb	1
R. E. Lane	6
N. Y. & Cuba Mail S. S. Co.	60
American Express Co.	1

LEAF TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. July 3.
Consignees:

New York—	Bales
Palmer & Co.	135
Stern, Mendelsohn Co., Inc.	107
J. Berheim	149
E. Rosenwald & Bros.	75
G. Falk & Bros.	19
M. Schwartz	37
J. J. McCormick	23
S. Ruppin, Inc.	41
	Barrels
Sartorius & Co.	159
S. Ruppin, Inc.	153
M. Lopez & Co.	54
Greenhall Bros.	15
	Packs
Yocum Bros.	30
M. Lopez & Co.	6
J. H. Goetze & Co.	125
Consolidated Cigar Corp.	52
N. Y. & Cuba Mail S. S. Co.	189
Stern, Mendelsohn Co., Inc.	100
E. P. Cordero & Co.	26

FILLER TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. July 3.
Consignees:

New York—	Packs
General Cigar Co.	157
Garcia & Vega	44
American Cigar Co.	66
J. J. McCormick	44
R. Landfield & Co.	15
Kaiser & Boasberg	76
	Bales
S. Rossin & Sons	104
General Cigar Co.	157
	Barrels
J. J. McCormick	44
J. Holzman	10
Hinsdale, Smith & Co.	72
Breslin & Campbell	83

STRIPPED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. July 3.
Consignees:

New York—	Barrels
E. Ellinger & Co.	35
Stern, Mendelsohn Co., Inc.	85
	Packs
J. Bernheim	89
Stern, Mendelsohn Co., Inc.	85

STEMMED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. July 3.
Consignees:

New York—	Barrels
Krauss & Co.	50

SCRAP TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. July 3.
Consignees:

New York—	Packs
General Cigar Co.	61
M. Schwartz	5
S. Rossin & Sons	5
C. D. Stone & Co.	10
	Barrels
Sartorius & Co.	116
Hinsdale, Smith & Co.	10
N. Y. & Cuba Mail S. S. Co.	10

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.
Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE
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H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

Herbert Tareyton London Smoking Mixture

"There's Something About It You'll Like"

Falk Tobacco Co., Inc.

New York, Richmond, London

LEAF TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived July 7.
Consignees:

New York—	Barrels
J. Cohn & Co.	150
H. Duys & Co.	75
Selgas & Co.	60
Stern, Mendelsohn Co., Inc.	280
A. Gutierrez	40
Total	605

Per S. S. Caracas. Arrived July 9.
Consignees:

New York—	Barrels
J. Cohn & Co.	100
Selgas & Co.	60
H. Duys & Co.	75
Total	235

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived June 9.
Consignees:

New York—	Barrels
Order	30
Durlach	150
M. A. Sola & Co.	101
Lanza, Rucalido	15
E. Rosenwald & Bro.	300
Rosenstadt & Waller	109
Cullman Bros.	58
M. Gans & Sons	86
Hamburger Bros.	82
Stern, Mendelsohn Co., Inc.	5
Amer. Sumatra Tob. Co.	150
Bowering & Co.	50
Total	1,076

Per S. S. Cornelia. Arrived July 9.
Consignees:

New York—	Barrels
A. Philippi & Co.	20

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived July 9.
Consignees:

New York—	Barrels
M. Alvarez & Co.	100
L. Hirsch	140
Total	240

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived July 9.
Consignees:

New York—	Bales
J. Cohn & Co.	30
Durlach Bros.	2
Cullman Bros.	12
M. Gans & Co.	18
Hamburger Bros.	8
Alvarez & Co.	3
Order	5
Stern, Mendelsohn Co., Inc.	29
Bowering & Co.	5
Total	112

TOBACCO FROM PORTO PLATA.

Per S. S. Dorothy. Arrived July 8.
Consignees:

New York—	Scroons
W. Schall & Co.	114

Per S. S. Algonquin. Arrived July 9.
Consignees:

New York—	Bales
International Planters Corp.	5
Nuess, Hesslein & Co.	1
Tropical Tob. Co.	257
	Scroons
Selgas & Co.	1,199
Tropical Tob. Co.	57
	Packs
Tropical Tob. Co.	53

TOBACCO FROM TRIESTE,

Per S. S. Belvedere. Arrived July 8.
Consignees:

New York—	Cases
Stephano Bros.	157

TOBACCO FROM ALEXANDRIA.

Per S. S. Putman. Arrived July 11.
Consignees:

New York—	Cases
Universal Leaf Tob. Co.	1
	Barrels
Universal Tobacco Co.	1
Order	138

CIGARS FROM KINGSTON,

Per S. S. Carrillo. Arrived —— —.
Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	20

TOBACCO FROM CARTAGENA.

Per S. S. Lake Gilboa. Arr. July 9.
Consignees:

New York—	Bales
F. & E. Cranz	1,536
Equitable Trust Co.	620

TOBACCO FROM BAHIA, BRAZIL.

Per S. S. Frankmere. Arrived July 1.
Consignees:

New York—	Bales
T. Odekoven	28

CIGARS FROM ENGLAND.

Per S. S. Belgic. Arrived July 2.
Consignees:

New York—	Cases
Brit. American Tob. Co.	8

Per S. S. Minnehalda. Arr. July 7.

A. Frankau & Co.	2

TOBACCO FROM ENGLAND.

Per S. S. Belgic. Arrived July 2.
Consignees:

New York—	Cases
A. Novotny & Son.	2

Per S. S. Minnehalda. Arr. July 7.
Consignees:

New York—	
Tobias & Co.	1
United Cigar Stores Co.	2

CIGARETTES FROM HAMILTON

Per S. S. Fort Hamilton. Arr. July 8.
Consignees:

New York—	Cases
E. A. Condax & Co.	2

Per S. S. Anglo Chilian from London. Arrived July 10.

Globe Shipping Co., 1 case briar pipes, 1 case pipes, 1 case tobacco; order, 5 cases smokers' requisites, 3 cases cigarettes.

Per S. S. Imperator from Southampton. Arrived July 12.

United Cigar Stores, 1 case pipes, 1 case cigarette tubes.

TOBACCO FROM LIVERPOOL

Per S. S. K. A. Victoria. Arr. July 12

British-Amer. Tobacco Co.	22

TOBACCO FROM ROTTERDAM

Per S. S. E. Luckenbach. Arr. July 12

American Bluefriesveem	73
New England Forwarding Co.	1

CIGARETTE PAPER IMPORTS

For Week Ending July 10, New York.

Consignee and Steamer	Cases
American Tobacco Co., La Lorraine	164
C. Drucklieb, La Lorraine	10
Tobacco Products Corp., La Lorraine	43
P. J. Schweitzer, Mexico	94
American Tobacco Co., La Touraine	54
Rose & Frank, La Touraine	106
Liggett & Myers Tobacco Co., La Touraine	22
Huttlinger & Struller, Vaarle	83

Classified Advertisements

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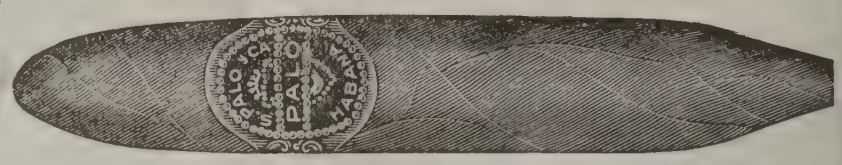

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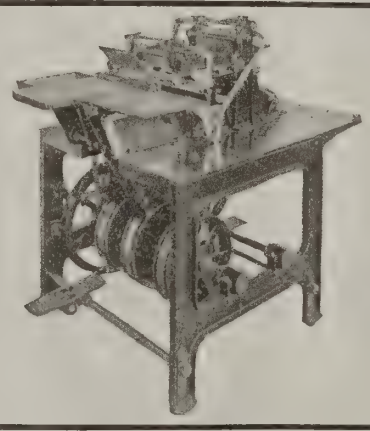

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TOBACCO

ESTABLISHED 1886

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Seven Million Dollars a Conservative Estimate

Of What Farmers in Florida and Georgia Will Get for Shade-Grown Tobacco Raised on Less Than 5,000 Acres—Color Texture and Burn Notably Good—A High Percentage of "Prime Lights" Promised—Very Evident Is the Fact That Florida Shade Grown Is Highly Appreciated—Important Business Concentrated at Quincy—Some of the World's Finest Examples of Tobacco Culture—To Grow Tobacco Successfully Requires More Than Land, Money and Labor.

QUINCY, Fla., July 16.—As yet, perhaps, in Florida and Georgia, it is too early to say, with assurance of accuracy, just what the 1920 yield of cigar leaf tobacco will be. But safely and conservatively, the statement may be made that, both in quantity and quality the crop will be notably good.

In the two states, the harvest this year comprises upwards of 4,500 acres of shade grown and about 1,500 acres of sun grown tobacco.

Though some farmers have expectations of obtaining 1,500 pounds, or more, of shade-grown tobacco per acre from portions of favored fields, there are other places where the yield may be only 1,100 pounds of leaf per acre. In the opinion of experienced tobacco men, the crop will average from 1,200 to 1,250 pounds per acre.

Earlier in the season some farmers contracted to sell their crops of shade grown at the rate of $1.10 per pound. Later, purchases at $1.20 per pound were reported. This week, for certain good crops, $1.35 per pound was offered. But the farmers refused to sell.

To the growers, the 1920 crop of Florida and Georgia shade-grown tobacco may be worth more than $7,000,000. The yield of sun-grown tobacco is estimated to be about 900 pounds per acre. In Florida and Georgia, the "sun" cigar leaf tobacco produced in 1920 will be worth more than $500,000 to the growers.

In this section, the tobacco crop this year was planted a little later than usual. A dry spell, for a while, retarded the growth of the tobacco that otherwise would have been the best. But heavy showers and hot sunshine in July has caused the late planted tobacco to develop wonderfully.

And, since the harvest began, the weather has been just what was desired to cure the tobacco in the barns.

Of the shade-grown, from 60 to 70 per cent will be light tobacco. The percentage of "prime lights" will be unusually high. And "green lights" predominate. The crop generally is very clean and sound. There is especial elasticity in the silky texture of the leaves. The burn is excellent; in fact, in every respect the 1920 crop promises to be particularly good. Because of prevailing conditions and the undeniably fine quality of the leaf this year, it is predicted that some fancy lots of the Florida crop may be sold as high as $5 per pound.

The tobacco that is coming now from the barns to the packing houses has quality that justifies the assurance that Florida shade-grown, henceforth, will be held in higher regard. It is tobacco that attests merit. It is leaf that will not suffer by comparison.

Very evident is the fact that Florida shade-grown is more highly appreciated to-day. And the reason why men now acknowledge its desirability is equally plain. No tobacco can show, uniformly such a wealth of light colors. The life and stretchiness of the leaf allows the cigar manufacturer to use it to great advantage. A pound and a half of fine Florida combination shade-grown wrappers will suffice to wrap a thousand cigars. And, concerning the burn of Florida tobacco now, no fault will be found.

In Florida and Georgia there is plenty of land well adapted to the production of shade-grown tobacco. And, in the entire domain of tobacco culture, it would be hard indeed to show efforts more successful than those associated with the production of combination shade-grown.

Results have been secured largely because a number of indefatigable, practical, competent and experienced men have made tobacco culture here their life work.

Tobacco growing in Florida requires more than the investment of money and the employment of labor. Success largely is dependent on incessant attention and intelligent direction. Because men have worked and experimented, applying themselves diligently to their appointed tasks for years, proper methods of tobacco culture have been evolved. Many most perplexing problems had to be solved. For instance, the trouble aforetime about the burn of the tobacco now is averted. Trials, studies, experiments and tests have demonstrated that a good burn is practically assured if precisely the right fertilizer is applied to the land.

From the time the tobacco is planted until the last leaf is harvested, the farmer has to fight a continued battle with bugs and worms. Yet, because the tobacco received watchful care, the leaves now hanging in the barns are remarkably free from worm holes.

Of the 35 packing houses for cigar leaf tobacco in Florida and Georgia, the American Sumatra Tobacco Co. has 13. By growth or purchase the American Sumatra Tobacco Co. now has two-thirds of the Florida and Georgia 1920 crop of shade-grown.

Other important growers and packers are:

Max Wedeles Tobacco Co.
"D. A. Shaw, special."
Effangee Tobacco Co.
Embry Tobacco Co.
Arthur Corry & Co.
J. & O. Altschul.
C. R. Shaw.
Jacob Weil.
Florida Tobacco & Commission Co.
Douglas, Carmichael & Malone.
Lloyd & Allen Tobacco Co.
Planters Sumatra Co.
M. L. Floyd.
Porro Tobacco Co.

All of the above have offices and packing houses in or near Quincy, Fla. Others of note are:

Lester Friedman, Bainbridge, Ga.
Columbus Tobacco Co., Hardaway, Fla.
Southern Sumatra Co., Bingen, Ga.

The Gofla Sumatra Co., the Growers Tobacco Co., the Producers & Packing Co. and J. M. Oliver, of Quincy, are prominent buyers and handlers of shade-grown.

The P. Lorillard Co., which was a very large buyer of Florida shade-grown tobacco this year, will have its purchases packed in Quincy under the supervision of W. M. Corry.

Practically the entire Florida-Georgia crop of sun-grown cigar leaf tobacco, this year, was purchased by the American Sumatra Tobacco Co. and the American Cigar Co.

The American Cigar Co. has its own packing houses here.

SUMATRA PRICES STILL HIGH AT AMSTERDAM

(Special Cable to TOBACCO.)

AMSTERDAM, Holland, July 17.—Sumatra, suitable for American market, still higher. Prices up to 1280 Dutch cents. There were 4,100 bales sold.

Important American and Canadian buyers were:

H. Duys & Co., Inc., New York	1,510	Bales
American Cigar Co., New York	767	"
Cullman Bros., New York	743	"
Yocum Bros., Reading, Pa. / Pretzfeld & Co., New York — Combined	578	"
H. Fendrich, Evansville, Ind.	306	"
Andrew Wilson, Toronto, Ont.	168	"
Hinsdale, Smith & Co., New York	72	"

Tampa Cigar Factories to Maintain "Open Shop"

Make Statement to Public—Denial of Reduction in Wages Reiterated—Proposed Changes Were for Mutual Benefit—Wages Paid Equal to Those in Other Cities—Returned Workers Have Been Insulted and Assaulted—Autocracy of Selectors and Packers—No Foundation for Rumors Regarding Settlement—No Intention to Abolish Equalization Committee—To Correct Abuses—Will Not Give Over Management—Factories Are Open and Will Remain Open.

TAMPA, July 17.—The Tampa Cigar Manufacturers' Association has issued the following statement:

To the Citizens of Tampa: While the guiding policy of the Tampa Cigar Manufacturers' Association during the present labor controversy has been one that excluded appeals for public sympathy through the medium of the daily press, and our attitude in disposing of the many false and malicious statements emanating from the union headquarters has so far been one of dignified restraint, we cannot but realize that in view of the reopening of our factories and the announced desire of many of the intelligent workers to resume their places as wage earners in this community, some sort of statement is now due from us, to offset the possible effects of poisonous propaganda being persistently circulated among our working classes.

Particular stress is being laid by the strike leaders on the fact that resumption of work is the forerunner of reduction in wages and that employees of every department in the factories will suffer this penalty if they now desert the "closed shop" standard which they have waved so vigorously these last few months.

No arguments are necessary to refute this statement, and we only need refer to the resolutions adopted by us on April 17 of the present year, which have been printed in the papers several times.

Were Made for Mutual Benefit

Any proposed changes in the operation of our factories as outlined therein were made for the mutual benefit of the manufacturers and working men collectively and to preclude the possibility of one or more groups of workers restraining others in their efforts to gain a livelihood.

It will doubtless be maintained by the union leaders that our resolution specifically calls for a reduction in the wages of selectors, and while we do not deny having eliminated from our factories a working method as regards the selecting departments that embodies payment by piece work instead of weekly wages, as has been customary since the inception

of the cigar industry, we do maintain that the scale of wages for selectors as set forth by our resolutions of April 17 shows increases of from 30 to 40 per cent over the corresponding wages paid in this department during 1918, a greater percentage of increase than that gained by any other class of workers during the corresponding period.

We further maintain, that on an average the wages paid by the Tampa cigar manufacturers are about the scales paid by manufacturers in any city in this or any other country. The truth of this claim is made evident and tacitly admitted by the strikers by the fact that no question of wages is involved in the controversy. This is a fact that the public should always keep well in mind.

The manufacturers have been misrepresented and the mass of the working people have been victimized and deluded by an insidious propaganda, intended to cloud the real issue and arouse prejudice. The men and women who have returned to work are being subjected to the vilest insults and to every species of aggravation and humiliation that can be devised. These people who are seeking to earn an honest living for themselves and for those dependent upon them have even been denied food in public places, assaults have been committed and open threats have been made that they will be assassinated if they continue at work. Witnessing the treatment to which those who have had the courage to return to work have been subjected many others who desire to earn the good wages awaiting them in the factories are deterred.

Puts It Up to Selectors and Packers

The crux of this controversy today is the effort of the selectors and packers to maintain the autocracy which they have enjoyed for many years. There are about 600 of these people and they have virtually had the manufacturers by the throat, have exacted any demands they saw fit to make and have prevented the expansion of the industry. The manufacturers are opening this work to women, and already quite a number have come here from other cities, attracted by the good wages offered, and we have assurances that as many more as we need will come. Under the old system apprentices were virtually prohibited in the packing room. There has been a shortage of packers and selectors here for years. Several of the large factories were forced to close for several weeks during the latter part of last year because there were not enough packers available to pack the cigars made. A tremendous volume of business was lost to the Tampa manufacturers on this account. We propose now to open the factories to apprentices and pay these apprentices good wages while they are learning the business.

No Truth in Talk of Settlement

In order to correct the erroneous impression caused by a rumor circulated to the effect that the factories will again close their doors Saturday, July 17, discharging all their present help in order to reopen again on Monday, July 19, after having effected a settlement of the present difficulties with the local unions, the cigar manufacturers desire to state emphatically that there is no foundation in fact to such rumors and that on the contrary we are determined to adhere to the policy of strictly open shop in its broadest conception as published.

We also desire to deny most emphatically that there is any truth in the statement persistently circulated with malicious intent to the effect that the cigar manufacturers intend to abolish the equalization committee as granted to the cigarmakers of Tampa immediately after the settlement of the strike of 1910, generally known amongst cigar factory employees as the seven months' strike. On the contrary, the cigar manufacturers propose to perfect the system by correcting the abuses instilled into it during the last few years, whereby it seemed to have become the exclusive patrimony of the international union and place its supervision back in the hands of the Tampa cigarmakers at large, regardless of union affiliations, as originally intended.

Industry Is In Jeopardy

The manufacturers feel that all who have material interests in the city are concerned in this struggle, and they therefore conceive it to be their duty to place the facts before the people in order that they may realize that this great industry which has been such a powerful factor in the development of the city, is in jeopardy.

The manufacturers are irrevocably resolved that they will never recede from the position which they have taken—that they will never deliver the management of the factories to the international union.

We are suffering, thousands of our former employees are suffering, and the community as a whole is being injured by the continuance of this struggle. These facts we deeply deplore, but we are firm in the conviction that to surrender the principle which we have enunciated would mean the destruction of the business. The factories are open and will remain open, good wages and pleasant working conditions are offered, and this is the basis—and the only basis—on which a settlement will be made, whether it comes next week or a year hence.

The Cigar Manufacturers' Association of Tampa. By the Executive Committee.

Tobacco Crops Around Reidsville

Crop conditions are very favorable so far in nearly every section of the county. A few localities need rain, but the larger part of the county has had plenty of moisture. The corn crop is exceptionally good. The tobacco crop, with few exceptions, is doing well and indications are that a goodly proportion will be of fine quality. The recent hot spell was very beneficial to the weed. Wheat threshing is now under way and the crop is turning out very well indeed.—*Reidsville (N. C.) Review.*

50 Million 5ct. Cigars

We now have a surplus of 50 Million Good 5 ct. Cigars per year packed under the BASTON GRANDE, WASHINGTON'S AMERICAN HAND MADE, and SAFETY FIRST BRANDS. These brands are tremendous sellers with many of America's largest cigar distributors.

We expect to sell this entire quantity of 5 ct. CIGARS at once and we are now BOOKING WEEKLY ORDERS.

WRITE AT ONCE TO

THE HAYNIE SYSTEM

Room 605 Commercial Building ST. LOUIS, MO.

W. W. HAYNIE, Director.

Work for Bright Colored Tobacco

By E. C. Westbrook, Tobacco Specialist, State College of Agriculture, Athens, Ga.

The harvest season is here! Quite a large amount of tobacco has been cured and will be ready to sell when the markets open July 20. Every man who has tobacco has his ear to the ground eagerly listening for information on what tobacco is going to sell for this season. As usual, the powers that be in tobaccodom are very timid about handing out advanced information.

The Georgia weed shows quality, and if the weather man will be kind to us through July and August, the buyers will have little excuse for not paying the growers a good price for their tobacco. Most Georgia tobacco growers went to school last year. The tobacco that we have seen cured this season showed that they learned their lessons well.

The redrying and stemming plants at Douglas, Tifton and Fitzgerald are being pushed rapidly toward completion. Valdosta will probably be the only new market this season. A large brick warehouse has just been completed and Valdosta is planning to sell her share of tobacco.

Georgia has only about two-thirds as many acres in tobacco as she had last year, but if proper care is used in harvesting and curing almost as many pounds should be produced as last year. South Carolina has only about 60 per cent of the acreage she had last year. North Carolina has increased her tobacco acreage only slightly, if any. Shortage of labor has kept down the increase of acreage in most sections. Therefore, an over-production hardly seems possible this year.

A few years ago the market required tobacco with a great deal of weight and body. The color, while of some importance, was only of minor consideration. Requirements of the tobacco trade have changed. Although of still some importance, body is decidedly secondary to color. Color is the main requirement. Therefore, the Georgia tobacco growers should make special efforts to obtain the type of tobacco that is in greatest demand and therefore the type that commands the highest prices. To obtain tobacco that is bright colored it must be harvested when ripe, not when green nor over-ripe. In curing, tobacco should be given planty of time to color up before the higher temperatures are reached in the barn.

Tobacco of good color and quality cannot be obtained if the suckers are allowed to grow. If the tobacco is topped too low, the leaves have the tendency to grow large and are dark and will not cure a bright color.

Tobacco improves a great deal in color if it is bulked down for at least 10 days after it is taken down out of the curing barn.

The insect experts say that the horn worm will be unusually numerous in July and August. Arsenate of lead is the most approved and satisfactory remedy for horn worm. It is applied with a dust blower at the rate of 4 to 5 pounds per acre. Calcium arsenate, when applied according to Government specification, may be used at the same rate.

It is impossible to tell what prices will be, but if the raw tobacco keeps pace with the manufactured product, it should sell for a good price. Farmers should fight against low prices. It has cost more to raise tobacco this year than last year. All of the big tobacco companies have declared big dividends for the past year. It seems only fair that the farmers should have a just share of the profits.

At the annual June meeting of the U. S. Tobacco Association in Atlantic City on June 17 to 19, it was agreed that the outlook for this year was good, as the foreign trade will take care of all surplus tobacco for this year. Most of the tobacco men predict that there will not be much demand for the common grades. Good tobacco should sell for a good price. It is hard to foretell how the common will sell.

The last two tobacco crops have been bumper crops, but the demand has taken care of this tobacco so far. In 1919 the United States produced something like 1,400,000,000 pounds of leaf tobacco. Of this, 700,000,000 lbs. was consumed in this country and the balance of 700,000,000 lbs. was left for export. The exports for last year were about 775,000,000 lbs., as follows: Belgium, 48,000; Denmark, 19,000,000; France, 81,000,000; Italy, 43,000,000; Netherlands, 63,000,000; Norway, 10,000,000; Portugal, 7,000,000; Spain, 24,000,000; Sweden, 12,000,000; Switzerland, 14,000,000; England, 338,000,000, and other countries 75,000,000.

Savannah Has Factory Census

SAVANNAH, Ga., July 18.—The Board of Trade has just finished a census of manufacturing plants in the city. The list includes approximately 150 plants.

Included in the list are these:

Cigars: Chas. J. Martini, Lee Moy Myers Company, Geo. A. Pellettiers, S. Roffe.

HOLD ANNUAL MEETING

Connecticut Valley Tobacco Growers Have First Annual Election of Officers

HARTFORD, July 19.—The Connecticut Valley Tobacco Growers, Inc., held their annual meeting July 17 in Hartford. The general manager, G. Fred Pelissier, reported that over $300,000 worth of tobacco has been sold at prices satisfactory to all concerned. Mr. Pelissier also reported that most of the 1919 crop had now been disposed of and plans were under way for the disposal of the 1920 crop.

The president, Charles F. Ward, of Broad Brook, presided, and reports from the officers were heard. This organization, which is the central selling agency for eight local tobacco organizations, has been in existence for only one year, but during this time, as shown by the secretary's and treasurer's reports, progress has been made. During the past year about 700 acres of tobacco have been handled by the manager, Mr. Pelissier, through the office at 241 State street, Hartford. Next year it is expected that over 2,000 acres of tobacco will be sold through this office, and plans are now being made to care for this increased business.

The Connecticut Valley Tobacco Growers, Inc., have secured a new and larger office at 447 State street, Hartford, which they will occupy in the near future. Plans are now in progress to secure the services of two competent and experienced men to handle the business of this organization, which will be nearly three times as great during the coming year. The tobacco handled by this central selling agency is sorted and packed by the various tobacco growers' associations located in the Connecticut Valley. In order to secure better selling facilities, these local associations pool their output and sell through the Connecticut Valley Tobacco Growers, Inc. This organization is a strictly co-operative growers' association which aims to furnish an honest quality of goods at a reasonable price. It is expected that next year a considerable proportion of this tobacco will be sold directly to manufacturers, and already a good trade has been started and repeat orders will certainly be received.

The new officers elected were: President, C. F. Ward, Broad Brook; vice-president, J. H. Lee, Westfield, Mass.; secretary, H. L. Hamilton, Ellington; treasurer, A. H. Brown, Windsor; executive committee, H. P. Hinckley, Agawam, Mass.; A. H. Brown, Windsor, J. G. Cook, Hadley, Mass.

Cigar Output at Greensboro, N. C., 90,550,000

Nine Large Factories Are Likely to Produce One Hundred Millions During Current Year—1,149 Employees—Payrolls Amount to $710,000—Popular Brands Turned Out—Industry Has Made Marvelous Growth—All Factories Are Flourishing—Contributing Causes.

GREENSBORO, N. C., July 19.—Greensboro manufactures annually 90,550,000 cigars, according to statistics made available by the chamber of commerce of this city, and it is thought that the 1920 output will perhaps reach the 100,000,000 mark.

These cigars are manufactured by the nine factories located in the city, which together employ 1,149 persons. The value of the cigars, according to the chamber of commerce statistics, is $3,670,000.

The payroll of the factories, which furnishes a very comfortable livelihood for the 1,149 workers, is $710,000. The names of the nine factories operating here are as follows:

W. F. Clegg Cigar Company, El-Rees-So Cigar Company, King-Ferree Company, Lang Cigar Company, Seidenberg and Company, Guilford Cigar Company, Carolina Cigar Company, W. K. Gresh and Son and Bobrow Brothers, Inc.

Just how Greensboro ranks with other cigar-making cities in the country is not known, but this city has long been considered one of the leaders; it was so considered before several of the factories now here were established. It can safely be said that Greensboro is right along with Tampa, Baltimore and Key West in this industry, and away ahead of some cities which lay claim to being leaders in cigarmaking.

The brands made here are all popular and are distributed widely; the far-off Pacific coast is supplied from the Greensboro output. This distribution will be still wider when some of the plants carry out their plans to enlarge.

The two oldest factories in Greensboro are Seidenberg & Co, which is a branch of the American Cigar Company, and the W. F. Clegg Cigar Company. The most recently established are Bobrow Brothers, Inc., one of the largest in the city, and the Guilford Cigar Company.

The growth of the industry in Greensboro has been nothing short of marvelous, starting as it did at next to nothing, and rising to its present commanding position. The city's location as a distributing point, its railroad facilities, and its nearness to the source of tobacco supply have had much to do with this rapid growth. All of the factories are in a flourishing condition and working at full capacity, some finding it so difficult to meet the demand for their brands that they contemplate adding more machinery and employing more people in the very near future.

The Chamber of Commerce is getting statistics on the output of all classes of industries in Greensboro, and intends to announce the total figures for each as soon as they have been compiled. Officials of the chamber predict that these figures will prove as surprising as those given for the cigar business. And, like the cigar figures, they will prove to the world that the Gate City is at the forefront of southern cities as a manufacturing center, say the Chamber of Commerce officials.

UNITED'S GRAND OUTING

Big Event Scheduled to Take Place at Bear Mountain, July 24

The First Annual Outing of the general office force of the United Cigar Stores Company, and the office employees of its allied offices, is scheduled to take place at Bear Mountain, Saturday, July 24.

The United office forces, which will include the United Retail Stores Corp., the United Profit Sharing, and the United Bush Terminal, in full fellowship with the United Cigar Stores officers, will all head for the pleasure park early Saturday morning.

The outing trip will be made by boat, which will leave from Pier "A," North River, (rain or shine), at 8.15 A. M., sharp, and from Recreation Pier, foot of West 129th Street, New York, at 9 A. M., sharp. The good ship will promptly set sail for the famous play grounds up the Hudson. A sumptuous dinner will be served at the Park, and splendid program will be carried out. Hugh C. Gambel is chairman of the Committee of Arrangements, and W. H. Kellogg, is the secretary. Various games and sports will be indulged in on this festive occasion. The fourteen hundred members of the several office forces are expected to be there and have a downright good time.

Advertising is not primarily the science of making a noise, but is rather the science of giving just the right amount of aid in the distribution of the right amount of goods.

B. N. Duke Improving

B. N. Duke, who retired from active business about a year ago and has since been in poor health, is spending a lengthy sojourn at the shore. He has been under treatment by some of the most eminent physicians of the country, including the Mayo brothers, of Rochester, Minn., and Dr. Dercum, who was called in consultation for the treatment of President Wilson, and under their administration he is winning his way back to health.

Mr. Duke's hobby is the personal supervision of his estates in Florida and Durham, N. C. He has become an expert in botany through this work. With him at the shore is Mrs. Duke, Angier B. Duke, their son, and Mr. and Mrs. A. J. Drexel Biddle, Jr., their daughter and son-in-law. They expect to remain at the Ambassador for the season.—*Atlantic City (N. J.) Gazette.*

Mallory Line to Resume

The Malloy Steamship Line will resume weekly steamship service between New York and Key West and Galveston, with the sailing of the steamship *Comas,* on July 24.

The rates at which this service will be rendered are materially lower than the all rail rates.

Registered Names

The Universal Leaf Tobacco Co., of New York, has registered the following names with the Tobacco Merchants Association Bureau, at No. 5 Beekman street, N. Y.; all names registered are those of Leaf tobacco only, viz.: Elk, Big Chief, Leo, Dot, Ivy, Owl, Bom and Hum.

NORWAY

Norwegian Manufacturers of Oriental Cigarettes (Joint Stock Company) desirous of undertaking, besides, the sale of American Plug and Smoking Tobacco and Virginia Cigarettes; invite correspondence with first class Producers. Please apply with full particulars to

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At Present For Immediate Delivery Now in Bond

9,500 Bobbins, Egyptian Verge, 20 gr, 30 m/m, 3120 m

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RICHMOND'S GREAT TRADE

Virginia's Capital City Sends Tobacco Products All Over the World.

The city of Richmond, Virginia, has grown in three decades from a "business town" of 40,000 people to an important transportation center of 175,000, and soon will become one of the most important manufacturing cities in the South, according to Frank S. Woodson of Richmond, writing in the *Old Colony Magazine,* the official publication of the Old Colony Club of New York, on "Some High Lights of Richmond—The City's Importance as a Transportation Center Makes Its Future Growth Secure."

"About twenty-five years ago," says Mr. Woodson, "Richmond quit trying to live in the past and on ancient history, and from that time it has been a hustling, progressive city.

"Richmond has grown with the past three decades from a really good business town of about 40,000 inhabitants to the 'Greater Richmond' of about 175,000 population, and it is still growing.

"No detailed account of its vast industries, its immense jobbing business, its tremendous banking business or the enormous territory it serves can be given in this article, but a few condensed notes along these lines may prove of interest. Richmond has about $42,000,000 invested in manufacturing enterprises, and the products of its factories are sold all over the United States, but especially in the South. Fully 40 per cent of its working population engage in manufacturing and mechanical affairs. The products of its manufacturing plants cover every conceivable thing from toothpicks and baseball bats to automobiles.

"Financially, Richmond claims to be stronger than any Southern city except New Orleans, and bank clearings exceed both Louisville, Ky., and Atlanta, Ga. The combined resources of its forty-odd banks, eight of which are large national banks, amount to over $180,000,000. The combined capital and surplus of these banks are today put down at $23,000,000, deposits $130,000,000, clearings $4,000,000,000.

"Richmond is the seat of the Federal Reserve Bank for the Fifth District. In the fight to obtain this bank, Richmond had to contest with a dozen cities, including Baltimore, and Washington, and won largely on its geographical and strategic position. Naturally capitalists have argued that if Richmond was geographically and strategically the proper place to serve the vast and rich territory included in the Fifth Reserve District, it was logically the proper and best point from which to distribute manufactures and merchandise. The result has been that since the establishment here of the Fifth District Federal Reserve Bank numerous new industries have been located in Richmond and its wholesale trade has been greatly enlarged.

"As a jobbing center, Richmond has long been famous, but formerly its wholesale trade was confined to a part of Virginia and a part of North Carolina. Now its more than 2,000 traveling salesmen invade all of the Southern States as well as some of the Middle West States, and some of them go beyond the Mississippi River, while those who go out from the manufacturing plants have America for their territory, and still others, notably those representing the tobacco, cigar and cigarette factories, take in foreign lands, including China and Japan. All lines are represented in the jobbing business."

North Carolina vs. Kentucky

GREENSBORO, N. C., July 19.—Crops in Guilford County, N. C., have improved remarkably, even though they are still late, after the late winter and discouraging weather conditions during the spring, according to Frank Parker, agricultural statistician, North Carolina Co-operative Crop Reporting Service.

The tobacco crop in the county averages 91 per cent in condition, according to Mr. Parker's report, although the acres are estimated to be 122 per cent of the 1919 crop.

Regarding tobacco, the report says:

"The tobacco crop that put us to the front and brought so much wealth into northern and eastern Carolina, is increased 5 to 6 per cent in acreage with a condition of 80 per cent of a full crop. This means that we have a good crop prospect, and if prices hold up, we will have another high rank in the crop's value. Perhaps we may yet convince Kentucky of the importance of the crop in this State, since we are increasing the last year's acreage, which surpassed hers. The value of last year's sales was certified to by western buyers as aggregating more than those of our rival. Our certified producer's sales amounted to 14,000,000 of pounds more than the production that was officially estimated. A dollar bill last season bought just two pounds of leaf."

Hogshead Leaf Trade

LOUISVILLE, July 17.—The Louisville Tobacco Board of Trade's review for Wednesday follows:

Burley	211 hhds.
Dark	16 hhds.
Total sales	227 hhds.
Original inspections	183 hhds.
Reviews	44 hhds.

First sales Thursday at the Planters-Farmers warehouse.

Wednesday's sales follow:

The Planters-Farmers warehouse sold 62 hhds. of burley at $2.50 to $25 and 18 hhds. of dark at $7 to $13.25.

The Tenth street warehouse sold 20 hhds. of burley at $3 to $55 and 5 dark at $2.50 to $15.75.

Tenth street warehouse sold 20 hhds. of burley at $3 to $55; 6 hhds. of dark at $2.50 to $15.75.

Louisville warehouse sold 30 hhds. of burley at $7 to $59.

Kentucky warehouse sold 91 hhds. of burley at $3.50 to $28; 3 hhds. of dark at $10.75 to $11.50.

Some people learn a helpful lesson readily. But they can never entertain but one idea at a time. Keep all the good lessons you have learned working and you will be a wise man.

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JULY 22, 1920

TOBACCO BUSINESS PROSPEROUS

Tobacco business is prosperous and the outlook promising. Two important favorable factors are at work. One is the increased demand for products and the other is the promise of a bumper tobacco crop.

Business of the leading companies is running from 20% to 25% ahead of last year. While in the early part of last year business was exceptionally poor as result of readjustment to a peace basis, leading manufacturers believe that the gain now being shown will be maintained.

Tobacco manufacturers have had to labor under the handicap of high prices for tobacco, which made production costly and required immense amounts of working capital. The outlook for a big crop has prompted them to feel that the peak has been reached and that whatever changes may come will be of favorable character.

Government July crop report showed that 1,859,700 acres had been planted to tobacco, 97.8% of 1919 acreage. Indicated production, however, was placed at 1,500,000,000 pounds, compared with 1,389,458,000 pounds in 1919, 1,439,071,000 pounds in 1918 and 1,249,276,000 pounds in 1917.

This indicated increase of 110,542,000 pounds is of greater consequence than first glance would indicate. In 1919 excess of exports over imports amounted to 48.9% of the crop and the average farm price was 39 cents. In 1918 excess of exports was 22.2% of the crop and the average farm price was 28 cents while in 1917 the figures were 15.4% and 24 cents respectively. This enormous jump in exports in 1919 was due to purchasing by foreign countries which set in following the armistice. England for instance, which usually carries several years' supply, was in need of raw materials and bought sufficient for two years' requirements. This year England will in all probability purchase only a year's supply and if this condition becomes general exports of unmanufactured tobacco will be greatly reduced.

With prospects of a larger crop and lessened export demand, tobacco men look for lower prices. Raw materials constitute the biggest part of manufacturing cost. In the tobacco industry labor does not represent more than 10% or 11% of production costs.—*Wall Street Journal.*

More money is spent in the United States annually for tobacco than for automobiles, according to statistics gathered by the treasury department. Two billions are spent every year for motor cars and their parts and $2,200,000,000 for tobacco. We spend $1,000,000,000 a year for candy and $50,000,000 for chewing gum.

FEW SEEM TO WANT IT

(*Confessions of an American Dollar*)

Got a bad start again this morning. A stenographer with red lips redder still kissed by a lip stick on the sill gave me to a taxicabber because she got up too late to catch her street car.

The taxicabber fellow took me into a grogless grog shop and handed me over to a melancholia man who hasn't smiled since July 1, 1919, receiving in exchange for my own good self a listless liquid that looked like what it wasn't. The melancholia exponent of a lost art soon tossed me into the hands of a chocolate colored manipulator of mops.

The insulting manner in which I was being thrown around got me all "het up," so much so that I burned the palm of Rastus who hustled me into the clutches of a handsome highwayman who prefers inflated prices to nitroglycerine, Rastus being rewarded with a necktie livid beyond the gorgeousness of a poisoned peacock.

My new owner tripped merrily across the street and gleefully bade me goodbye as he put three big, black, bitter cigars in his pocket. Next I was taken into a cool, marble lined building which appeared to be a convention hall for members of my tribe and where me and my bright, musical brothers appeared to command some respect for I heard a business-like voice saying, "It will cost you 8 per cent for the use of that money."

At last, said I to my goddess of too much liberty, there is some one who still has a little affection for me. But my exaltation was short lived. I felt myself being pushed out of a little window and shoved into a satchel and when next I saw the light of day I was at the elbow of a young woman wearing a scowl, a georgette waist and a diamond about the size of a spendthrift's Adam's apple. She gave me out as change to a man with a cigarette and seven children.

After the show we went into an ice cream parlor where I melted away like a schoolteacher's salary. Then the ice cream man grabbed me out of the till and insisted that I remain with a barber in exchange for a skinem-quick haircut. I made the barber nervous so he passed me along for a jazz smeared phonograph record and the jazz merchant spent me for joyride gas.

When I regained consciousness a young man with a haughty air and wonderful pink silk shirt was giving me to a florist for a pair of pansies. The florist passed me along as rent money to a sharp eyed, genial looking gentleman who actually seemed glad to get me. This sharp eyed boy had an office and I notice that many of his callers come in with Liberty Bonds and go out with varying amounts of cash with which to buy Goodnight Oil Stock, riotous raiment, pickled peanuts and grandstand tickets to the ball game.

TO STOP PAYMENT OF A CHECK

The drawer of a check has the right to countermand its payment at any time before it is paid or delivered to a bona fide holder for value. As almost all business men have occasion to stop payment of checks at some time in their business career, this rule is really more important than it may seem to be.

For instance, a check may be issued and mailed to the payee, and later on the maker of the check may discover that for various reasons the check should not have been sent. Or a check may be lost, stolen or mislaid. Whatever reason there may be for its nonpayment, the maker should notify the bank on which the check is drawn, giving a complete description of the check, and ordering the bank to stop payment on that particular check.

After the bank receives notice to stop payment, and through some error or fault of its own pays the check, the bank may be held liable for the amount thus paid, having no right to charge the amount of the check to the depositor's account.

Some banks, however, avoid liability for their negligence by having the depositor sign a printed form. These printed agreements usually contain a statement to the effect that the depositor agrees not to hold the bank liable should it pay the check on which payment has been stopped. Of course, if the depositor signs such a contract he releases the bank from all liability. It is, therefore, quite important that the depositor be very careful as to the contract he signs when he asks the bank to stop payment on a check.

A case was brought before one of the higher courts quite recently in which the depositor admitted having signed a card on which was printed the usual notice to the bank to stop payment on a check, and also the following agreement:

"The ———— Trust Company will please stop payment of the above-described check. The undersigned agrees to hold ———— Trust Company harmless for said amount and for all expenses and costs incurred by it on account of refusing payment of said check, and further agrees not to hold the ———— Trust Company liable on account of payment contrary to this request if same occur through inadvertence or accident."

At the trial it developed that the bank paid the check after it had received notice to stop payment; also that the maker of the check did not have sufficient funds in the bank to cover the amount of the check. The bank, after paying the check, charged it to the account of the depositor, and then brought suit to collect the amount by which the account was thus overdrawn.

The defendant (maker) claimed that he did not read the agreement on the card which he signed, and that therefore he was not bound by such a contract. But the fact that the defendant did not read the agreement printed on the card did not affect the rights and obligations of the parties. He was assumed to have read the contract and to have assented to its provisions and agreed to be bound by its terms.

"By the great weight of authority the drawer of a check retains the right to countermand its payment at any time before it is paid or is certified and delivered to a bona fide holder for value. In the absence of an express contract limiting its implied obligation to the drawer, the drawee pays at his peril when payment of the check has been stopped. The payee is not an assignee of the fund, and the bank incurs no obligations to him before its acceptance of the check. His rights are against the drawer of the check.

"Two decisive questions are presented: (1) Do the terms of the agreement include negligence (2) Is it illegal for a bank to contract against the negligence of its employes in failing to stop payment of a check after receiving an order to stop its payment? The word 'inadvertence' in the printed agreement embraces the effect of inattention, the result of carelessness, oversight, mistake, etc. The word 'accident' is used in the sense of a happening without the concurrence of the will of the person by whose agency it was caused. It is manifest the quoted words were intended to exonerate the bank from the kind of negligence shown by the record, and we are unable to see anything illegal, or anything opposed to public policy in a stipulation or agreement which relieves a bank so circumstanced from the results of the mere inattention, carelessness or mistakes of its employes." (*Copyright by Ralph H. Butz.*)

Leaf tobacco exports from Bulgaria during the month of March amounted to 1,060,978 kilos, which was valued at 37,542,088 leva.

The Important Tobacco Industry in Ireland

Huge Tobacco Factory in Belfast—Hampered by Poor Shipping Facilities—Enormous Increase in Cost of Leaf Tobacco—Duty $2 Per Pound—Despite Concessions to Encourage Growing in Dominions, Must Look to United States for Supplies—Imports and Exports Compared.

United States Vice Consul George H. Barringer, in a report anent business activities in Ireland,. more especially in the Belfast section, brings out some interesting facts regarding the tobacco industry in the Emerald Isle. The introduction to his report is as follows:

"The principal outstanding feature in 1919 was the quick transition of commerce and industry from government to civil undertakings. In the Belfast consular district during the first three months of the year, shipyards, mills, and factories, were still finishing up war contracts. By midsummer, or scarcely three months following the cessation of most government work in March, 1919, a change to an unparalleled condition of peace-time business, remarkable for its volume and high values, has marked the year as probably the most unique in the entire commercial and industrial history of the district.

"This transitional period from a war to a peace footing in the second quarter of the year was not free, however, from a certain amount of pessimism and anxiety in a number of quarters, as to the general business outlook in the future. It was believed that supplies would increase following the armistice, and that, as a result, prices would fall; that foreign competition, made available by the cessation of hostilities and the re-establishment of sea and land transportation, would have to be reckoned with; and that, above all, the spirit of unrest in the labor world would increase the uncertainty as to future production costs."

A Huge Tobacco Plant

Among other things Vice-Consul Barringer says:

"Aside from its flax -spinning and weaving mills and its shipbuilding and repairing plants, for which Belfast is world-famous, this city has tremendous ropeworks employing over 3,000 factory hands, and a huge tobacco plant that easily excels in size any other in the United Kingdom."

Slow Deliveries Disturb Tobacco Industry

The Vice-Consul further says:

"Like several other important Belfast industries, the local manufacture of tobacco was greatly hampered throughout 1919 by delay in getting goods handled, especially in the case of tobacco-leaf stocks arriving from the United States, due to warehouse congestion in ports in Great Britain. While the supplies of raw leaf tobacco were much more plentiful than in 1918, the cost of this tobacco went up enormously in the last few months of the year, chiefly because of the adverse money exchange, and much higher prices for all classes of manufactured tobacco and cigarettes are predicted early in 1920. The Tobacco Central Board ceased to function early in January, 1918, and the duty on tobacco, which is $2 per pound, has to be paid before the tobacco leaf can be removed from bond. With a view to the encouragement of tobacco growing in the dominions, the government has arranged that in future a concession of one-sixth of the duty is to be made in the case of tobacco grown in the British Empire. In spite of this, however, the Belfast manufacturers know that they must look to the United States tobacco market for the great bulk of their supplies for many years to come."

Tobacco Returned to the U. S.

In the exports from Belfast to the United States during 1918 and 1919 are included the returned American goods, concerning which Mr. Barringer says:

"Returned American goods consisted almost entirely of tobacco valued at $15,925.

The imports into Belfast in 1918 and 1919, compared with 1913, the quantities being given in long tons (2,240 pounds), tobacco and tobacco pipes, are set forth thus:

Articles.	1913. Tons.	1918. Tons.	1919. Tons.
Tobacco—			
Manufactured	601	332	852
Unmanufactured..	3,392	4,049	10,536
Tobacco pipes....	27	11	15

Tobacco exports from Belfast in 1918 and 1919, compared with 1913, the quantities being given in long tons (2,240 pounds), the figures are as here shown.

Articles.	1913. Tons.	1918. Tons.	1919. Tons.
Tobacco—			
Manufactured	3,450	3,187	4,273

Mr. Barringer makes the observation:

"It has been the custom for years to import most American products from Great Britain, but on account of the delay in having such orders filled, sometimes amounting to three months in reported cases, and largely owing to stock shortages and transportation troubles in various parts of the United Kingdom, many importers have readily wished to resort to direct shipments by the New York to Belfast American-operated line. Certainly, if the exchange question were better, the old method of obtaining American goods through distributors in England and Scotland would, to a considerable extent, be done away with; and if custom, which still to a great extent governs the mind of trade in the north of Ireland, should thus be upset and changed, then the expansion of trade in goods from the United States, by direct purchase, should improve steadily."

FINE YIELD EXPECTED

Good Weather Makes Favorable Outlook for Tobacco in Wisconsin

STOUGHTON, Wis., July 16.—No former season has shown better prospects for a good yield of Wisconsin tobacco. Fields are well up everywhere and as far as is known there is no transplanting left to be done. Plants set out late in June will no doubt produce as good a crop as those placed in the early part of the month. Dealers declare that not only tobacco but all other crops are doing fine.

Cut worms and wire worms have done but little damage to the growing weed. There is an occasional field affected, but weather conditions have been such that missing plants have been replaced and the growth will be even, a desirable result always sought by the producer. There will be a good market for Wisconsin binders the next two or three years at least.

Milwaukee cigar factories are still tied up by the strike of the cigarmakers. Neither side shows any willingness to yield. Some of the larger concerns are intimating that they may remove their factories to cities where the labor situation is more favorable to their business than it is in Milwaukee.

Java Tobacco Here in September

During the month of September the house of H. Duys & Co., Inc., will have a large amount of Java tobacco on hand. Reports say that this tobacco is exceptionally good.

HUGO MULLER COMPANY
INCORPORATED
IMPORTERS OF
Sumatra and Java Tobacco
152 WATER ST., NEW YORK

TAMPA'S CIGAR OUTPUT

Effects of Strike Reflected in Reduced Production

TAMPA, July 17.—The June report, issued recently, makes a poor showing, but is much better in some respects than was anticipated. The figures put out, are as follows:

Cigars Manufactured

Month.	1919.	1920
January	30,791,758	37,964,569
February ...	25,192.180	35,007,300
March	33,674,930	45,085,370
April	30,897,036	26,289,575
May	35,937,762	10,812,760
June.....	36,642,311	5,792,310
1st 6 mos..	192,932,322	160,951,912

Customs Collections

Month.	1919.	1920.
January	$61,673.49	$186,926.50
February ...	138,947.90	164,708.41
March	152,345.31	156,412.11
April	112,206.19	103,837.39
May	72,009.78	23,576.73
June	209,105.52	19,711.07
1st 6 mos..	$845,000.19	$655,172.21

Clearing House

Month.	1919.	1920.
January	$7,299,484.27	$11,417,127.98
February ...	7,818,373.53	10,355,976.55
March	8,710,896.64	12,539,362.06
April ....-..	9,110,271.27	11,545,249.63
May	8,885,904.67	12,672,993.77
June	7,419,229.95	10,834,709.05
1st 6 mos..	$49,244,160.33	$69,365,419.04

Internal Revenue

Month	1919.	1920.
January	$169,321.76	$338.305.62
February ...	163,053.56	315.781.70
March	272,451.46	408,360.36
April	164,099.44	224,188.83
May	60,005.99	86,168.86
June	296,889.36	48,599.86
1st 6 mos..	$1,440,599.36	$1,421,405.23

Postoffice Receipts

Month.	1919.	1920.
January	$35,484.47	$51,954.40
February ...	36,445.20	45,000.23
March	45,110.50	56,189.33
April	40,513.45	57,088.46
May	41,009.90	41,185.46
June	35,369.39	41,156.37
1st 6 mos..	$234,123.61	$292,574.25

Fine Prospects in Mississippi

MERIDIAN, Miss., July 17.—With a yield the greatest ever known, preparations are being completed to harvest the enormous tobacco crop in this section of the state. The acreage has been greatly increased this year and with weather conditions ideal for the growing of tobacco, the production is certain to break all records.

FIGHT FOR OPEN SHOP

Seventeen Milwaukee Cigar Firms Unite to Restrain Strikers

MILWAUKEE, July 16.—Milwaukee cigar manufacturers are united in their stand for an open shop, according to Charles Litzky, of the firm bearing his name. He said that the strike of 9,000 cigarmakers at Tampa, Fla., has resulted in the open shop being established there.

Seventeen cigar manufacturers formed an association to carry on the fight, according to Mr. Litzky. They are: Ascherman Cigar Co., H. F. Dufenhorst & Habeck Co., Havana Products Co., David Herman, L. Kindling, La Prenda Co., Light Horse Squadron Co., La Vita Cigar Co., Charles Litzky, I. Lindenbaum, M. A. C. Cigar Co., Mi Lola Cigar Co., Mi Carmen Cigar Co., Rachici Cigar Co., San Rey Cigar Co., B. Schemanovitz, and Tonic Cigar Co.

An injunction is expected to be issued, Mr. Litzky said, restraining Cigar Makers' Union No. 25 from interfering with workers at any factory. The union has retained Atty. Joseph A. Padway.

Factories are preparing to establish departments where certain work can be done by handicapped workers, especially the blind, according to William Engelfried, assistant superintendent of the government employment offices.

An order for an injunction was issued Wednesday afternoon by Judge Halsey to restrain the International Cigar Makers' Union, Local No. 25, from interfering with the business of the Edward L. Dufenhorst & Habeck Co., 120 Lincoln avenue.

The defendants are enjoined from any and all threats and intimidation of the plaintiffs in the prosecution of their business until a further order by the court.

It is charged the cigar makers, who recently declared a strike, have been picketing the factory and interfering with the employing of others who might have taken their places.

It is alleged in the complaint that when an automobile called at the home of Mae Steinberg and Lucille Bogand on the morning of July 9 in order to bring them to the factory, they were attacked by members of the striking force.

According to the allegations, a fray in which hair pulling constituted a major portion of the attack took place as the girls were about to enter the automobile.

The two girls were called "scab," and other similar epithets were applied to them, it is alleged.

Striking cigar makers at their bimonthly meeting raised the weekly strike benefit from $12 to $14.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy" Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

R. B. SEMPLE

LEAF TOBACCO

MARTINSVILLE VIRGINIA, U. S. A.

Cable "Tyack" Codes { Western Union, Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES

CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

TO SELL NO SCRAP TOBACCO

Eastern Warehouse Association Adopts Rule—Market Opens Sept. 1—Names of Officers

WILSON, N. C., July 17.—At the annual meeting of the North Carolina Tobacco Warehouse association held in this city, which was largely attended by representatives from every market in eastern Carolina, the following resolution was passed:

"No tobacco shall be sold on any loose leaf tobacco market unless same shall be tied up, and tieing up shall mean tied with leaf and not strings.' That it shall be advertised that no 'scrap tobacco' be offered for sale on any loose leaf market, and notice shall be published in the local papers of the various markets signed by the president of board of trade of the market in which the advertisement appears."

It was agreed by the association that the markets of eastern Carolina open on Wednesday, September 1.

The following concerns were admitted to membership: The Planters' Warehouse company of Wilson; the Tobacco Growers' association of Goldsboro; the Planters' Warehouse company of Ahoskie.

The following officers were elected for the ensuing year: Selby H. Anderson, of Wilson, president; J. N. Gorman, of Greenville, vice-president; Ben H. Cozart, of Wilson, secretary-treasurer.

Directors: S. W. Smith and J. C. Eagles, of Wilson; O. B. Harris, of Rocky Mount; J. T. Timberlake, of Washington; J. Y. Monk, of Farmville; J. N. Gorman, of Greenville; W. T. Clements, of Enfield; A. V. Bobbitt, of Goldsboro.

NEW PLANT IS GOING UP

Big South Carolina Fertilizer Company Branches Out in Sister State of North Carolina.

HENDERSON, N. C., July 17.—Henderson is soon to have another fertilizer factory. The Union Seed and Fertilizer Company, operating a large fertilizer plant at Columbia, S. C., is building one equally as large here and the contractors are under obligation to push the work with all possible speed.

The main building is to be one story, 60 by 220 feet, and is to be installed with all of the necessary machinery, which has been contracted for in advance of the readiness of the building. A Baltimore concern has the contract for the erection of the plant. J. W. Hoefer, of Columbia, one of the officials of the fertilizer company, is here supervising the work.

TOBACCO MEN ELECTED

Rocky Mount, N. C., Board of Trade Names Officers and Puts on Third Sale.

ROCKY MOUNT, N. C., July 17.—The annual meeting of the Rocky Mount, N. C., Tobacco Board of Trade was held the past week and the following officers were elected for the ensuing term: F. F. Davis, president: G. B. Daniel, vice-president; E. G. Johnston, secretary-treasurer.

At this meeting it was decided to put on the third sale, beginning with the opening of the market, September 1.

The adoption of third sale, it is claimed, will mean incalculable benefits to both farmers and buyers, as it will eliminate block sales and help in many other ways.

All improvements to the warehouses and leaf-handling plants have been completed and the capacity greatly increased, which will enable Rocky Mount to handle considerably more tobacco than ever before.

Gore's Warehouse to Be Rebuilt

Gore's Warehouse, recently destroyed by fire, in Wilmington, N. C., causing a loss of $50,000, is to be rebuilt at once, and the new structure will have a greater capacity than the former one.

Warsaw Tobacco Market to Open Sept. 1.

WARSAW, N. C., July 17.—At a meeting of the Eastern Carolina Tobacco Association in Wilson, attended by several local warehousemen, it was decided that the markets, among which is the Warsaw market, would open September 1. This is a few weeks later than the market here usually opens, but this decision was reached not only because the tobacco crop is slightly later than usual, but because the South Carolina markets will not close until then, and the companies wish to use the same buyers on the markets of both States. Prospects are fine for a good season here.

Date Fixed for Opening of the New Bern Market

NEW BERN, N. C., July 17.—Arrangements have been made to open the tobacco warehouses in New Berne about September 1, and it is believed that by that time a large proportion of the crop will be ready for marketing. Already several barns of tobacco in this section have been cured. The major portion of the crop in Craven county is of fine quality, and the growers believe they will secure top notch prices when the crop is placed on the market.

Facing Toward South Carolina Markets

Local tobacco men are preparing for their annual exodus to South Carolina for the tobacco season which will begin on July 20. Some of the fraternity are already leaving for the sales which will continue until September 15. Letters received by some of the tobacco men indicate that some of the tobacco has been already cut and cured and that loads are already at the warehouses waiting for the season to begin. It is believed that the season in South Carolina will have been wound up in ample time to allow the buyers to come to Reidsville and to prepare for the opening here.—*Reidsville (N. C.) Review.*

Warehouse Company Dissolved

The Union Warehouse Co., a corporation with principal office in Stoneville, Rockingham County, N. C., has, by the unanimous consent of all the stockholders, been officially dissolved.

A New Export Company

The Trans-Continental Tobacco Company has been established at 132 Nassau St., New York, to export tobacco.

O. W. DUDLEY SONS, INC.

Dealers in all grades of

Virginia, Carolina and Kentucky Leaf Tobacco and Strips

DANVILLE, VA., U. S. A.

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
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IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

Liverpool Monthly Tobacco Report

JUNE, 1920

	VIRGINIA. Leaf.	VIRGINIA. Stripe.	WESTERN. Leaf.	WESTERN. Stripe.	NYASALAND.*	OTHER SORTS.		Hds. & Tcs.
STOCK, 31st May, 1920	59,203	35,948	13,279	16,906	871	1,090	=	127,297
IMPORTED in June	2,454	747	170	890	—	—	=	4,261
	61,657	36,695	13,449	17,796	871	1,090	=	131,558
DELIVERED in ditto	2,558	1,243	553	1,160	—	12	=	5,526
STOCK, 30th June, 1920	**59,099**	**35,452**	**12,896**	**16,636**	**871**	**1,078**	=	**126,032**
	* There is also a stock of 2,245 Bales Nyassaland.							
Against 1919	29,208	29,695	10,904	12,728	2,028		=	84,563
Ditto 1918	17,794	20,238	2,449	1,807	1,262		=	43,550
Ditto 1917	79,775	23,881	10,174	3,666	2,169		=	109,665
DELIVERIES—								
From 1st Jan. to 30th June, 1920	14,928	7,414	3,793	6,440	138		=	32,713
1919	25,836	12,872	4,149	5,898	130		=	48,885
1918	31,315	5,782	4,585	2,814	462		=	44,958
1917	34,919	4,601	5,942	4,385	338		=	50,185
EXPORTED in June, 1920	216	1	9	4	—		=	230

Of which to Dantzig, 109; Australia, 99; Rotterdam, 6; Channel Islands, 5; Japan, 5; Norway, 3; Isle of Man, 2; Africa, 1.

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM.

UNMANUFACTURED *Tobacco delivered, dry weight in lbs.* REMAINING IN BOND.

	Month ended 31st May			Five Months ended 31st May.		
	1920.	1919.	1918.	1920.	1919.	1918.
*Home Consumption	11,758,895	13,496,658	10,497,378	63,023,844	64,481,689	54,197,618
*Export	962,272	1,291,702	601	4,658,837	2,071,638	202,765
Total	12,721,167	14,798,360	10,497,979	67,682,681	66,553,327	54,400,383

31st May.	
1920	330,900,000
1919	195,103,000
1918	100,039,000
1917	233,176,000
1916	239,767,000

*These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy.

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS.

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS.
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,159,326
1916	128,690,290	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB.

STRIPS.	1920.	1919.
WESTERN—		
Filler	18 @ 21	18 @ 19
Medium	22 „ 24	19½ „ 21
Very middling to middling	25 „ 26	22½ „ 23
Good to fine	27 „ 30	24 „ 27
BURLEY	21 „ 30	24 „ 32
VIRGINIA DARK—		
Filler	24 @ 30	21 @ 23
Medium	31 „ 33	24 „ 25
Good to fine	34 „ 36	26 „ 28
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	22 @ 33	23 @ 29
Medium Bright	34 „ 47	30 „ 36
Good to fine	48 „ 70	37 „ 45
NYASALAND—		
Semi-dark to Semi-bright	—@24@—	Nominal.
Medium Bright	Nominal	„
Good to fine	„	„

LEAF.	1920.	1919.
WESTERN—		
Filler	12 @ 15	15 @ 16
Medium	16 „ 18	16½ „ 18
Very middling to middling	19 „ 21	19 „ 20
Good to fine	22 „ 24	21 „ 22
BURLEY	18 „ 27	20 „ 28
VIRGINIA DARK—		
Filler	18 @ 24	16 @ 18
Medium	25 „ 27	18½ „ 20
Good to fine	28 „ 30	21 „ 22
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	20 @ 28	19 @ 25
Medium Bright	29 „ 43	26 „ 32
Good to fine	44 „ 63	33 „ 39
NYASALAND—		
Semi-dark to Semi-bright	—@24@30	Nominal.
Medium Bright	31 „ 34 „ 38	„
Good to fine	39 „ 48 „ —	„

This Market continued rather quiet during June. A certain amount of business was done in the better grades of Dark Tobacco, and a little in Nyasaland, but Brights and Semi-brights of all growths were neglected. Towards the end of the month the Inspectors of H.M. Navy made some selections of both Darks and Semi-brights from the offerings here, but particulars as to what they have decided to purchase are not yet available.

The new crop in the United States experienced rather better weather conditions, and improved somewhat in consequence, although the planting as a whole is smaller than anticipated.

EDWARDS, GOODWIN & CO.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

C. N. Kan, President — Y. K. Kan, Vice-President

Cable: "Nanyang" Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO 680 FIFTH AVENUE NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 3

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

FRIEDBERG BROS., Inc. **LEAF TOBACCO**

Dealers in All Kinds of

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N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

Cable address: Trahern, Clarksville

Codes: A. B. C., 5th Edition; Arnold's No. 5 and 15

TRAHERN TOBACCO CO.

INCORPORATED

CLARKSVILLE, TENNESSEE

Dealers and Brokers

in Clarksville and Springfield, Tenn. types of

DARK WESTERN TOBACCO

ALSO ALL TYPES OF STEMS AND SCRAPS

Every Hogshead guaranteed to be packed uniformly throughout.

Our own packing plants and storage warehouses enable us to handle orders to the best advantage.

Inquiries solicited for samples and quotations.

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms,

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts

Western Kentucky Districts,

Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

Correspondence Solicited

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.

Louisville Ky., U. S. A.

Kentucky Tobacco Markets

LOUISVILLE, July 16.—The Louisville Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to July 16

Warehouses	WEEK Auc. Sales	WEEK Priv. Sales	WEEK Tot. for Week	Year Jan. 1 to Date
Turner	..	..	..	2,821
Kentucky	137	18	155	8,062
Main Street	12	1	13	5,235
Planters-Farmers	103	..	103	6,414
Tenth Street	33	1	34	4,741
Louisville	37	4	41	5,876
	322	24	346	33,149
Year 1919			174	36,112
Year 1918			341	45,855
Year 1917			104	35,199

Classifications of this Week's Sales

	Old Crops	1919 Crop	Total
Burley	18	289	307
Dark	..	39	39
	18	328	346

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	6,412	25,199	31,611
Dark	294	1,244	1,538
	6,706	26,443	33,149

Classification of Sales to same Date in

	1919	1918	1917
Burley	31,987	42,274	31,882
Dark	4,125	3,581	3,317
	36,112	45,855	35,199

Comparisons with Previous Years

SALES	1920	1919	1918
Total Sales of new crop to date	29,684	37,778	49,112
Sales of new crop to date. Original inspection	24,434	32,618	44,730
REJECTIONS			
Rejections this Week:			
Burley	83	..	..
Dark	6	..	..
Total	89	6	40
Percentage of rejections to auction sales:			
Burley	29	..	..
Dark	17	..	..
Total	28	6	15
Rejections, Jan. 1 to date:			
Burley	8,095	..	..
Dark	349	..	..
Total	8,444	6,340	6,191
RECEIPTS			
Receipts this Week	516	845	486
Receipts, Jan. 1 to date	25,349	33,043	40,964

HELM GLOVER, *Secretary.*

LOUISVILLE OFFICIAL QUOTATIONS

July 16, 1920

	Burley Dark Red	Burley Bright Red	Burley Colory	Manufacturing
Trash (green or mixed)	5 to 7	5 to 8	10 to 12	6 to 7
Trash (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Common leaf (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

HELM GLOVER, Secretary.

Paducah Market Report

PADUCAH, Ky., July 16.—The market has continued firm through this week at last week's quotations. In my last week's report I made an error in quoting prices on the common and low grades; when I said prices were a shade higher, I meant to say a shade lower, and didn't discover the error in time for correction.

Good and good medium leaf, especially tobacco of extra length, has shown some more strength this week than for several, while the common and medium grades are unchanged. Low leaf is about the same as last week, which was a shade lower than the previous week. Prices for good leaf range from 20 to 27½ cents, while common to good common run from 12 to 18 cents. Low leaf, 6½ to 10 cents, and lugs from 2 to 8 cents.

The market has been quite active throughout the week, with heavy receipts continuing, and all dealers are well supplied with stock, Some of the large buying interests are showing some indifference, and no doubt many will be dropping out of the market, but so far there have been buyers sufficient to take care of the offerings.

The Planters' Protective Association are receiving heavily at their prize houses, and no doubt they will control considerable quantity of the unsold stock, but just what amount they will handle remains to be seen. They have just begun prizing and storing for future sale.

The weather has beeen ideal, rather warm with good rains, and the growing crop is doing splendidly, and the indications are that we will have a good crop of tobacco with a fair yield, but it is too early to tell about this, but the condition at this time is good.

W. B. KENNEDY.

To Enlarge Lexington Market

LEXINGTON, Ky., July 17.—Building permits have been issued for two new tobacco warehouse additions. One of these permits was to the Burley Tobacco Company, on South Broadway. It is to erect an annex to the "Big Burley" plant, at a cost of $140,000. The other permit was to the Tattersal Tobacco Warehouse Co. This company is preparing to build an addition to its warehouse, which is also located on South Broadway. The cost of this addition is to be $40,000.

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.

of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ouisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.
Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

Tobacco Report for Great Britain

Exports, Imports, etc., Including the Month of June, 1920

Prepared by Frank Watson & Co., Ltd.

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Imported in June, 1920	Liverpool	2454	747	170	890	—	4261
	London	948	335	—	—	16	1299
	Glasgow	251	23	—	43	—	317
		3653	1105	170	933	16	5877
Imported in June, 1919	Liverpool	5120	3301	1443	1556	36	11456
	London	965	973	76	140	53	2207
	Glasgow	659	279	17	212	—	1167
		6744	4553	1536	1908	89	14830
Imported in June, 1918	Liverpool	1814	3169	1265	1493	—	7741
	London	2054	1578	22	126	—	3780
	Glasgow	473	597	51	46	—	1167
		4341	5344	1338	1665	—	12688
Imported January 1 to June 30, 1920	Liverpool	17390	8515	1189	3912	86	31092
	London	8788	3333	39	2355	144	14659
	Glasgow	5196	2585	204	1705	—	9690
		31374	14433	1432	7972	230	55441
Imported January 1 to June 30, 1919	Liverpool	29609	11782	12209	15614	793	69998
	London	16177	7588	848	2857	134	27604
	Glasgow	2651	3283	1026	2275	—	9235
		48437	22653	14074	20746	927	106837
Imported January 1 to June 30, 1918	Liverpool	6876	5423	1944	2886	92	17221
	London	5123	4197	69	687	—	10076
	Glasgow	2431	2470	447	373	—	5721
		14430	12090	2460	3946	92	33018
Delivered in June, 1920	Liverpool	2558	1243	553	1160	12	5526
	London	692	354	21	200	1	1268
	Glasgow	492	184	186	197	—	1059
		3742	1781	760	1557	13	7853
Delivered in June, 1919	Liverpool	3562	2275	608	901	58	7404
	London	968	2007	79	205	24	3283
	Glasgow	645	443	138	256	—	1482
		5175	4725	825	1362	82	12169
Delivered in June, 1918	Liverpool	6072	1025	633	382	28	8140
	London	913	600	156	145	23	1837
	Glasgow	296	436	146	92	—	970
		7281	2061	935	619	51	10947
Delivered January 1 to June 30, 1920	Liverpool	14928	7414	3793	6440	138	32713
	London	4564	2585	126	1052	22	8349
	Glasgow	2276	1098	1107	1198	—	5674
		21768	11097	5026	8685	160	46736
Delivered January to June 30, 1919	Liverpool	25836	12872	4149	5898	130	48885
	London	9324	6782	329	1404	103	17942
	Glasgow	5018	4379	1562	1363	—	12322
		40178	24033	6040	8665	233	79149
Delivered January 1 to June 30, 1918	Liverpool	31315	5782	4585	2814	462	44958
	London	6848	3352	1078	821	72	12171
	Glasgow	1966	1102	901	565	—	4534
		40129	10236	6564	4200	534	61663
Stock on hand, June 30, 1920	Liverpool	59099	35452	12896	16636	1949	126032
	London	18825	6889	1178	3762	526	31180
	Glasgow	9348	6563	705	6206	—	22822
		87272	48904	14779	26604	2475	180034

IMPORTS, DELIVERIES and STOCKS.		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Stock on hand, June 30, 1919	Liverpool	29208	29695	10904	12728	2028	84563
	London	16973	6365	1230	3113	347	28028
	Glasgow	3176	3655	378	2657	—	9866
		49357	39715	12512	18498	2375	122457
Stock on hand, June 30, 1918	Liverpool	17794	20238	2449	1807	1262	43550
	London	6421	3757	1257	913	287	12635
	Glasgow	3866	1779	602	734	—	6981
Stock on hand, June 30 at Liverpool, London & Glasgow,	1918...	28081	25774	4308	3454	1549	63166
" " " " "	1917...	89377	28087	15256	6286	2612	141618
Imports January 1 to December 31, into Liverpool, London, & Glasgow.	1919...	107596	47304	26096	37441	1326	219763
	1918..	65332	43983	9791	14084	392	133782
	1917...	17776	10004	1955	2133	925	32793
Deliveries, January 1 to December 31, Liverpool, London, & Glasgow.	1919...	71028	40726	12201	18646	602	143203
	1918...	79566	26808	13952	11148	709	132183
	1917...	85332	15821	17502	9019	1126	128800
Number of years Stock on hand = =		$1\frac{3}{12}$	$1\frac{3}{12}$	$1\frac{3}{12}$	$1\frac{4}{12}$	$4\frac{1}{12}$	$1\frac{3}{12}$
Number of years Stock on hand—Leaf and Stripts =			$1\frac{3}{12}$		$1\frac{4}{12}$		

Based on Deliveries for 12 months January 1st to December 31st, 1919.

Imports, Deliveries, and Stocks, in Pounds weight, as per Board of Trade Returns.

Month of May

	Imported from U.S.A.	Imported from Other Countries	Exported	Cleared for Home Consumption
	lbs.	lbs.	lbs.	lbs.
1920 ...	11,214,847	9,709,790	 962,272	.....*10,369,040
1919 ...	25,130,261	3,559,660	.....1,291.702	.....*12,398,434
1918 ...	8,995,246	 461,677	 601	.....* 8,630,560
1917 ...	4,833,147	1,022,408	 200,408	.....* 8,248,042
1916 ...	3,433,904	 548,281	1,879,270	.....* 8,173,223

January 1st to May 31st

	Imported from U.S.A.	Imported from Other Countries	Exported	Cleared for Home Consumption	Remaining in W'house April 30
	lbs.	lbs.	lbs.	lbs.	lbs.
1920	84,008,200	28,583,397	4,658,837	*55,341,679	...330,900,000
1919	121,164,510	12,342,672	2,071,638	*55,859,517	...195,103,000
1918	26,016,898	4,206,040	202,765	*42,807,806	...100,039,000
1917	24,774,258	3,495,131	1,137,107	*44,804,892	...223,176,000
1916	27,122,899	5,942,667	7,030,397	*43,893,585	...239,767,000

January 1st to December 31st.

	Imported from U.S.A.	Imported from Other Countries.	Exported.	Cleared for Home Consumption.	Remaining in W'house Dec. 31st
	lbs.	lbs.	lbs.	lbs.	lbs.
1919	321,354,628	37,374,081	9,407,011	*142,841,673	303,891,000
1918	162,927,853	8,711,460	210,976	*106,590,960	141,871,000
1917	40,789,432	5,753,569	2,184,131	*104,525,370	141,440,000
1916	152,581,352	11,684,509	13,069,823	*101,744,959	269,407,000
1915	184,237,047	18,413,816	12,048,254	*106,575,276	286,051,000

*After deducting drawback returns

QUOTATIONS.

LEAF.—Western—Dry Filler ... ... 14d. to 17d.
Medium to Good ... 18d. to 22d.
Good to Fine ... 23d. to 27d.
Burley ... ... — to —

Do. Virginia—Dark.—
Dry Filler ... ... — to —
Wrapper ... ... — to —
Bright.—
Semi ... ... 18d. to 24d.
Medium ... ... 25d. to 39d.
Good ... ... 40d. to 48d.
Fine ... ... 49d. to 66d.
Fancy ... ... 67d. to 72d.

STRIPTS.—Western—Common to Good Filler ... 20d. to 23d.
Short Medium ... ... 24d. to 26d.
Medium ... ... 26d. to 28d.
Good to fine ... ... 29d. to 32d.
Burley ... ... — to —

Do. Virginia—Dark.—
Common to Good Filler ... — to —
Medium to Good and Fine ... — to —

Bright.—
Semi to Good Semi ... ... 23d. to 35d.
Medium ... ... 36d. to 45d.
Good to Fine ... ... 46d. to 72d

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HOPKINSVILLE MARKET

Tobacco Receipts on Loose Floors Fairly Heavy—General Condition of Market Draggy

HOPKINSVILLE, Ky., July 17.—Although this is the off season for selling tobacco, receipts on the loose floor continue fairly heavy, holding up to about half a million pounds a week.

The general condition of the market is draggy, and with some of the rehandling plants already shut down for the summer period and others working to that end as fast as they can.

The tobacco now coming in is generally in small lots and is the tag ends of crops. Yet the demand has held up sufficiently to absorb all that has come, though at easier prices than prevailed during the active selling season.

The biweekly report issued by J. W. Hancock, chairman of the sales committee, shows sales for the past two weeks to be 884,470 pounds. This sold at an average of $10.86 per hundred. The offerings were confined to low to medium grades, the market being bare of the good and fine tobaccos. The average shows an increase of 4c. over the previous report.

According to grade, prices for the week ranged: Trash, $3 to $5; lugs, common, $5 to $7; medium, $7 to $10; leaf, low, $10 to $16; common, $16 to $20; medium, $20 to $33.

The growing crop is growing nicely. Many localities have been favored with good rains and this has benefited tobacco as well as all other crops. Still other sections have not been so favored and rain is needed badly, though no serious damage has as yet been done to crops. Tobacco stands dry weather better than most other crops, though it does not grow much during a drouth. But when rains do finally come it responds very quickly.

CLARKSVILLE MARKET

Tobacco Selling Season Nearing a Close—Deliveries Are Small

CLARKSVILLE, Tenn., July 14.—The Clarksville tobacco market is drawing to a close. The deliveries are lessening each week and have now been reduced until the loose leaf floors will hereafter hold sales only two days in a week, Tuesdays and Thursdays.

The rehandling houses have about worked up all of their stock purchased at the barn and have only the amounts purchased on the loose floors and from an occasional wagon, which has reduced their force about one-half.

Prices Thursday were somewhat higher than at any recent sales, especially on leaf. Lugs retained their low place, bringing from $2 to $6 per hundred. Leaf was in better condition with some good types which caused a sale Thursday of one lot at $40, while a large quantity was turned loose at prices from $20 to $34.

The growing crop is badly needing rain, as the growth is very slow with much of it very small, as it was planted late in June.

It is believed that if the season will cause a good growth on the present crop, prices will far exceed those of the last year's crop.

Market Closing at Springfield

SPRINGFIELD, Tenn., July 16.—The Springfield tobacco market is drawing to a close. Deliveries are lessening each week and have now been reduced until the loose floors will hereafter hold only one sale day a week. Last week only about 300 pounds were offered on the combined floors, the most of which was of an inferior grade. The small quantity of good leaf offered brought good prices and sold well, but the lugs and medium leaf were off considerably from the already low prices which they have been bringing this season. Lugs ranged in price from $2 to $6, while leaf went from $15 to $36, with a few baskets bringing $40.

Market Dull at Fulton

FULTON, Ky., July 15.—Today was very dull on the local tobacco market, not more than 15,000 pounds being received at an average price of a little better than 11 cents. Not much tobacco will be received until rain falls, as the weed is very dry at present. Growing crop is doing well, although late.

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Prices Lower at Paducah

PADUCAH, Ky., July 16.—At the loose leaf tobacco sale at the Broadway warehouse Wednesday, 35,000 pounds were disposed of at auction. Prices continued lower than earlier in the season. Leaf brought from $7 to $19.25 and lugs from $3 to $6.25.

A few wagon loads of tobacco were sold at the chute, leaf bringing from $8 to $12 and lugs from $3 to $5.

TOBACCO STOCKS

	Bid	Asked
Am. Cigar, com	129	131
Am. Cigar, pfd	80	86
Am. Mach. & Fdy	150	160
Am. Snuff	100	110
Am. Snuff, pfd	77	87
Am. Sumatra	88½	88⅞
Am. Sumatra pfd	85	91
Am. Tobacco	212	223
Am. Tobacco, B	86½	87
Am. Tobacco, pfd, new	200	205
Conley Foil (new)	25	27
Consolidated Cigar	63½	64½
Consolidated Cigar, pfd	82	83
General Cigar	63½	66¾
General Cigar, deb	80¼	85
General Cigar, pfd	92	100
Geo. W. Helme, com	160	167
Geo. W. Helme, pfd	89	95
Imperial Tobacco	9¼	10¼
Johnson Foil	100	115
J. S. Young	128	138
J. S. Young, pfd	85	95
Liggett & Myers	135¼	155
Liggett & Myers, B	130	138
Liggett & Myers, pfd	100	102
Lorillard, P.	138	141
Lorillard, P., pfd	98	106
McAndrews & Forbes	110	120
McAndrews & Forbes, pfd.	78	85
Porto Rico Am. Tob.	120	126
R. J. Reynolds, "A"	600	625
R. J. Reynolds "B"	460	480
R. J. Reynolds, pfd	98½	100
Tobacco Products	67¼	67¾
Tobacco Products, pfd	88	89
United Cigar Stores	130	175
United Cigar Stores, pfd	95	105
United Drug	116	155
United Drug, 1st pfd	43	48
United Retail Stores	74	74⅛
Weyman Bruton, com	163	170
Weyman Bruton, pfd	88	95

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TOBACCO CROP SMALLER

The Growing Plants Are in Good Condition, but Acreage Declines

FRANKFORT, Ky., July 17.—The first estimate of the Kentucky tobacco crop made public in the monthly crop report, issued by Commissioner of Agriculture W. C. Hanna and H. F. Bryant, Kentucky representative United States Bureau of Crop Reports, is 437,580,000 pounds compared to a production of 456,500,000 pounds in 1919. The preliminary corn estimates is 86,170,000 bushels on practically the same acreage as last year.

The July wheat estimate is 450,000 bushels higher than the June estimate, being 6,275,000 bushels. The increase is due to the filling of heads in many sections, though the acreage is greatly reduced from 1919, when the crop yielded 12,029,000 bushels.

Oats is estimated at 11,260,000; rye, 672,000; barley, 112,000; Irish potatoes, 5,971,000 and sweet potatoes, 1,555,000 bushels. All these 1920 estimates are subject to change downward or upward as the season progresses, depending on favorable or unfavorable weather and other conditions.

The tobacco acreage was increased considerably this year in the Central Kentucky Burley district,. but was reduced greatly in the dark tobacco districts of Western Kentucky. As tobacco can be set in July and still make a good crop with a favorable season. setting, was continued very late in some places, but the acreage shows a decrease of about 10 per cent over the State, as a whole. Most of the Burley belt,. especially in the rich Blue Grass counties, has a large increase of acreage.

Some hay is rank, but very foul. The average condition of all hay is 88 per cent, while pastures generally are good. Fruit is irregular, but generally a good crop, blackberries being unusually abundant. Apples are about 65 per cent of a full crop; peaches, 75 per cent, and pears 60 per cent. Melons generally are in fair condition.

Scharlin Corporation Stock

Kennedy & McDermott, 123 Liberty street, are offering stock of the Scharlin Snuff & Tobacco Corporation,. successor to S. Scharlin & Son.—*New York Times.*

Cigarettes from America to Siam.

WASHINGTON, July 12.—Vice Consul Carl C. Hansen, at Bangkok, reporting to the Department of Commerce, points out that the United States trade with Siam has made fair progress during the last five years, although there is a lack of direct shipping facilities.

In a table, which gives the leading articles imported into Siam from the United States, and their value during the fiscal year ended March 31, 1917, 1918 and 1919, cigarettes are shown to have amounted in 1917-18 to $246,096; and in 1918-19, the cigarette importations amounted to $405,285.

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Tobacco Versus Blue Grass

A slightly decreased acreage of Kentucky blue grass will be harvested for seed in Kentucky this year because some of the blue grass meadows have plowed and planted to tobacco and corn, which crops are considered at this time to be more remunerative.

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San Felice Cigars
The Deisel-Wemmer Co.
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Tobacco Growing Very Rapidly in Connecticut

Crops on Uplands Coming Along in Fine Shape—Plants in Lowlands Have Not Enough "Bone-Dryness"—Some Growers Greatly Discouraged—Warehousemen Busy Sampling—Large Blocks of 1919 Crops Have Changed Hands—Connecticut Valley Growers Elect Officers—N. E. Growers to Have Interesting Meeting—East Windsor Growers Convene—Windsor Association Holds Annual Election.

HARTFORD, July 19—Tobacco is now doing well and growing very rapidly. During the past week showers were frequent, and the weather having warmed up to a summer temperature, the plant is stretching itself quite lively. But the rains last week were unusually heavy, and packed the ground down so hard and firm that it will necessitate a thorough cultivation to loosen up the soil.

The ground is so completely soaked that there will be enough moisture to mature the tobacco plants, even though there should not be any more rain fall during the remainder of the season. In fact, the low lands have been inundated, and the tobacco there is without doubt, absolutely ruined, insofar as making good leaf goes. It has been under water more or less ever since it was set out, and is practically drowned out.

The tobacco on the lighter soils, and in other well drained fields, looks fine—growing strong and healthy; has excellent color; with small percentage of "calico" plants.

Growers are having their hands full. To till the soil properly and keep down the wild weeds and grass, puts everyone to a speed test. About all that farmers have time to do between showers is to turn the weeds and grass over and give them a fresh start at a new angle.

Warehousemen are now busy sampling the 1919, cased tobacco, and find that it is coming out very good.

Several large blocks of 1919, have changed hands at high prices, and it would appear that manufacturers are securing their stock of Connecticut tobacco while they can, as the new crop cannot be other than short, owing to the "drowned out" spots throughout the valley, which in some sections runs high in acreage; some lots are already practically abandoned, being too wet to cultivate.

No definite figures regarding the percentage of loss, due to the excessive wet weather, can be set forth at this writing; but in certain sections, it seems that 25 per cent would be a conservative estimate. However, if warm, dry weather should prevail during the greater part of the time from now on, parts of the low lands might yet produce a fair crop. But many growers, who could not set out their full acreage at the starting of the season on account of too much rain, have already abandoned the fields for the year, so far as trying to grow tobacco on them is concerned.

Many other growers are greatly discouraged because they have had to do so much of their transplanting and other work over and over so often, and because of the high cost of labor. One grower remarked the other day that he had already cultivated his crop nine times, and now the ground is again beaten down hard, necessitating still further cultivation.

In some sections there has been hail, but as the plants were small, no material damage has been done.

A few new tobacco sheds are being built this season by the growers; some are being rebuilt which blew down last winter.

Roseman, Bernstein & Nissenbaum, of New York, have purchased a 210 acre farm in Windsor Locks, Conn., and will conduct a tobacco and dairy farm. The purchase price is said to be about $30,000.

The Connecticut Valley Tobacco Growers, Inc., held its annual meeting in Hartford, and elected the following as officers:

President, C. F. Ward, of Broad Brook, Conn.; Vice-President, J. H. Lee, of Westfield, Mass.; Secretary, H. L. Hamilton, of Ellington, Conn.; Treasurer, A. H. Brown, of Windsor, Conn. The Executive Committee elected were H. P. Hinckley, of Agawam, Mass.; A. H. Brown, of Windsor, Conn., and J. G. Cook, of Hadley, Mass.

This organization is the tobacco selling agency of the eight local tobacco growers associations, and has an office in this city.

The manager, G. F. Pellissier, reported that the business done through this office for the past six months was very satisfactory.

He said that over $300,000 worth of tobacco had been sold at prices very much above the average received by growers outside of the organization. He further reported that practically all of the 1919 crop had been disposed of, and that plans were under way for the disposal of the 1920 crop, and that it was expected that over 2,000 acres would be sold through this office the coming year; that plans are now being made to take care of this increased business.

The New England Tobacco Growers Association is to have its mid-summer meeting July 30, at Amherst, Mass., at the Massachusetts Agricultural College Experiment Station.

The program as arranged will be very interesting and instructive, as important subjects are to be presented and discussed by able speakers.

Among the topics are "Problems of the Tobacco Grower," by F. L. Whitmore, Vice-President of the Association. "General Topics," by J. B. Stewart, President of the Association. "Curing and Fermentation Troubles, Canker, Pole Sweat, etc.," by Prof. G. H. Chapman, Research Physiologist of the Massachusetts Experiment Station. "The Tobacco Associations and Tobacco Marketing," by G. F. Pellisier, Manager of the Connecticut Valley Tobacco Growers, Inc. "Relations of Cattle Feeding to the Tobacco Industry," by E. K. Hibshman, of the Pennsylvania State College. "Experiences with a Combination Tobacco and Dairy Farm," by Hon. J. W. Alsop, of Avon, Conn., ex-President of the New England Tobacco Growers Association.

Also time is given for the general discussion of the above questions.

The East Windsor Tobacco Growers, Inc., held its annual meeting recently with eighty members present.

This association is affiliated with the Connecticut Valley Tobacco Growers, Inc., and has as its representatives, C. F. Ward and P. F. Chamberlain. The officers elected for the ensuing year are: President, W. W. Thompson; Vice-President, Andrew Steele; Secretary, Lemuel Stoughton, and Treasurer, W. J. Reeves, with the following as a Board of Directors:: C. F. Allen, Jacob Frey, E. S. Stiles, P. F. Chamberlain, T. H. Norton, W. W. Thompson and W. J. Reeves.

The Windsor Tobacco Growers Association has also held its annual meeting; this association is made up of growers in Windsor and vicinity.

Preparations for the first priming of shade and Havana is under way and will be started within the next few days.

X. Y. Z.

CROPS IN MASSACHUSETTS

Bumper Yield of Hay and Tobacco Forecast

BOSTON, July 17.—Bumper crops of hay and tobacco in Massachusetts this year are predicted by the State Department of Agriculture. A continuation of favorable weather, it was said, would result in nearly normal crops of all kinds despite adverse conditions in the spring.

The acreage has been decreased 15 to 20 per cent as a result of the scarcity of farm laborers earlier in the season.

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. **ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.**
2. **AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.**
3. **SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."**
4. **REMOVABLE FRONT PANEL, makes easy to clean out Air-box.**
5. **OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.**

Board Suction Tables

SPECIAL FEATURES

1. **No die nor roller, regulation knife and board being used instead.**
2. **For applying suction the board has a group of perforations of any shape desired.**
3. **Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.**
4. **Useful in Suction Factories to supplement regular suction tables.**
5. **Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.**

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. **Better Bunches than the unaided hands can make.**
2. **More Bunches per Hour.**
3. **No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.**
4. **Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.**
5. **Beginners trained in less than half the time it otherwise takes.**

See Next Number of Tobacco Leaf, Page 27

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MAJAGUA
REMEDIOS

CONGESTION AT HAVANA

Department of Commerce Appoints Investigating Committee

WASHINGTON, July 16.—Announcement was made by the Department of Commerce today of the personnel of the committee authorized by the conference recently held here for the purpose of studying the freight congestion at Havana and suggesting effective measures by which the congestion might be relieved. The committee appointed includes representatives of the Department of Commerce, the State Department, the Shipping Board and shipping companies interested in the question.

The personnel of the committee is:—

Ernest L. Bogart, assistant foreign trade adviser, State Department, chairman; Commander A. B. Clement, assistant to the chairman United States Shipping Board; S. I. Cooper, assistant manager of Atlantic Steamship Lines, representing Southern Pacific Company, Pier 49, North River, New York; E. T. Ford, W. R. Grace & Co., San Francisco, representing Rice Association of California; A. P. Gifford, president, Jacksonville Shipping Corporation, Jacksonville, Fla.; Alan W. Graves, manager, Havana Line, Merchants & Miners' Transportation Company, Baltimore; Monroe Greene, representing Rice Association of California; W. V. Harloe, freight traffic manager, United Fruit Company; Joseph Hodgson, vice-president, New York & Cuba Mail Steamship Company; C. B. Kellogg, freight traffic manager, Munson Steamship Line; F. W. Kirtland, Florida East Coast Car Ferry Company, St. Augustine, Fla.; J. J. Logan, American Shipping Corporation, Jacksonville, Fla.; R. S. MacElwee, director of Bureau of Foreign and Domestic Commerce; R. L. McKellar, foreign trade manager, Southern Railway System, Louisville, Ky.; W. H. Mahoney, manager Foreign Trade Bureau, Merchants' Association of New York; J. P. Stevens, assistant general manager, South Atlantic Maritime Corporation, Savannah, Ga.,. and Thomas R. Taylor, chief of Latin-American Division, Bureau of Foreign and Domestic Commerce.

It is understood that each government department and each private enterprise will defray the expenses of its representative or representatives.

WARD LINER MEXICO ARRIVES

Detained in Havana Twenty-two Days Because of Strike

The Ward Line steamship *Mexico* arrived in New York, Monday, from Havana, after being detained twenty-two days in the Cuban port because of the strike there. William H. Smith, Vice-President of the Ward Line, and agent for the company in Havana, said the *Mexico* was there for two weeks before she could be docked, and then was tied up at the pier for another week before her cargo from New York was discharged. The warehouses are piled high with incoming goods and no effort is being made to remove the cargoes from the piers, he said. Large shipments are spoiling in the holds of vessels, he added.

The Duty on Imported Cigars

No change has taken place in the position created by the decision of the Chancellor of the Exchequer to add to the duty on imported cigars an *ad valorem* tax of 50 per cent. As we reported a month ago, a deputation from the Importers of Manufactured Tobacco, Cigars and Cigarettes Sub-Section of the Tobacco Trade Section of the London Chamber of Commerce waited upon Mr. Chamberlain to urge, first, that such a huge new impost would defeat its primary object—viz., the raising of additional revenue, the view of the deputation being that the revenue would be more likely to diminish than to increase; and, second, that a duty assessed on the *ad valorem* basis would cause difficulty and complexity in its application to so intricate a trade as the cigar trade. On the second of these points the Chancellor of the Exchequer was adamant in his refusal to alter the basis of the impost, but the deputation came away with the hope that some concessions would ultimately be made in the amount of the new duty. It is on this point that there has so far been no change in the position. The delay has arisen from the fact that the Finance Bill has not yet reached the Committee stage, on which Mr. Chamberlain promised to announce his decision. It is probable that the bill will come on in the House of Commons again on July 5 or 6, when the trade will learn what is really demanded of it.—*Tobacco Trade Review, London.*

TOBACCO FROM HAVANA

Per S. S. Mexico. Arrived July 19.

Consignees:	Quantity
F. D. Grace & Sons	75
Victor Toledo	10
Hamburger Bros.	52
J. Goetze & Co	553
E. Ellinger & Co	47
Friend Havana Tobacco Co	13
S. Gonzalez	31
J. Bernheim & Son	439
A. Blumensteil	7
J. J. McCormick	20
M. Lopez & Co	20
Greenhall Bros.	82
Hinsdale, Smith & Co	85
M. Schwartz	39
Penn. Safe Deposit Co	48
P. Lorillard Co.	185
F. Miranda & Co	100
Stern Mendelsohn & Co	50
Anchor Forwarding Co	22
Keiser & Boasburg	150
B. Rosenbluth	65
S. Ruppin, Inc	467
Congress Cigar Co	346
Nussbaum & Bower	20
E. Rosenwald & Bro	130
G. Falk & Bro.	45
T. D. Downing & Co	163
S. Rossin & Sons	95
Breslin & Campbell	118
Yocum Bros.	28
H. Oppenheimer & Co	22
General Cigar Co	188
Leschke & Fletcher	50
Consolidated Cigar Co	220
N. Y. & C. Mail S. S. Co	1,304
Order	20

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COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HABANA, CUBA

CIGARS FROM HAVANA.

Per S. S. Mexico. Arrived July 19.

Park & Tilford	54
C. H. Wyman & Co	5
W. R. Grace & Co	4
British Am. Tobacco Co	39
Duncan & Moorehead (Phila.)	7
Wakem & McLaughlin	1
Charles & Co	8
Alpers & Mott	4
R. Sempere	2
A. J. Billin & Co	4
Delaware & Lack. R. R.	2
W. H. Allison & Co	2
Benson & Hedges	7
W. H. Kahn & Co	1
R. E. Lane	27
G. S. Nicholas & Son	6
R. F. Downing & Co	4
British-Amer. Tobacco Co	17
Grosvenor Nicholas & Co	19
Acker, Merrall & Condit	40
B. Wasserman & Co	31
G. W. Faber	54
United Cigar Stores Co.	69
N. Y. & Cuba Mail S. S. Co	116
Order	1

CIGARETTES FROM CUBA.

Per S. S. Mexico. Arrived July 19.

H. Clay & Bock & Co	10
Order	1

CUT TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived July 19.

Acker, Merrall & Condit	1

TOBACCO FROM PORTO RICO.

Per S. S. Brazos. Arrived July 19.

H. Duys & Co., Inc	73
Cullmell Bros.	40
Norton, Lilly & Co	3
Porto Cuba Corporation	87
Stern-Mendelsohn Co.	300
Porto Rico-American Tobacco Co.	28
Rosenstadt & Waller	57
Hamburger Bros.	73
Lawrence Smith & Co	3
R. Gans.	16
M. Gans & Son	120
I. Lewis Cigar Mfg. Co	50
M. A. Sola & Co	86
Wm. Schall & Co	55
P. Lorillard Co	45
E. Rosenwald & Bro	325
E. A. Jacobs	36
Chatham & Phenix Bank	40
American Cigar Co	1,225
Durlach Bros.	285
C. Gonzalez	2
American Sumatra Tobacco Co	251
A. Phillipi & Co	23
Porto Rican-American Tobacco Co.	25
J. B. Lichenstein	72
L. Hirsch	120

CIGARS FROM PORTO RICO.

Per S. S. Brazos. Arrived July 19.

Welcher Bros.	15
Pedro Costa	6
United Cigar Stores	316
Porto Rican-American Tobacco Co.	585
Villar Lanza & Co	19
F. Bonilla	2
Porto Rican Export Co	4
Order	3
Infanzon & Rodriguez	27

A SHORT-LIVED STRIKE

Cigar Manufacturers Are Contemplating Drastic Step

WESTFIELD, Mass., July 16.—The strike of the cigarmakers was short-lived. They went out Monday morning but returned in the afternoon, pending settlement of wage differences. The men agreed to work under the old scale until August 1. They seek an increase of about 15 per cent. It was announced last Friday that the present differences between the cigarmakers and manufacturers may result in the loss by that branch of industry leaving the town. The manufacturers are not in a receptive mood and resent the latest move of the journeymen in asking for an increase at this time. Three weeks ago or more, it was learned that a movement was on foot to ask for an increase, and it was denied by Samuel Wall, an official of the union. Mr. Wall stated that other matters were being considered by the union and the manufacturers were satisfied that such was the case. There remains in town the following union cigar manufacturers: Deihl Cigar Company, Keefe Bros., Bay State, R. L. Soper and several minor companies. Officers of these companies are reluctant to grant any concessions at the present and it is promised that the answer of the manufacturers may prove disagreeable to the union workers and the townspeople as a whole.

One manufacturer stated that it looks like a fight to a finish and that it might as well come now as, perhaps, a little later. The journeymen little think, he said, of the many conditions that surround the small manufacturer of cigars and, in their selfish raise demand, no thought is given to the one who pays the bills. There were a time when there were 1,000 cigarmakers in this town, but there are hardly 200 at the present time, and the present move is likely to further reduce the numbers. It is possible that the manufacturers will declare for an open shop, where any cigarmaker may seek employment. In this case the hold of the union on this branch of the trade will cease in this town, as two of the largest plants are now operating on an open shop basis.

New Cigar Factory Building

WICHITA, Kans., July 16.—Plans are being prepared by Ed Florblom, architect, for a three-story reinforced concrete building, at the northwest corner of Douglas and Santa Fe avenues, for the E. V. Schnoor Cigar Company, to cost $65,000. The building probably will be erected during the next few months. It will be 42 x 138 feet, with an ornamental brick front on Douglas avenue.

In this building will be two storerooms on the ground floor, one of which will be occupied by the cigar company for retail business. The other will be for rent. The basement and second and third floors of the building will be used by the cigar company for storage of stock and the handling of its jobbing business.

The site for the building was recently purchased by the company. It was for many years known as the Jake Eckert building, and was occupied by a saloon.

Form New Cigar Co.

Joseph F. Ready, the well-known New Haven cigar manufacturer, and his brother, Louis T. Ready, who has been actively engaged in newspaper work in New Haven, Conn., have formed a stock corporation known as the Racebrook Cigar Co., which has been capitalized at $20,000. The new firm has taken over the manufacture of the Racebrook cigar, which will be carried on at 155 Commerce street, New Haven, on a much larger scale than heretofore.

Topping Starts in Pennsylvania

MARIETTA, Pa., July 17.—The first tobacco to be topped in Lancaster county was finished in Manor township a few days ago, by Sylvester Bitner. Many fields in other sections are not yet grown. It is said that tobacco will bring 50 cents per pound.

Now Five Cent Duke's Mixture

The John Bollman Co. branch of Liggett & Myers Tobacco Co. recently gave notice of the discontinuance of the ten-cent sack of Duke's Mixture and also that they were now ready to ship this brand in the five-cent sack packed in four-dozen cartons, twelve-dozen shipping containers, price 48 cents per dozen.—*San Francisco Grocer.*

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SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

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LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
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CHARLES W. McCORMICK

Charles W. McCormick is universally known to the cigar trade, East and West, as a genial, happy optimist. Always very particular as to his apparel, his many friends "josh" him sometimes about leading the fashions, but he is a most practical, successful cigar salesman. He has always been liberal to a fault. When a fellow traveler gets down and out, he is the first to come to his assistance. His word is as good as his bond. During the past twenty-five years he has handled Western territory for leading manufacturers. No matter what city he enters, he finds himself among friends and proceeds to get the business.

Charles W. McCormick was born in 1873 in St. Johnsbury, Vermont, the "Scale Town." While it is a small place it is known all over the world as the town where Fairbanks scales are made. After going to school and living the quiet life of a New England village boy, Charles went to Fitchburg, Mass., a manufacturing city. At the age of fifteen, he began to work as an apprentice in a cigar store and factory owned by Joel Joel. The hours were long and the work exacting. But McCormick had a very high opinion of Mr. Joel, who was a master of his business, and the soul of honesty.

Charles tended store, stripped tobacco and worked at the bench. There was a big store, with the factory in the rear, and he estimates that he walked about thirty miles a day going back and forth between the counter and the bench. His hours were from 6:30 a. m. to 10 p. m., six days in the week. There was little time for recreation, but he was popular with the girls and enjoyed dancing. Many a time he danced until 4 a. m. and showed up for work at 6:30 as usual. McCormick served his apprenticeship faithfully and remained in Joel's employ for six years.

During his apprenticeship McCormick had looked with admiration on the cigar salesmen and he longed for the active life on the road. Through Henry P. Brigham, the Lorillard agent in Boston, McCormick secured a position under Frank Ruffner, Chicago agent for the old P. Lorillard Co. He was then twenty-one years of age. He started out on the road, selling Climax tobacco in Minnesota and Wisconsin, and made good.

While plugging away at the cigar game McCormick had cherished an ambition to become an actor. He felt that he had innate ability for the stage. Although he had had no special training, he made good when the opportunity offered. He went out with Reed & Collier's company in "Hoss and Hoss." Reed and Collier were among the leading comedians of their day, and had a large company. McCormick came to California with them about twenty-eight years ago and played at the old California Theatre. He played light comedy parts and was quite successful. He has very pleasant recollections of the life in San Francisco in those days, with the old Bohemian cafes, where dinners were served with good wines. The menus were wonderful in their variety and the prices remarkably low. He remained in the theatrical profession for several seasons, but was unable to save enough money from his salary as an actor to carry him over the summers while laying off.

So he returned to business life. He broke into the cigarette game with the old Admiral brand, manufactured by the National Cigarette & Tobacco Co., of New York. His territory was in Texas and he travelled out of Dallas, seeing a good deal of the exciting life of those days.

Later on he took the cigar line of Hetterman Bros. of Louisville, Ky., for the West and Pacific Coast, selling the General Stedman and Durham brands. Charles B. Poar took on the distribution of the Durham cigar in San Francisco and became the most prominent sub-jobber in the city. McCormick next became vice-president of the Manual Lopez Company, of New York, and handled their Western and Coast business. On their retirement from business, he joined Bondy & Lederer, and sold the Tom Keene brand with much success. H. Rinaldo was the San Francisco jobber.

McCormick always enjoyed visiting San Francisco. Those were the days of steam beer and the wonderful free lunches. He remembers the Good Fellows Grotto, Marchand's and many other popular places.

He left Bondy & Lederer to accept a position that was created for him by Y. Pendas & Alvarez, manufacturers of the celebrated Webster clear Havana, and took charge of their Pacific Coast business. He held this position for more than ten years. His relations with this firm were very harmonious and he remained with them until they retired from business January 1, 1920. He went back and forth from the Coast to New York two or three times a year, keeping in touch with the factories.

In February last McCormick took on the cigar line of A. Siegel & Sons of New York, including the Norwood and Careme brands. Starting out from the East, he placed the line with the leading jobbers all the way from Pittsburgh to San Francisco. The Norwood Corona Chica, packed in cedar-lined cans, was an instantaneous success, and repeat orders are being received everywhere. H. L. Judell & Co. have the distribution here. Although all of the lines handled

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Blooms—Nerdac—Puncher—Rancho—R-U-On

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"PARTAGAS"

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ROBERT E. LANE

General Representative for United States and Canada

70 Trinity Place New York

by McCormick have been successful, he says the Norwood is the greatest success in his career. He could easily use in his territory three hundred thousand a week more than he is getting. The Norwood is a combination of Havana, Porto Rico and Connecticut shade-grown wrapper. Its success is due to quality, as well as the popular price.

The following are some of McCormick's reminiscences of his Coast trips:

Twenty years ago Jim Gamble was Pacific Coast agent for Liggett & Myers. Joe Grammont represented Spaulding & Merrick. Jake Joseph, formeriy of Seidenberg & Co., of La Rosa Espanola fame, was then Coast agent for the Wilson Distilling Co., and "Wilson—That's All" was being heavily advertised. We all met in Sacramento on a roasting hot July day. There was to be a grand opening at the new "Shamrock" saloon, and we had to take it in. My old pal, Eddie Allenberg, was with us. We had several rounds, but things were not coming fast enough to satisfy "Mique" O'Brien, the proprietor. So he turned to "Speedy" Swift, who sold Battle Ax, and said, "Speedy, can't you start something to liven things up? Go the limit."

"Sure, I can," rejoined Speedy. And then it happened. A good-sized electric fan was blowing a Coney Island breeze over the elaborate free lunch, which was temptingly displayed. "Speedy" picked up a large bowl of salad and threw its contents into the electric fan. In a second, mirrors, walls, ceiling and our clothes were covered with mayonnaise, dressing, lettuce, eggs and potatoes—an awful gooey combination. The patrons fought their way out to the street in the pandemonium that reigned. O'Brien was crazy with rage, as his beautiful place was a sight and put completely on the "bum." Crowds gathered up and down K street as a result of the report that "Speedy" Smith had put the Shamrock out of business. We waited to see the outcome. In ten minutes the saloon was packed with customers and the Shamrock opening turned out to be a bigger success than O'Brien ever dreamed of.

Lots of old-timers in San Francisco remember the old "Hot Rivet" saloon on Mission street. Clancey, the proprietor, had a deaf and dumb bartender named Monahan, who was a card. Clancey had had all kinds of bartenders but they were too gabby. When he found one of them entertaining a bunch of "chaws" with a story and letting customers wait, he decided to get a man that could not talk and hired Monahan. One finger held up meant beer, two whiskey and three, highball. When someone ordered a mixed drink it was fun to watch Monahan swear with his fingers.

During the old gin fizz days, Eddie Allenberg and I once met up with "Speedy" Swift in Stockton. "Speedy" had been drinking hard for a couple of days and was feeling rotten. Moving pictures were just becoming popular and we fixed it up with the proprietor of a show to let us in at 1:30 p. m., and, when we gave the signal, to run a film backwards. We persuaded "Speedy" to go with us to see the wonderful picture. Eddie kept saying "Isn't it great," and I kept praising the picture. Of course poor "Speedy" couldn't make head nor tail of the play. At last, he jumped up yelling, "My God, I'm going crazy. Take me to the hotel. I'm going to quit drinking." He did—for about a week.

One of my most difficult sales was made years ago in the Coeur d'Alene mountains. Wild Bill Seligman, traveling out of Spokane for my jobbers, was with me. Guy Martin, at Wardner, Idaho, had a large gambling house and dance hall. The only time a salesman could do business with Martin was at night when the place was packed to the doors. There was a bar, seventy-five feet long, and everything else in proportion. The only table where we could sit down and show samples to Martin was right next to the orchestra, up against the bass drum. Talk about wild music! We talk cigars. Girls rushed in to sell drinks and there were other interruptions. But we stayed with Martin and after three hours' work, sold him eleven thousand cigars. After that experience I wrote my book on "How to live on one hundred drinks a day for one consecutive day."

In conclusion, McCormick said: "After a few days, I am going down to Los Angeles, to look over my 'La Mia' orange and apricot grove, which is located twenty-five minutes from Broadway. I will return here and then go East, via Seattle, Spokane and Minneapolis, I will take my trout-hound, 'Gertie,' and stop off at Shasta for a few days' fishing."

McCormick has made his home in Berkeley, Cal., for some years past, and feels that he is a Californian, although much of his time is spent in other States. He is just as much at home in St. Louis, Pittsburgh, Minneapolis and many other cities as in New York, the "King of Them All." He has a very warm place in his heart for San Francisco. He says the people here do not realize how well off they are to be able to live in such a climate, free from extremes of heat and cold.

McCormick anticipates higher prices for cigars owing to the phenomenal rise in cost of tobaccos and raw materials. He predicts that, within a few months, we shall see the present standard two-for-quarter brands go to 15 cents, and the present 10-cent cigars move along into the two-for-a-quarter class.—*Western Tobacconist.*

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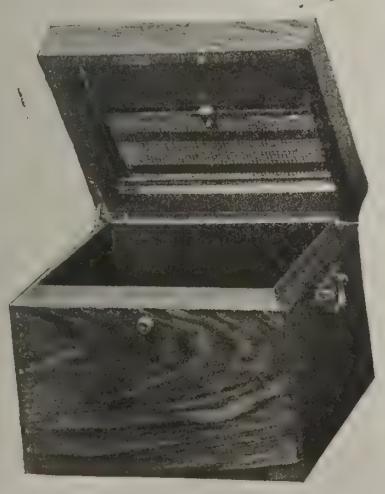

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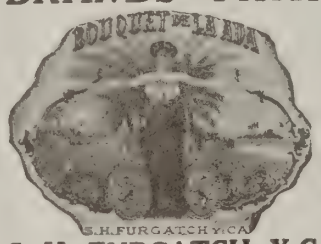

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Real Association Now Assured in Philadelphia

Twenty-five Jobbers Sign Agreement—Call Issued for Preliminary Conference—Important Statement by Large Jobber — Propitious Time for Co-operation — Washington Meeting Had Good Effect—Retail Business a Fair Average —Transportation Troubles Won't Down—Labor Situation Continues to Improve—Box Business Worse Than Ever—Ordering Holiday Cigar Stocks.

PHILADELPHIA, July 20.—A real, live and harmonious organization of the Philadelphia trade, often attempted and for sometime looked upon as an impossibility, is now almost a certainty.

Justification for this statement is founded on the fact that during the past week there was not only obtained an aggregate of 25 signatures of firms in the cigar, cigarette and tobacco jobbing business to an agreement to organize, and furthermore, there was issued a call for a preliminary conference. It will be held on Thursday evening, July 22, in the Hotel Adelphia. The outstanding feature in connection with the petition for organization is this: Only one of the important dealers, a West Philadelphia jobber, refused to sign. With a few members of the trade who still remain to be seen, there exists the possibility that the new organization will start off with a membership of a score and a half.

Formation of this organization was foreshadowed exclusively by TOBACCO immediately upon the conclusion of the Tobacco Merchants' Association's signally successful convention in Washington. In its issue of May 27 there appeared in the Philadelphia letter this prophetic statement: "There was no expectation that the deliberations of the national body would solve the local problems of Philadelphia, which are more numerous than they should be, owing to the absence of a local organization. But there does now exist hope that that which was so long regarded as impossible—a getting together of the trade for mutual benefit—has been made possible. The T. M. A. Convention, while not having wrought a complete transformation, unquestionably did much to create confidence, and the lessons of the benefits of co-operation were so clearly taught that it is entirely probable that before another national meeting is held, Philadelphia will be represented not merely by individuals, but by a live branch of the national body. Philadelphia may yet become worthy of its nickname, the City of Brotherly Love."

The following statement regarding the formation of an association was made during the week to the correspondent of TOBACCO by one of the largest jobbers in the city. His name is withheld solely for the reason that he makes tre point that nothing should be done to create the impression that the proposed organization is in any sense a one-man affair, and, therefore, until it is formally organized and its temporary or permanent officers have been elected, all individualism should be eliminated. He says:

"The present movement is the direct and the logical outcome of the T. M. A. Convention in Washington and I believe TOBACCO should be congratulated on its far-seeing vision which enabled it to predict a Philadelphia organization at a time when practically everyone, save a few of us hopeful individuals, was of the opinion that an organization here, in the wake of so many failures to get together, was impossible.

"The get-together is now assured beyond all question. The problem that confronts us, however, is the more important one of the stay-together. The canvass of the trade has met with an almost unanimous response. For that reason I am hopeful, even confident, that a permanent organization will be launched at the meeting just called.

"There are special reasons for my confidence. In the first place, this movement, unlike some others in the past, is the result of conditions which demand organization for self-protection. The conditions which are drawing or, really, driving us together are more critical than ever before. In other words, we are getting together now because we are actuated by self-interest, not merely because of any individual enthusiasm, nor for merely sentimental reasons. Then again, the time was never as propitious for co-operation as it is now. That meeting down in Washington certainly had wonderful effect in bringing out the proper trade spirit. Furthermore, the present movement starts off with all in the trade unitedly for it and with no opposition, even though one jobber whom we invited refused to join. We still have hopes of getting him in, or at least we hope to avoid having his opposition. However, I frankly believe the get-together movement to be of such representative character that the absence of one or two firms from it will have little bearing on its success.

"While our immediate object, of course, is an association to work out through mutual confidence and assistance a program for the elimination of abuses, which, if permitted to continue, mean destruction for us all, it will certainly lead first of all to an affiliation as a Philadelphia organization with the T. M. A., and as well to an effort at least to have the retailers and the manufacturers get together too, because we need the co-operation of both. Whether they shall have their own bodies all tied in with the T. M. A., or whether we shall eventually find it advisable to broaden the present organization to include them as branches or as associates remains for the future. The one certain thing is that we are together now—that we have all signed up. I believe that we shall succeed in staying together, and will work side by side on a program of mutual benefit."

But the box situation is more acute than ever before, the problem being not so much the soaring costs—cedar boxes now run as high as 30 cents apiece—as the maintenance of a supply. Box-makers claim they are doing everything possible to increase production, and that veneered poplar or white wood, redwood, paper board and stained poplar are being used as substitutes for cedar, not to cheapen prices necessarily, but to keep up the supply. Cedar, almost unobtainably scarce, is reported by the box makers to be costing from $90 to $100 per 1,000 square feet, surface measure, in 3/16 thickness, while veneered wood runs from $60 to $70; poplar and whitewood from $40 to $50, and redwood from $45 to $55. Manufacturers who are turning to cans are not doing so for the sake of economy but in the hope that through their use the container supply can be supplemented. But because of the freight jam-up and a production not equal to demand, deliveries of cans are also in restricted quantities.

As the circumstances which brought on the involuntary bankruptcy proceedings against Mendel and Company, resulting, as told in these columns, in the appointment of Morris D. Neumann as receiver are understood by the trade, there is little disposition to look upon the failure as a forerunner of others or as indicating the approach of a season of stress. Mendel and Company during the week received many letters of sympathy from not only their trade but as well from competitors, because the firm's plight is regarded as one of which they were the unfortunate victims. Demand upon it for monies which interests, hitherto friendly, peremptorily made at a time of general financial stress and when the Mendel firm was under exceptionally heavy expenses by reason of removal and when its production was curtailed by that change of location, the preceding strike and the shortage in supplies and restrictions in

deliveries provoked the bankruptcy. The factory is, of course, closed now, but it is quite certain that there will be some adjustment made and that business will be continued. The Mendel name long has been associated with cigar manufacture and President Mendel says that it is his intention to see that that name in future will continue to be worthy the regard shown to it in the past. No statements of assets or liabilities has thus far been made.

The Spencer Morris Company, 1233 Cherry street, recently incorporated, manufacturer of a popular seller, will remove shortly to 260 Florist street. Gus Lynch, long associated with the Stratford Company, but for the last two years engaged in the automobile business, has just joined the Morris sales force and is revisiting old trade friends.

The La Espancia brand, to whose sales in the Philadelphia territory J. W. Ruderfer is devoting his attention, has just made its appearance in its new veneer-lined tin can packing.

T. H. Hart & Co., jobbers, are featuring the La Paloma in Corona size, packed in round cans, attractively printed with a bar from the famous Spanish music of La Paloma and the words, "Pearl of Havana, thou shalt soon be my own." The smoke is of shade-grown leaf, retailing at 15 cents and selling to the trade at $114.

Charles J. Eisenlohr, of Cinco, T. M. A. and his own fame, left the city on July 15 for an extended trip to the west, particularly to Glacier Park.

The new Lobel store at Germantown and Chelten avenues will be opened about August 1.

Manufacturers report preparations by the retailers for a very good Xmas business. Having learned by sad experience last year that delay spells loss, orders are being placed these sweltering July days for December smokes and requesting that deliveries be made not later than November 15.

On July 15, Samuel Welsh formally threw open the doors of the Scarlett Cut Rate Store at 7th and Chestnut streets and thereby gave another evidence of his progressiveness. For, when the builders told him that it would not be possible to make all the alterations required until along in August, Welsh ordered a partition built across half the store. Then he concentrated activities on the fifty feet nearest the door. When that was so far completed that goods could be installed, the doors were thrown open. Meanwhile, carpenters and painters are working in the fifty-foot space back of the partition while customers are jamming the fifty feet in front.

Duncan and Moorehead are making a most effective window display featuring the Roi Tan, carried in fifty-two sizes. Attention is called to the showing by heroic lithographs of doughboys "carrying on." Freight obstacles are worrying the firm. It reports parcel post deliveries from New York within three days, while goods shipped by freight from the Metropolis are five weeks on the road.

Chewing tobacco was given a boost for its qualities as a dentifrice at the convention of the New Jersey Dental Society held during the week on the Million Dollar Pier at Atlantic City. Speakers pointed out that chewing of tobacco had the effect of rubbing from the teeth certain moulds which gather on them and that it had the effect, too, of scrubbing the molars by attrition.

Yahn and Donnell are featuring the Doughboy cigars at wholesale headquarters, 13th and Sansom streets.

The Board of Directors of Bayuk Bros., Inc., last week declared a quarterly dividend of 2 per cent on the first preferred and second preferred stock of the company. It was payable July 15 to stockholders of record July 7.

The Twelfth and Chestnut Street Company, a subsidiary of the United Cigar Stores Company, last week, through Mastbaum Brothers and Fleischer, leased the store property, 1130 Chestnut street, part of the old Finley Acker Company quarters, to Winkelman Brothers, for a term of years with a rental reported to aggregate $300,000 and to be at the rate of $20 a square foot, setting a new high water mark for Chestnut street.

Charles J. Ferber, of the Capitol Cigar Company, was in the city during the week working up a wide introduction of the firm's 84 Invincible, which retails for 10 cents. He was homeward bound from a trip to Baltimore.

The Workman Cigar Company, Rock Hill Furnace, Pa., is entering the Philadelphia market with a line of cut-priced cigars, sold by mail order.

The old Yahn and McDonnel stand, 15th and Chestnut streets, is now in the hands of artisans, being transformed into a United branch.

Baum and Neely, Inc., who recently took over the Independent Store, conducted by Harry Petrosky, at 1427 Chestnut street, and is now running it under the corporation's own name, has added Thomas McPhillips to the sales force. This week it is specializing on the display of foreign and imported pipes and smoking tobaccos, among others the John Cotton, English made smoking, which sells for $4 the pound. The Flor de Romney cigars also are being shown.

Al Metzger, of Berriman Brothers, was one of the few visitors to call on the trade during the week. He reported decidedly restricted shipments from Tampa.

Jules Jacobs, representing Hyneman Brothers, Baltimore, in this territory, has gone to Atlantic City in the interest of its Lord Baltimore, Salome and private brands.

William Kirschner, of the Rameses line, is back in the city after a month at the seashore resorts.

H. D. Kearney, formerly with the G. H. P. Company, is now looking after the credit department of Eisemann & Son, makers of the Men-de-Lion.

The Kicico Company continues to send all its outbound goods either by parcel post or by motor truck. Consignments from points no further than Cleveland are reported to be on the road for more than a month.

Delays have been encountered in the reconstruction of the G. H. P. Company's new factory and office building at Third and Brown streets, and the firm is now fearful that it will be unable to move until towards the end of the year.

Samuel Grabosky, of the G. H. P. Company, recently purchased the Colonial residence and garage, together with half an acre of ground at the northwest corner of Cliveden street and Wissahickon avenue, West Pelham, for a price reported to be about $65,000.

Leo D. Loughran, of Loughran & Co., Washington, spent the week in this city at its Stratford factory.

John Kimmig, secretary and treasurer of the Hipple Brothers Company, has returned from an extended automobile trip.

Thieves last week broke into the store of Herbert Cornell, at Roosevelt Boulevard and Rhawn street, and stole a small quantity of cigarettes.

The Pennsylvania State Industrial Board meeting at Harrisburg last week, adopted rules prohibiting moistening by the lips of cigar tips in the course of manufacture. Local manufacturers say that they long since forbade the practice and that only a few hands, and these unconsciously, use the lips instead of gum for tipping.

When the police of the Fourth and Delance streets station were attracted to boys smoking big cigars they investigated and made the discovery that a door of the factory of Allen R. Cressman's Sons, 233 South Third street, had been forced and 25 boxes of cigars stolen. The boys were arrested and held.

Clyde L. Davis and Mr. Conrad, of the Old Dominion Tobacco Company, were in the city last week for a return golf game with Sales Manager Joe Carlisle and Secretary Hirst of the Bayuk Brothers Company. They were accommodated.

R. F. Peyton, of Chicago, was a visitor to the Bayuk factory during the week.

Mail and phone orders received by Dusel, Goodloe & Company, for the Chancellor cigars, which the firm quite recently introduced extensively in the city and surrounding territory, are looked upon as the very best evidence of a "hit" made by this brand. This brand is very popular in other states.

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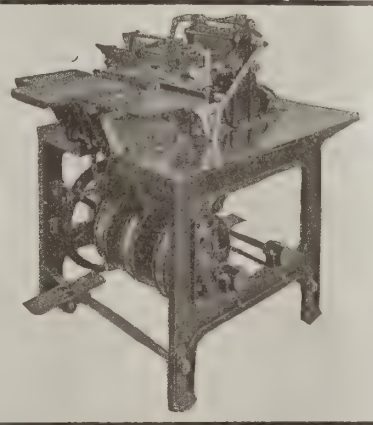

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Shipping Has First Attention in San Francisco

Railroad Freight Rates, and Water Transportation, Are Animating Topics—Steamship Companies Have Been Lowering Tariffs—Another Manila Advance Shortly, According to Dame Rumor—Beginning to Terminate Vacations—Another Link in the Ehrman Bros.-Horn & Co. Chain.

San Francisco, July 13.—The questions of railroad freight rates, and water versus overland shipments, are still burning matters with all shippers to the Coast. Tobacco men know the foreign trade department of the Chamber of Commerce is looking after their interests here, as well as the interests of other shippers. Recently a number of manufacturers, in the Bay district, complained to this foreign trade department that the lowering of transpacific freight rates from points east of Salt Lake was a case of discrimination against California. One concession has been obtained as the result. The rate on steel, originating at San Francisco, has been lowered from $12 to $11 a ton. This means an important reduction, since quantities of steel are annually shipped to China and Japan from this port.

It begins to look as if tobacco, cigars and cigarettes will be next. California railroads are agitating to have the overland rate on these products reduced to $11 instead of $14, the former local rate. Before the new rate can go into effect, the concurrence of Northern railroad lines must be obtained.

Whilst railroad and express companies have been securing permission to raise their rates, the steamship companies have been industriously lowering their rates on freight shipments. Substantial cuts were made at the recent conference of the Pacific Coast-Oriental Traffic Bureau in Vancouver. On cigarettes originating east of Salt Lake and destined for Oriental common ports a cut of $3 was made. The old rate was $14 and the conference cut reduced this to $11.

Rumors are to the effect that another Manila advance will be put into effect shortly. The stiff market for wrappers will have to bear the resonsibility. This is set by the Amsterdam inscriptions. The advance will be from 3 to 6 per cent.

D. A. Gorman is now acting as assistant to Z. Harry Eppstein on Schinasi Naturals.

Ehrman Bros.-Horn & Co. have bought out the business of Harry Kalisky, the 7th street sub-jobber. Mr. Kalisky is now connected with the sales department of Ehrman Bros.-Horn & Co.

H. L. Judell, of 126 Front street, states that business is very fair. His salesmen are all out on the road and are turning in some good orders.

H. W. Coe is at present in Los Angeles. He has charge of the Tobacco Product's business on the Coast.

Business men are beginning to return from their vacations, but the exodus to the city from rural resorts will not begin till school reopens in August. Many San Franciscans are following their usual custom of spending the summer at their out-of-town cottages or ranches, as the case may be. Sam Dannanbaum, the popular Bachman salesman, is enjoying an outing at his summer home at Fairfix, Marin County. He is a unit in an army of summer suburbanites who throng the ferryboats morning and night. Whilst the summer season lasts, one can spy here and there coy notices, "Apartment for rent," even at the entrances to exclusive downtown apartment houses. The wise early birds are snapping up these worms. In other words, many of those who will not settle in town till August or September are renting apartments now while the renting is good. Later on it will be a case of catch-as-catch-can, for housing conditions are undoubtedly going to be very congested in the city this coming winter.

After paying a brief visit to Harry Green, Inc., Dave S. Saqui sailed for Manila. He is vice-president and general manager of Walter E. Olsen & Co.

George R. Webb is about to offer a new size of Webb Smokers, three for 20 cents, in foil. The Webb Smokers are all gone, but Mr. Webb has a good supply of Selectors.

Ehrman Bros.-Horn & Co. now have a sixth branch house. It is in Stockton, Cal., and was recently secured by the purchase of the tobacco and cigar jobbing business of D. Dinubilo & Son. This name is known so favorably that the big firm looks upon it as being too valuable to throw away, so it will be retained. All the other branches take the names of the cities in which they are located.

A. Dallman, representative of Wm. Demuth & Co., will leave for the east this week. He expects to return in September. During his absence his assistant, E. Grubel, will be in charge.

BENJ. SCHWARTZ

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"It is our policy to stand behind our product and behind *you*, who have made possible our tremendous volume of sales. We wish to serve you and co-operate with you by every means in our power."

YOUR success is our success; your failure is our failure; we stand or fall together.

Long ago we recognized the truth of these words and we have tried consistently to build up our business by cooperating with our customers to ensure their success. We study their interests and promote their welfare, for only by so doing can we achieve permanent success for ourselves. To be sure, a temporary advantage might be gained by pursuing a selfish policy, but it would be short-lived and would defeat its own end.

TO enumerate all of the ways in which we cooperate with wholesalers and retailers alike would be impossible here —they are many and varied. We would call attention to two only; one, our advertising in newspapers and on billboards; and two, a continuous flow of window posters, attractive, and designed to sell goods.

Our "cooperation" is a real "working together" for the common end of serving the public.

The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York City

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

Conditions Better Than Ever Before Up State

At Least It Seems to Be the Consensus of Expert Opinion—Continued Rains May Dampen Business a Bit—A Conspicuous "Call-for-Philip-Morris"—Getting Ready for Conventions and Fairs—Deliveries Based on Future Output—Jobbers Have to Offer Some Excuse—Various Monologues and Colloquies—Despite the Weather, the Tide of Trade Flows on Like the Hudson River.

New York State Capitol District,
Saint Swintin Week, 1920.

"Well, I'll be blamed, Sam, if it ain't rainin' once more again!" despaired Jim Stubb, squinting through the Stubb & Ash wholesale door at the trembling drops o'water oozing from the remote overhead. "If that wouldn't make you swear, Sam, I don't know what will! Why, with this forty days and forty nights o'continuous showers, business has just about the same fat chance as a poker pauper has o'fillin' a three-card flush—somewheres around 95 to 1."

"Ich ka bibble, an' eat it raw meat," squeaked Sam Ash from his dry spot back o' the Manila cigar section, "S'pose it should mebbe rain all that there time yuh mention, what of it? I should leave it to anney feller, which knows it a Sumatra from a Java wrapper, if this here July so far ain't been so busy even as A. Rohaut, who sells them there Palm Beach two-piece suits, faster yet than Frankie O'Brien can clock 'em."

"Business is very good, there's no doubt of that," observed J. W. Stevens, the State street tobacconist, "Manager Shaxby reports conditions in Albany better than ever before. So I'm going back to Bronxville for awhile, but I shall return here for a stopover, probably just previous to my intended vacation at Saratoga during the Convention and racing season in August."

"Yes, I guess things are looking up again," smiled Boss Bennett, of the J. M. Bennett & Bon Oneida cigar house, as he made himself comfortable with the Hot Chair Club. "Anyway, our Delaware cigar brand is now being booked in bunches relatively as stout as these fat carpenter pencils we distribute as our calling card."

"Perhaps I'm wrong, this rain cloud may clear off with the regulation baby blue sky pretty soon," allowed Jim Stubb, putting the umbrella back in the corner for Sara Katz and Bud Katz to play golf with. "But I can't get it out of my mind that with this weather wetter than the Orizaba at the yacht races, that it will soon affect business, you know, just as a sport section would improve the *Christian Herald*."

"Such a grouch yuh should have about the water, Jim, mebbe yuh should be afraid of a place even so wet as Tia Juana," sputtered Sam Ash, making the best register that ever came out of Dayton, Ohio, ring with three simultaneous cash sales. "An' if that is the case, unnerstan me, yuh should never be so successful a salesman as Mike Dunn.

"Because Mike should work in anney kind o' rain, slush, or fair weather. Yeh, an' hoss it around as well with a right armful of them there window cutouts o' the busy bell-hop, yellin': 'Call for Philip Morris.'

"So, when Mike was in New Haven, where the Cambridge size of his cigaret has to be pasted over with the Yale Edition, Mike totes out the ordinary supply of the cardboards for distribution.

"Then, one of them there mean, contrary, rotten, damp, soggy showers sets in off the Sound, an' there was Mike still with $50 worth of advertisin' to place. But did he fret? Nu, nu! Instead, he looks at his Swiss Ingersoll, finds that it's Saturday, twelve o'clock, rainin' with small prospect of quittin', y'unnerstan, an' that it's time he blew a play which would make his cigaret even more popular yet than them there ten commandments!

"An' Mike looks around the main street o' Yaleville, an' spots him a strong shot right alongside the main gate of the swellest jewelry joint in town. Yeh, it were a location where a 'Call-for-Philip-Morris' would sure stand forth like Lookout Mountain.

"Therefore an' howsumever, without an instant's delay, as it were, Mike stands the bell-hop on his feet in the chosen site. Then he stands back to observe the effect, finds it proper as the Youth's Companion, an' so advances with the customary noon-hour gusto on the nearest five-an'-ten couch-lunch.

"While engaged in this happy manner, Mike's big boss busts into the burg. An' he looks Mike up at the route-sheet hotel where Mike has agreed to meet his check. But the sweet-sister clerk behind the gabriel-book informs the Boss that Mike is not hither, y'unnerstan.

"With which information, the Big Boss slips on his Goodyears, hoists the ink-spitter he bought next door for an umberel an' ventures forth in pursuit of a similar institution to Mister Childs' food factory. But what is that there bell-hop standin' there near the corner? Is it a Philip Morris cutout with the famous brown-box? It is!

"'Well, how the deuce did this get here?' muses the Big Boss, sizin' up the rain-soaked statue from head to foot. 'An' what lets it remain on this busy traffic spot?' further considers the B. B. 'I'll wait an' see.'

"After makin' which wise decision, the Big Boss backs up against Mike's best bet, holding the rainstick nicely over both employees workin' for the same house, an' awaits the outcome, as Adam remarked to his twenty-fifth rib, unnerstan' me.

"How long he waited, yuh should be able to tell by his crash pants, which, with the coat, looked like a brewers' petition for a revision o' the Volstead Act, they was so kinda moist. So, when Mike completed his Casaba melon at the Rotisserie, an' wandered back to the selected spot, delicately tooth-pickin' the imported ginger-ale outa them ivory teeth of his'n, why, natur'ly Mike didn't recognize that there soaked scare-crow as his late boss.

"Anneyways, Mike sauntered right up to the two stewed tomatoes under the awnin', an' he says, kinda sharp-like to the poor fish, 'Hey, yuh, step aside from that there sign o' mine, will yuh? Whadyemean by blockin' off me good ad?' an' Mike glared at him just six seconds afore he suddenly sees who he's bawlin' out.

"'That's all right, Mike,' grins the Big Boss, pickin' up both the 'Call-for-Philip-Morris' bell-boy an' his two number eight feet at the same instant, 'Come with me back to that there hotel o' your'n, will yer, an' we'll see if they's anneything in town so wet as the good old Green River.'"

"Where'd you say that happened—New Haven?" queried Jim Stubb, endeavoring to look so distinguished as the banker in the Fatima ad as he counted out the deposit for the First National. "Well, I heard of a chap down thataway—Bridgeport, I think—where he starts in business with just a smile.

"While now, to-day, it's the Sossin Brothers Tobacco Company, Sam, and they do almost so much cigar trade as a big league house in burg where they have to take the census every week to keep track o' the new smokers.

"At least, the Sossin firm keeps up the good ground they won by greeting every retail customer with a nod and smile, calling each man by his name, gives him a wide selection of front marks, colors, and so on, not forgetting to memorize the new face, too, even though blindfolded."

"And we've got a cigaret packer who can work blindfolded," Cap'n Pat Doyle asserted, opening up a fresh pack o' Fatimas. "She can pick twenty cigarets from a big pile with a single flip o' the

(*Continued on page* 31.)

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS
THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.
Phone Morningside 6204

The Greatest Success of 1919 Tobacco Export Boom

MATOAKA

Cigarettes
and
Smoking
Tobacco

VARENA

Cigarettes

MATOAKA TOBACCO CO., Inc.

276 FIFTH AVENUE

(Old Holland House) NEW YORK CITY

Telephone Madison Square 9232

SMOKE

LORD NELSON

CIGARETTES

MADE OF THE
PUREST VIRGINIA TOBACCO

Manufactured by
F.& E. SOTER CORP.
NEW YORK
MADE IN U.S.A.

German Retailers' Assn. to Aid Tax Collectors

Organized Tobacconists to Inform on Price Transgressors—A Warning to Retail Trade—Invoke Tax Law to Enforce Adherence to Fixed Prices—Trade Harmony Thought to Be in Sight—Scale of Prices on Cigarette Combinations.

BERLIN, July 8.

The first is a musical note,
On the second lovers will dote,
The whole is the meanest of all
That ever could people befall.

An old-time rhyme-riddle which is ever new. "Fiscus" always had a bad reputation among self-respecting tax dodgers and other pure-minded patriots. "Fiscus" is of Latin origin and originally was a basket of wicker work. When the old Romans became wealthy and the stockings which they did not wear would hold no more they put their shekels into the fiscum, their fish basket. The Romans gradually became so busy taking in other people's money that fishing became a lost art. The fiscus lost its fishy smell and smelled no longer, for *pecunia non olet,* as the ancient Romans and modern grafters were wont to say.

Fiscus, as the repository of money, gradually came to stand for the treasury, not only the treasury of a money-mad profiteer, but also the loot chest of that most abominable of all highwaymen, the State. The cornetist's trumpet tone and the most passionate lover's "cus" (kiss) would never so shock the tender feelings of a sensitive ear or of a shy maiden than the collective rascality of both syllables, the tax gatherer.

And now the Co-operative Community of the German Special Trade in Tobacco Goods, which is the official title of the tobacconists' national association, has decided to assist and support the most detested and desecrated of all institutions, the fiscus. Adolph Kuestermann, president, and Johannes Heinze, secretary, have published a warning to the retail trade. The association's membership is requested to inform on any dealer selling goods at a lower or higher price than the one stated on the tax stamp.

The new tobacco tax law, now in force since April 1, is very rigorous, although some sections seem rather obscure. Many tobacconists have failed to grasp its meaning. But old Fiscus knows from experience that people are very dull—or pretend to be—when it comes to paying up.

The Tobacconists' Association is using the tax law to wage war against price cutting. And it looks as if the law had been framed for that very purpose. For it forbids the sale of any cigar or cigarette at any other figure than the one mentioned on the tax stamp. That one should be forbidden to sell at a higher price is obvious, for Fiscus is entitled to his proportionate share. Should a dealer pay taxes on a 5 mark cigar and then sell the same article as a 10 mark cigar, he would be cheating the tax collector who needs the money. But when a dealer sells a 5 mark cigar at the reduced rate of 3 marks he has paid the Fiscus too much and he is only cheating himself. To put a stop to this philanthropic milk of human kindness running off looks like bureaucratic imbecility, but the tobacconists do not think so. Rigidity is the spice of law in their eyes, and they point with pride to this inflexibility:

The law says you may sell a cigar for less than 8 pfennigs (which, by the way, is impossible) but once the fatal figure 8 is reached the black sheep in the flock of prices are branded. You must not sell cigars at 9, but you may sell them at 10 pfennigs. Eleven is taboo but 12 is all right. Unlucky 13, of course, is not to be thought of, nor is 14, but 15 is in favor again. Up to 80 only the fives and tens are lawful; up to 120 only the tens. The figures following are very far between, only 150, 180, 200, 250 and 300 being lawful. Similar rules apply to the sale of cigarettes.

Heretofore, manufacturers usually were the ones fighting against price cutting and going even so far as to refuse orders from retailers failing to maintain fixed prices, while retailers, as a rule, have been fighting against any price dictation on the part of manufacturers or manufacturers' combinations. And here we suddenly see a retailers' organization employing a tax law for the purpose of enforcing adherence to fixed prices!

Is there a revolution going on in the minds and pocketbooks of the storekeepers? Only a short while ago tobacconists were holding mass meetings denouncing the cigarette trust for prescribing fixed prices. They spoke feelingly of liberty, independence and unhampered intercourse on the hunting grounds of trade. They refused to be chained down; they spurned the golden shackles of economic slavery; they would rather starve than submit to the degrading condition of serfdom which the cigarette trust was trying to impose upon the undaunted defenders of smoke freedom. Why this sudden conversion to the fixed price principle?

Well, the Cigarette Kartell (trust) has made concessions to the dealers. The whole trade and industry, from the seeding in the field to the match automaton in the store, are gradually coming ing to the conclusion that internecine warfare does not pay. Instead of the planters fighting the manufacturers, the manufacturers combating the dealers, and the retailers, in retaliation, boycotting their sources of supply, they all seem to favor a wiser policy, that of putting up a united front against the common enemy.

At any rate, the fight between the cigarette trust and the retailers' organizations is off. Whether one or the other party, or both, won the fight is immaterial. The cigarette manufacturers say they can afford to allow a larger share of profit to the dealers since the price of tobacco is coming down. The retailers claim their determined stand forced the trust to step down from the high horse.

The new rates of the cigarette combination are as follows:

Retail price Pfg.	Wholesale price Mk.	Retailer's profit Proz.
20	88	12½
25	129	14
30	168	15
40	230	17½
50	387	17½
60	345	17½
70	425	17½
75	450	20
80	490	20
100	650	20

Signing Foreign Correspondence

Those who are familiar with commercial practices abroad understand that all correspondence addressed to foreign business houses, should be signed by some one in authority—a member of the firm in the case of a partnership, or an officer of the company, or at least the export manager in the case of a corporation. It appears, however, according to Trade Commissioner H. C. MacLean, Rome, Italy, that there are many American firms who use a rubber stamp or the signing is done by some clerk occupying no position of authority. In a number of cases this has been unfavorably commented upon by Italian business men, who, quite naturally, wish to deal directly with the principals, and to be assured that the firms with which they are dealing are prepared to stand by the statements made in their letters.

Manufacturers have gone a long way in the refinement and improvement of manufacturing processes, and not far enough in too many instances in speeding up distribution by the adoption of the modern labor-saving machinery of advertising.

Domestic Exports of Tobacco

During Month of May, 1920, From New York

Leaf Tobacco

	Dollars.	Pounds.
Belgium	252,900	719,849
Denmark	772	3,780
Finland	22,215	50,544
French	119,850	390,278
Germany	20	110
Gibralta	8,188	64,617
Greece	2,800	9,100
Italy	29,116	19,450
Malta	5,200	28,740
Netherlands	128,675	539,282
Norway	17,996	49,409
Portugal	1,042	2,640
Russian Europe	1,000	2,000
Spain	375	1,835
Sweden	242,231	472,080
England	1,955,451	2,740,936
Scotland	4,163	3,204
Panama	2,412	6,846
Mexico	470	340
New Foundland	2,331	7,233
Barbadoes	840	2,325
Jamaica	76	200
Trinidad	374	1,282
Other Brit W. Indies	10,747	35,756
Danish West Indies.	3,410	13,032
Dutch West Indies.	2,708	7,775
French West Indies.	10,591	44,735
Haiti	66,135	209,077
Argentine	2,548	3,920
Brazil	2,495	5,302
Columbia	7,652	12,900
British Guiana	5,188	3,209
Dutch Guiana	2,284	9,671
French Guiana	5,932	19,890
Uruguay	12,200	30,320
Venezuela	99	110
China	615,533	771,866
Kwant	31,301	39,606
Japan	438,949	898,688
Australia	108,875	115,430
New Zealand	10,527	11,111
British West Africa.	536,690	1,242,693
British South Africa	1,782	1,620
Canary Islands	28,798	89,096
French Africa	120,478	370,703
Kameroon	37,733	101,237
Liberia	8,357	24,840
Morocco	13,800	55,970
Portuguese Africa	12,000	143,000
Egypt	17,056	34,397
Poland	12,900	56,920
Philippine Islands	78,295	65,962
Totals	5,033,960	9,545,006

Stems and Trimmings

	Dollars.	Pounds.
Gibralta	12,685	93,513
Totals	12,685	93,513

Cigarettes

	Dollars.	Thousands.
Austria	73,200	30,560
Azores	100	20
Belgium	40,000	10,000
Denmark	4,810	1,155
France	100	10
Germany	2,000	1
Greece	500	26
Iceland	309	26
Italy	813,115	328,500
Netherlands	60	10
Norway	154	50
Portugal	15	4
Russian Europe	800	500
Sweden	1,141	400
Switzerland	2,906	1,250
England	20,054	1,787
Bermudas	652	145
Costa Rica	2,973	718
Gautemala	660	150
Honduras	21	5
Nicaragua	1,015	255
Panama	46,063	12,798
San Salvador	850	280
Mexico	2,481	397
Miqu	277	110
Barbadoes	241	67
Jamaica	1,790	489
Trinidad	519	89
Other British W. I.	1,246	298
Cuba	7,184	1,607
Danish West Indies.	2,871	655
Dutch West Indies.	1,027	258
French West Indies.	121	44
Haiti	8,665	1,690
San Domingo	5,220	1,164
Argentine	1,294	335
Bolivia	103	50
Brazil	186	13
Chile	2,989	838
Columbia	4,927	1,526
Dutch Guinia	1,002	345
Paraguay	191	50
Aden	3,900	1,300
China	578,437	336,923
British India	149,880	49,735
Dutch East Indies	13,190	1,400
Hong Kong	400	80
Persia	11,875	3,500
Turkey in Asia	35,625	13,950
Australia	2,120	1,024
Philippine Islands	1,125	250
British West Africa.	9,225	3,175
British South Africa	14	3
French Africa	26	8
Liberia	429	90
Poland	595	96
Totals	1,860,673	810,209

Cigars

	Dollars.	Thousands.
Greece	120	1
Iceland	131	25
Italy	273,000	13,000
Netherlands	100	1
Sweden	3,556	22
Newfoundland	1,000	50
Haiti	986	20
Argentine	320	60
Chile	813	6
Venezuela	368	4
Australia	117	1
Egypt	410	20
Totals	280,921	13,210

Plug Tobacco

	Dollars.	Pounds.
Belgium	1,028	2,960
Denmark	3,400	7,847
Gibraltar	2,080	4,160
Iceland	2,080	3,841
Sweden	9,750	12,500
England	6,932	15,840
Bermuda	656	1,640
Canada	1,844	1,650
Panama	3,814	8,248
Miqu	422	1,056
New Foundland	2,920	5,083
Barbadoes	2,554	5,758
Other British W. I.	2,468	5,310
Cuba	3,359	8,461
Danish West Indies.	40	67
Dutch West Indies	4,288	8,810
Haiti	154	252
Argentine	2,190	4,000
Columbia	231	335
Peru	217	250
Venezuela	17	21
British India	915	1,760
Straits Settlements.	4,388	10,208
Hong Kong	2,570	4,320
Australia	15,413	30,690
New Zealand	8,284	10,533
British South Africa	20	20
British East Africa.	565	1,232
Totals	82,599	156,852

Smoking Tobacco

	Dollars.	Pounds.
Belgium	17,630	54,830
Denmark	4,488	3,540
Germany	3	4
Norwegian	1,782	2,730
Sweden	4,110	4,900
England	2,338	1,836
Bermuda	229	232
Costa Rica	220	275
Gautemala	108	101
Nicaragua	80	100
Panama	5,324	6,633
Mexico	314	298
Newfoundland	1,100	1,468
Barbadoes	200	800
Jamaica	313	333
Other British W. I.	62	70
Cuba	6,924	11,096
Danish West Indies.	69	102
Dutch West Indies.	745	1,140
Haiti	676	680
San Domingo	491	522
Argentine	2,362	2,254
Brazil	178	289
Chile	692	1,217
Columbia	45	45
Netherlands	4,990	
Norway	4,418	
Roumania	919	
Spain	3,982	
Sweden	12,243	
Switzerland	196	
England	25,055	
Bermudas	761	
Costa Rica	125	
Gautemala	1,329	
Honduras	10	
Nicaragua	152	
Panama	2,999	
Salvador	250	
Mexico	8,628	
New Foundland	1,760	
Barbadoes	209	
Jamaica	849	
Trinidad	2,009	
Other British W. I.	186	
Cuba	49,566	
Danish West Indies.	16	
Dutch West Indies.	162	
French West Indies.	259	
Haiti	1,533	
San Domingo	14,845	
Argentine	67,532	
Bolivia	110	
Brazil	91,610	
Chile	1,717	
Columbia	3,002	
Ecuador	703	
British Guiana	133	
Dutch Guiana	395	
Peru	1,676	
Uruguay	24,112	
Venezuela	6,020	
China	1,817	
British India	16,951	
Straits Settlements.	406	
British East Indies.	204	
Hong Kong	1,998	
Turkey in Asia	4,779	
Australia	15,496	
New Zealand	1,199	
Philippine Islands	3,711	
British West Africa.	94	
British South Africa.	10,685	
British East Africa.	450	
Liberia	101	
Portugese Africa	351	
Egypt	7,793	
Poland	261	
Total	421,714	

Other Manufactures of Tobacco

	Dollars.
Belgium	14,477
Denmark	35
Germany	12
Gibralta	7,978
England	6,065
Scotland	8
Miqu	108
Jamaica	110
Other British W. I.	2
Cuba	1,128
Haiti	762
San Domingo	186
Argentine	5
Dutch Guiana	156
Dutch East Indies.	920
Japan	98,561
Turkey in Asia	14
Total	130,527

INTERNATIONAL NOTES

Vast quantities of tobacco are stored at Burgas, according to reports from Bucharest. This tobacco is to be shipped to foreign countries gradually, principally to America, England and Italy, in exchange for food and other necessaries of life.

The administration of the Island of Cyprus is looking for markets in Holland and Belgium, to sell Cyprus tobacco. There is a considerable surplus production on the island. Manufacturing is handicapped by lack of cigarette paper. During April 4,000 bales, worth about 40,000 pounds sterling, were shipped to England and sold.

At Venlo, Holland, the N. V. Andreas Kreykamps Tabaksbedrijven, has been established. The stock capital amounts to 2,050,000 guilders. In Devent, the R. & I. W. Hulschers Sigarenfabrieken has been organized. The capital is 200,000 guilders.

In Muehlhausen, near Heidelberg, Germany, many thousands of cigars were found in a stable among goats. The cigars had been stolen from a manufacturer in Michelberg. The owner of the goats fled.

WHELAN OFF TO EUROPE AGAIN

Has Plans for Purchase of French Monopoly

George J. Whelan, president of the United Retail Stores Corporation and one of the powerful tobacco group which has been negotiating with French officials for the purchase of that Government's monopoly of the tobacco industry in France, has been hurridly called to Europe, and it is understood that the plans for the sale of the monopoly to the Americans have progressed to the point where his associates on the other side deemed it advisable to have him on the scene at once.

Mr. Whelan sailed yesterday (July 15) on the *Imperator*, and on his arrival in Paris, will meet Thomas F. Ryan, another member of the group, who sailed about a week ago and who is understood to have been conducting the negotiations for the Americans. Mr. Whelan was accompanied by Mr. and Mrs. Clinton M. Hall. Mr. Hall recently disposed of his seat on the New York Stock Exchange and has allied himself with the tobacco interests. He will have an important part in the handling of the foreign business should the monopoly be acquired by the Duke-Ryan-Whelan group.

Ever since the report that the Americans were after the French tobacco monopoly was first circulated there has been a great deal of interest manifested on this side of the ocean because the transaction, should it prove successful, would be one of the biggest international deals of its kind ever put through. The amount involved in it has been estimated variously all the way from $400,000,000 to $5,000,000,000. The latter figure, however, is considered to be a great exaggeration.

France's principal purpose in disposing of the monopoly, it was declared, would be to supply her with funds with which to meet her share of the coming maturity of the Anglo-French loan. Prominent tobacco men here have declined steadfastly to comment on the continued reports, but it is known that the American group is seeking eagerly to get control of the monopoly and thus expand the foreign business of the American tobacco concerns which they represent on an enormous scale.

If the monopoly be acquired by the American group it would be divided into two departments, namely, manufacturing and retail. The manufacturing end will be turned over to the leading tobacco manufacturing companies, which are understood to be interested in the negotiations. They include among others, it was said yesterlay, the American Tobacco Company, the Tobacco Products Corporation, the R. J. Reynolds Tobacco Company, the Liggett & Myers Company, etc.

At least 40 per cent of the retail end of the new business will go to the United Retail Stores Corporation, because it is the policy of that corporation to own at least that much of any new interest which it absorbs. The remainder of the retail business will be distributed by the syndicate conducting the negotiations, but definite plans in that regard, it was learned, have not been worked out.—*The Sun and N. Y. Herald.*

First Fair at Koenigsberg

The first East-German Fair will take place at Koenigsberg next month, August 15 to 20. Manufacturers of tobacco and related goods are taking a lively interest in the affair. It is planned to attract a large number of buyers from the Baltic states. East Prussia, although cut of from the rest of Germany by the Polish Corridor, expects to act as an outpost for German trade interests and to serve as a connecting link with Lithuania, Letvia, Esthonia and Finland.

FROM THE FIRING LINE

Personal and Trade Jottings

N. W. Pfaff has purchased the H. E. Protz cigar factory at Sparta, Wis.

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J. A. Carlson has opened a cigar store and pool parlor in Walker, Minn.

—

John McCarthy has bought the Burns Cigar Store, in Houghton, Mich.

—

The Wilmson Cigar Store, in Taft, Calif., was destroyed by fire, recently.

—

Nathan Garten, the big manila importer, was in Boston on business last week.

—

Louis Kramer, of Bayuk Bros., of Philadelphia, was in the City on Tuesday.

—

Frank N. Smits has sold his cigar factory at DePere, Wis., to Sylvester Smits.

—

Sam Grabosky of the G. H. P. Cigar Co., of Philadelphia, visited Water Street on Tuesday.

—

A. L. Hart has engaged in the cigar and confectionery business in Clearwater, Minn.

—

Alles & Fisher, manufacturers of the J. A. cigar, of Boston, has incorporated for $750,000.

—

The telephone number of the Matoaka Tobacco Co., is Madison Square 9232, New York.

—

E. Sanderson has become the proprietor of a cigar store and pool business in Chandler, Minn.

—

The Tobacco Trade Association of Boston held its annual outing on July 15, at Wardhurst, Synnfield.

—

Maurice Winter, of the M. Perez Co., manufacturers of El Pinzon cigars, was in Boston last week.

—

The Cadillac Can Company is placing on the market a tin cigar box to take the place of the cedar box.

—

Jacob Mazer, cigar manufacturer, of the Miss Detroit cigar, was in New York last week on a business trip.

—

Bernard Lett, sales manager of the Hartmann-Pacific Co., importers of Manila cigars, was in Boston last week.

—

Lincoln Bros., L. A. Lincoln, cigar manufacturers, have joined the Merchants' Association of New York.

—

The corporation of E. Popper & Co., of New York, has increased its capital stock from $100,000 to $250,000.

—

Bornstein Bros., manufacturers of Boston, were on Water Street this week purchasing tobacco for their factory.

—

The People's Tobacco Warehouse Co., of Danville, Ky., has increased its capital stock from $15,000 to $125,000.

—

Valorius Ishmael has purchased interest of L. F. Grimm in the cigar, pool and billiard business in Cassville, Wis.

—

Leo Abraham has bought the cigar stand at the Hotel Scott, in Hancock, Mich. He will give it his personal attention.

Ed. Mackney, of Bridgeport, Nebr., has sold his interest in the cigar business in that place to his partner, Dave Kelly.

—

Block Bros., of Wheeling, W. Va., have bought at Lancaster, Pa., warehouses, 427 Market street and 423-425 N. Prince street.

—

J. Fitzgerald, of Fitzgerald & Driscoll, manufacturers of the "Elcho" cigars of Boston, Mass., is in New York on a business trip.

—

H. J. Kleinfelter has opened his tobacco warehouse at Deerfield, Wis., with a considerable sized crew of tobacco stemmers.

—

The McClintock-Trunkey Co., of Spokane, Wash., have added Lipschutz's 44 and Adlon to job in the section covered by its salesmen.

—

The Continental Tobacco Co., incorporated under the laws of New Jersey, has been merged with the American Tobacco Co., of New York.

—

Leroy H. Holt, of Lancaster, Pa., has bought the warehouse lately occupied by Otto Eisenlohr & Bro., at No. 226 N. Prince street, that city.

—

Julius Klorfein's office reports that it is not a question of selling. It is, how can the production of Garcia Grandes catch up with sales.

—

Frank Trudean and Sam Zeidler, have purchased the cigar store, pool and billiard hall, heretofore operated by Albert Miller, in Marshfield, Wis.

—

Nearly 600 cigarette dealers in Cleveland failed to take out licenses to sell cigarettes this year on account of the big increase in the new state tax.

—

J. C. Hemeter and his factory manager, Mr. Trembly, are in New York calling on the Water Street trade, purchasing for the Hemeter factory near Detroit.

—

Carmine Calce's cigar factory, at 121 St. Henri street, Montreal, Que., was damaged by fire, Sunday a week ago, to the extent of $5,000; insurance $3,000.

—

Col. Sidney W. Minor has resigned his position as cashier of the Fidelity Bank, of Durham, N. C., to engage in the tobacco business in Danville, Va.

—

William Schonberger, a cigar manufacturer of New York, died on Sunday at the home of his sister, 156 Bay Twenty-ninth Street, Bensonhurst. He was 52 years old.

—

Bayuk Bros., incorporated under the laws of Maryland, has designated Fred Brown, of 119 Lafayette street, New York City, as its legal representative in the State of New York.

—

J. E. Riordan, the hustling western representative of Grosvenor Nicholas & Co., returned to New York last week after one of the most successful trips he ever made.

—

Chas. E. Dant, of Kansas City, has joined the Englehardt Bros., of Evansville, Ind., sales force, and will cover Wisconsin, Minnesota and Michigan, with headquarters at Chicago.

—

The Marshall Cigar Co., has been incorporated at Rome, Ga. The incorporators are G. C. Marshall, J. D. Fisher and J. D. Byers. To engage in the manufacture of cigars.

—

Some claim that on account of the lateness of spring, which was excessively cold and wet, the prospects for the tobacco crop this year in Connecticut are very unfavorable.

—

Francis M. Collier, a Director of the Tobacco Products Company, and chief of the Falk Tobacco Co., of Richmond, Va., was at headquarters last week on a business trip.

—

The Whitlock branch of the P. Lorillard Co., at Richmond, Va., gave a masquerade ball to celebrate the opening of the new dining room, which has been completed at a cost of $40,000.

—

The government crop report indicates the tobacco crop to be the largest on record, aggregating 1,501,000,000 pounds, or 112,000,000 pounds more than the previous largest yield.

—

A quarterly dividend of $1.50 per share will be paid on the common stock of the General Cigar Company, Inc., on August 2, 1920, to stockholders of record on July 24, 1920, at noon.

—

Thomas Hampton, of the Ryan-Hampton Tobacco Co., manufacturers of Louisville, Ky., met with an automobile accident last week. He was taken to his home at No. 228 E. Caldwell street.

—

The E. Popper & Co. cigar factory at South Amboy, N. J., it is said, gives employment to a great number of girls who earn as much as forty and fifty dollars a week.

—

The Parker-Gordon Cigar Co. has opened another branch in Denver, Colorado, and trading under the name The Parker Colorado Distributing Co., located at No. 1725 Avapalvoe street.

—

B. Wasserman, head of B. Wasserman Co., the wholesale and jobbing cigar house at 77 Chambers street, New York, celebrated his 73rd birthday anniversary Wednesday of last week.

—

Fire caused $1,000 damage to tobacco supplies in the basement of the establishment of Paisner Bros., wholesale tobacco dealers, at 151 Dover street, South End, Boston, last Thursday morning.

—

William Bythiner, the hustling broker, of Philadelphia, came to New York on Tuesday with Frank Breiner and Mr. Billings, of W. K. Gresh & Co., of Norristown, Pa. They left immediately for a trip to Connecticut.

—

The cigar and periodical store in the Newport Gas Light Company building, on Thames street, Newport, R. I., recently sustained considerable damage from water used to extinguish a fire in the building.

—

Bayuk Bros. Co., incorporated under the laws of Pennsylvania, has surrendered its authority to transact business in the State of New York, because of its re-organization and re-incorporation under the laws of Maryland.

—

The A. B. Leaf Tobacco Co. has been incorporated at Menominee, Wis., with a capital stock of $50,000. The incorporators are Nels. O. Tvedt, Otto G. Anderson, and Al. C. Anderson. It will deal wholesale in leaf tobacco.

—

El Neco cigars, manufactured by the King-Ferrer Cigar Co., of Greensboro, N. C., is very rapidly gaining popularity with "home town" dealers, and the jobbers there say that El Necos are getting into the class of best sellers.

The initial quarterly dividend of 2 per cent on the 1st preferred stock and the initial quarterly dividend of 2 per cent on the 2nd preferred stock of Bayuk Bros., Inc., has been declared.

—

The big Sumatra houses are complaining about the slowness of the Sumatra tobacco in arriving, and attribute it to the labor troubles on the "other side." Duys & Co., are extremely busy showing the samples of their purchases of Sumatra.

—

Garcia & Vega say that their salesmen are in their respective territories, taking orders conditional upon the outcome of the Tampa strike; and at prices prevailing at time of delivery. They say the prices on all grades of cigars will be higher.

—

Eladio Teijeiro, proprietor of the R. & T. cigar factory, at 49 Walker street, New York, sailed last week for Europe. He is to remain on the "other side" until about the end of August; meantime, it is said, the R. & T. factory will be inactive.

—

Sales of the United Cigar Stores Corporation in June are reported at $6,512,000, an increase of $1,691,000, or 35%, over 1919. Sales for the 6 months ending June 30, it is said, were $36,338,387, an increase of $8,449,931, or 30%, over 1919.

—

Al Schmid of L. Schmid & Co., A. Bijur of E. Rosenwald & Bro., and Captain Joseph Cullman, Jr., of Cullman Bros., who have been attending the inscriptions in Holland, are returning on the *S. S. Nieuw Amsterdam* leaving on June 24 for New York. They have been away several weeks.

—

A big lot of advertising matter, and nearly a car load of El Fanzon cigars, are due to arrive in Greensboro, N. C., this week from Porto Rico, starting a big campaign for this cigar leader of the Thomas & Howard company. El Fanzon is having a good sale wherever introduced.

—

A regular quarterly dividend of $2.50 a share on the common capital stock of American Sumatra Tobacco Company, Inc., has been declared, payable August 1, 1920, to stockholders of record at the close of business on July 24, 1920. Transfer books do not close. Checks will be mailed.

—

Frank Gato, son of E. H. Gato, Jr., second vice president of the E. H. Gato Cigar Co., arrived in New York, Monday, from Havana, accompanied by his bride of some two weeks. Young Mr. & Mrs. Gato, will join the family of Second Vice President Gato at their summer home, at Stamford, N. Y.

Notice has been given that the transfer books of the registered four per cent (4%) gold bonds of the American Tobacco Company will close at three o'clock P. M., July 15, for the payment of interest thereon due August 1, and reopen at 10 A. M. on August 2.

—

The four factories of the El-Rees-So Cigar Company are turning out 125,000 cigars daily and they expect to be able to catch up with their orders in a few weeks. One day recently over 90,000 John T. Rees cigars were delivered to jobbers. The company has been behind in orders since January 1.

—

Thirty thousand Red Star cigars have been sold by the Callum Tobacco Company of Greensboro, N. C., since taking on this account. The Callum people believe in advertising and will handle nothing but advertised lines. The big sale on Red Star is just a sample of the success this company is making of its lines.

—

I. Ochs, proprietor of the retail and box trade cigar store at 1846 7th avenue, New York, is making plans to get away shortly for at least a brief vacation. Mr. Ochs has one of the finest and most successful stores in Harlem; and much of the success is due to the aid and advice he receives from his very capable assistant—his wife.

—

Celestino Lopez of Arguelles Lopez & Co., manufacturers, of Tampa, returned to New York this week after visiting the factory in Tampa. Most of the factories are working 10% of their regular force, and from various reports it will be a long time before manufacturing will be normal again in that city. The manufacturers feel that they have lost this year's output and will only run their factories on the basis as proposed by them.

—

David Levine, Chicago representative of the Gensior Tobacco Co., of 190 Bowery, New York, was in the Empire City last week, making some extensive purchases of cigarette leaf tobaccos. The house of Gensior provided him with large lots of Smyrna, Basmas, Virginias, Chinese, and Ohio, old crop, tobaccos. Mr. Levine returned Friday to the hustling city on Lake Michigan.

—

The statement of the Guaranty Trust Company, of New York, issued on July 7, in response to the latest State bank call shows deposits as of June 30 amounting to $674,325,852.27, and resources totaling $907,169,457.62. On February 28, 1920, the date of the last previous call, deposits were $643,881,248.58 and resources were $877,678,584.50. On June 30, 1919, deposits were $661,914,893.78 and resources were $821,084,399.78.

The Guaranty Trust Company of New York has opened a temporary office in the exhibition grounds, at Antwerp, Belgium, where the *Fete d' Anvers* is to be held in conjunction with the seventh Olympic Games. This office, which is designed to be of special service to American visitors during the Olympic season, will be in direct charge of the Brussels Office of the Guaranty.

—

In the office of Oscar Friedman, manufacturer of the Jean Bart cigars, the first thing to greet the eye of callers, is a large sign posted up, which says: "Absolutely no future orders to be brought in this office." On being asked where future orders should be delivered, Mr. Friedman replied: "We don't want them; we already have more than we know what to do with; besides, we are too busy with current orders, to even think of future business."

—

Sidney J. Freeman & Sons, importers of Manila cigars, are now offering to the trade a new size of the product of the La Flor de Intals, under the front mark Diadema, which the cigardealer sells at 3 for 50 cents. Several substantial orders have been received by the firm and repeats are coming in. It was almost unbelievable only a very short time ago that a Manila cigar could find a sale in this country for such a price. Freeman has always stood for quality Manilas.

—

The Cobb-Gwynn Tobacco Co., Inc., whose headquarters are in Richmond, Va., has commenced business as brokers and dealers in all kinds of tobacco. The corporation is specializing in bright tobaccos for cigarettes, both leaf and strips; wrappers and Virginia sun cured fillers are being featured. H. W. Cobb, president of the corporation, was formerly associated with the American Tobacco Co. Z. R. Gwynn, the vice-president, was formerly connected with the leaf department of the American Cigar Co. T. W. Webb, the secretary, previously was affiliated with the Export Leaf Tobacco Co.

—

Owing to the death of Don Felix Rodriguez the firm of Infanzon & Rodriguez, of Mayaguez, Porto Rico, has been dissolved, and a new company has been formed which will trade under the same name, composed of the following associates: Don Felix S. Infanzon, Don Angel Rodriguez Barzana, Don Cesar Rodriguez Alvarez, and Don Carlos Mantaras Barzana, and power of attorney has been given to Don Virgilio Rodriguez Alvarez. The firm of Infanzon & Rodriguez has been favorably known in the United States as manufacturers of Porto Rican cigars, and a large business has been done in many sections of the United States. The office in New York is at No. 34 East 17th St. Dr. Raap has for many years been attached to the office in this City.

John Ruskin ⚜ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

FAMOUS ADVERTISERS

Rameses II threw a stone into the Nile and sighed.

He had spent his whole life fighting and had licked all his neighbors.

He had added many slaves to his section gang, and to his treasure vaults many shekels.

But that was not enough for Ram. He wanted his fame to outlive his mummy.

"But, how?" mused the great Pharaoh. The royal printing press was not yet invented and the palace house organ was out of tune.

"I have it," quoth Mr. R., as he knocked the tip off a pyramid with a pebble and took a puff at an Egyptian Deity.

He called together all the stone masons in the kingdom and they chiseled his deeds of valor in rock and posted it up where all might see.

Some people may call this history, but it wasn't. It was advertising.

This was four thousand years ago.

Now Rameses has a cigarette named after him.

Advertising did it.—*Ohio Print.*

THE LUXURY BILL

Twenty-three billions of American dollars are spent in a year, the Federal Government finds, for luxuries.

Two billions a year used to be spent for alcoholic drink, and that was why so many American families were without the ordinary necessities of life. Everybody said so.

We have come out of the greatest war of world history with a bill of costs for two years and seven months—up to last December—which Secretary Glass tells the public amounted to nearly $24,000,000,000. In other words, we spend for luxuries in twelve months nearly as much as participation in war, and *post bellum* expenses, incident to war, came to in thirty-one months.

These luxuries include passenger automobiles as well as chocolate nut sundaes, silk underclothing as well as picture-show tickets, works of art as well as near-beer and cigarettes, scented soap as well as clothes from the tailor you like to mention when asked where you got your latest suit. Books and travel expenses are included.

Shocking extravagance, of course. But nearly everything is shocking that relates to costs of living if it is expressed in grand totals. Let anyone figure out how much it costs the American people to wear white collars, and you are convinced at once that black ones ought to be worn in the interest of economy.

"The drink bill was nothing compared with this. As a matter of political economy the closing of the bars was negligible. Thrift has not sprung up as a result," declares the New York *Journal of Commerce.*

But did anyone expect that closing the saloons would result in the American people denying themselves automobiles, well-made clothing, trips to the mountains, or the nearest roadside inn, books, smoking tobacco, soap, silk, sundaes?

Really there is nothing discouraging in the fact that the war did not cost us as much as everything we bought during one year of the war for personal use. It would have been bad, indeed, if a year of war had cost as much as the more or less unnecessary expenditures of 100,000,000 human beings in a prosperous country during the period of the war.

Someone truly has said that big figures are meaningless. If anyone should figure out how many miles would be covered by the hams, laid end to end, consumed by the American people in a year, or what acreage would be covered by the breakfast bacon consumed in that time, the thoughtless would be at once of the opinion that the American people must be busy eating ham when not occupied eating breakfast bacon.

Why shouldn't the American people, being well to do, live well? It is important that the individual should not live more expensively than his income warrants. It is well to patronize savings banks and make wise investments. That this is not being done cannot be proved by presenting figures showing the grand total of expenditures for articles and commodities which somebody classifies as luxuries.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

CONSIDERING THE SOURCE

How can you expect to buy a cigar for 5 cents with vegetables as high as they are?—*Nashville Tennessean.*

The S. S. Mexico, which arrived in New York, Monday, from Havana, brought to Bernard, Judae & Co., freight brokers, 16 bales and 330 packs of tobacco for account of the Congress Cigar Co., of Philadelphia.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

Conditions Better Than Ever Up-State

(*Continued from page* 24.)

hand, nest 'em, cup 'em, turn the flaps in, and proceed to the next score, all in less than thirty seconds with her eyes shut."

"Some gal," agreed Jim Stubb, hitching his seat a centimeter closer to the electric fan in the center o' the Hot Chair Club. "But she's got nothin' on Ben Ennis. For that boy can sell Fatima cigarets with his eyes goggled and his hands in his pockets.

"While since he bought that Lew Dockstader collar down there in Kingston, and put on the A1 G. Fields jazzbotie—well, he merely walks in on a retailer, makes a noise like a Tsigane Band, says 'how many', writes 'em down, dashes out to his awaiting fliv, opens 'er up on high, and is soon out o' Ulster and half-way through Delaware County.

"What's he doin' in Delaware County—is Breckinridge sick?" demanded Sam Ash, passing out three twelve-cent cigars for fifty cents on a credit memo. "Can't Relyea, Barrett, or Groom cover a lil' of this here excess territory? Or are them crows flyin' higher than one o' them there Curtiss biplanes, not even touchin' anneything lesser, y'unnerstan, than a Convention o' Forty-Eighters?"

"That's the idea, we've got to make some rush dates for the big Saratoga pow-wows, also the County Fairs," admitted Pat Doyle, lighting another Fatima to observe the result after a week's vacation on a pipe. "All the boys are scheduled for every event now on their territories, and we've sure got to deliver the Liggett & Myers goods."

"Just like we deliver the Medio," compared E. H. Stern, resting his salesmanagership of the Proper Cigar Company, Hylanville-on-the-Hudson, with the Recreation Committee o' the Hot Chair Club. "For our shadegrown goods are certainly moving right now, and our only hope for deliveries is based upon future output."

"Same way with George Allen's stuff," remarked Jim Stubb, tilting the fan just a bit more toward the chair of the Prophet, "because George is away behind on Murad tins, and the Dearstyne Brothers Tobacco Company have been shy on 'em so long that they are lookin' up every case o' cigarets from the Lorillard factories."

"It's in every brand, I guess," allowed Art Levey, reluctantly showing up his samples of the Julius Klorfein Garcia-Grande to the Boosters Bashful Band. "Here's the Dearstyne Brothers Tobacco Company with a stock o' my goods embracing eight sizes, but we can't begin to get enough of the special two-for-a-quarter shape to supply even the Capitol District demand. Ask Earl Goodrich—he went around with me to the Dearstyne trade this week just to explain."

"Explain what?" challenged Sam Ash, ringing the register for another sale on seven cent cigars at three-for-a-quarter, the popular 'fore-de-wah' price. "Why should yuh explain it this here shortage, unnerstan me, when dealers are yellin' to jobbers for more an' more merchandise, just as though the war wasn't over yet by the statute o' limitations."

"Oh, the jobbers have to offer some excuse," Jim Stubb declared, not yet satisfied with that breeze from the sweltering fan. "Up in Troy, Cap Hulett is tellin' the trade that the Chancellor cigar in the Liberty size, will be ready for delivery very soon again. And the Albany factory of the American Cigar Company, at Arch street, is trying to keep the agreement by hustlin' more and more of those perfectos up the river.

"They still retail for ten-cents straight, but the jobbin' figure is now $78, so the next jump will send 'em over the hurdles for eleven to twelve, anyway. What else can they do, hey?"

"Nothing," assented Henry Hotaling, resting an elbow on the cigar case adjacent to the breeze o' kilowats. "Prices are a thing we battle with every day at the M. J. Canaday stand, in the Ten Eyck Hotel. And I never saw such a bunch of cheap skate tourists as there are in motion this season.

"They want all the best grades o' cigars, but they want 'em at Green street figures. Advertised brands they also desire, but they only want to pay enough berries for them, too, merely to cover cost o' cartage, I guess. Then show 'em imported goods, say at three for the dollar, and hear the yell. They want bargains this year, not merchandise."

"True, they want discounts," observed Manager McCoy, he of the North Pearl street Schulte store, "and the average smoker will buy almost anything if its cheap enough. That's the reason business is good and bad in fits and starts. When you've got a lot o' good, cheap stuff on hand you're busy, when it's gone you're out o' luck, I'll say."

"Well, I don't know what's going on in the trade, I've been away," mentioned Tom McGowan, getting under the rays o' the hundred candle-power Mazda so the Hot Chair Club could get next to the facetan. "After a week at Warner's Lake for a complete rest, with nothing except mosquitos, swimming, fishing, eating, and so on—and never a movie in the week—I guess yes I'm ready to jump on the job for the B. Payn's Sons Tobacco Company and sell some Anndora cigars, what?"

"Easy pickin', easy pickin,'" growled Sam Ash, disposing of a box o' clear Habana cigars with a shadegrown wrapper to a chap who wanted 'em made-in-bond; "an', anneyways, while business is as it should be at the Keeley Cure since the 18th Amendment turned the grass in Kentucky from blue to green, I betcha, Tom, yuh might so well be on vacation as ploddin' through the streets of this here burg trying to sell it see-gars while the sun is so warm as a drug-store thermometer, y'unnerstan."

"What difference does that make to the cigar trade?" queried Jim Stubb, shoving up still closer to the furious fan, "See how those Broadway wholesale drug distributors, Walker & Gibson, now better known as the Gibson-Snow Drug Company, have brought out that El Tributo brand, advertised it, put it on sale in every drug store, all since the hot weather started, Sam."

"Yeh, but if them birds think it should go anney besser just for that, on account o' displayin' 'em right 'longside the see-gar cases next to the ice-cream soda fountains, yuh might so well try to make it a horse like Man-o'-War go even faster by feedin' him gasoline," objected Sam Ash, doing more business by selling a nickel cigar almost ten years older than Uncle Tom's Cabin.

"No matter, then, Sam, whether the sun is hot or the rain is wet, the tide o' trade flows on like the Hudson River," Jim Stubb ruminated, as we arose to yawn and stretch a final curtain-call for the Hot Chair Club. "You think it's dull when the sun shines, I think the rain queers the game. But just now, Sam, it's really running along again like that twenty-six inning game atween Boston and Brooklyn."

"Is that so?" snapped Sam Ash, dropping a cent on the floor and wasting a two-cent box o' safeties trying to find it. "That, mebbe, should be yuh're idea o' things, y'unnerstan. But for my part, I should just as well see that there rain for business as a bum day, unnerstan me, so hot that a pip should light his see-gar without even buyin' a box o' matches."

THE SMOKER.

Increase Tobacco Prices

MADRID, Spain, July 15.—Further increases in the prices of tobacco, especially that imported from Havana, have been announced by the Spanish tobacco monopoly, owing to the rise in the price of labor in Cuba.

Advertising is bigger than we have thought. Advertising men have concentrated on the final step in the sales of products between manufacturer and consumer. What they can do is to analyze and direct the advertising that affects the whole claim of distribution.

Are you letting your competitor sell more goods than you are? What is the reason? Are you ready to acknowledge tamely that he is the better man?

For Men Who Want Quality

ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand
Made, 9 Cts., 3 for 25 Cts.

Manufactured by

ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Classified Advertisements

AGENCY WANTED

ADVERTISER, well introduced to manufacturers, is open to undertake UNITED KINGDOM AGENCY for TOBACCO, CIGAR and CIGARETTE MACHINERY and appliances. ADDRESS E. F. HAYLOCK, PURFLEET, ESSEX, ENGLAND.

SALESMAN WANTED

SALESMAN—FIRST SELLING SALESBOARD ASSORTMENTS: JEWELRY, CANDY, SPORTING GOODS; COMMISSION, GIVE TERRITORY REFERENCES. ANCO, 513 EAST 43RD ST., CHICAGO.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

Business Boomed by Elk's Convention in Chicago

Retail Cigar Stores Kept Exceedingly Busy—Shortage of Tampa Brands Observable—Romeo Garcia Gets Further Distribution—Taxing Soft Drink Stands in Peoria—Repeat Orders for Flor de Glaccum—El Preso, in Boxes of Hundred, Retail at Five Cents—Breitung Featuring Rancho Cigars in Tins—MacVeagh Distributing Daniel Epicure Brand—Flor de Melba Being Advertised in Newspapers—"The Way to Increase Business"—Price of Lucius Brand to Be Increased.

CHICAGO, July 15.—With the ending of the Elks' convention, the city is back again to normal. The 300,000 visitors who were here last week boomed the retail cigar business, and many stores were kept exceedingly busy. Very few out-of-town factory salesmen have been here. Collections remain good. The shortage of Tampa-made cigars is now very noticeable.

Charles Stockhane, who covers the loop trade for the General Cigar Co., Inc., has left fof Ludington, Mich., where he will spend a two weeks' vacation.

E. P. Oakes, in the Ashland Bloch, shows several sizes of the Epoca brand, made by Schwab Bros. & Baer. For a newcomer they are starting off well.

E. H. Gato, Jr., is expected here before the week is out. Mr. Gato will make a trip to California with E. P. Oakes, who represents the Gato factory in the middle and northwest territory.

The Prairie Cigar Co., 51st and Prairie Ave., has stocked the Mi-Subrino, clear Havana, made by L. Golovine of New York. The goods are shown in the 3 for 50, 20 and 25-cent sizes.

The Scudder Gale Wholesale Grocery Co., of St. Louis, Mo., who recently closed a deal to distribute Romeo-Garcia mild Havanas in that territory, reports a further deal whereby the branch houses, at Cairo, Olney and Quincy, Ills., and Moberly, Mo., will also distribute Romeo-Garcia in their territories.

L. G. Widdick, jobber and retailer, at 116 North La Salle St., now offers several sizes of the Alamo brand of mild Havanas.

Tiffin, 5-cent cigars, sold by John Henry Collins, are now packed in tin containers of 50. They are sold here by many dealers.

In order to create additional revenue, needed since the closing of saloons, the city council of Peoria, Ills., voted to place a tax of $50 per year upon all soft drink parlors. It is claimed that this tax will yield $30,000, as there are about 600 of such resorts in Peoria. All kinds of near beer, soda, or carbonated waters are included.

Fellowship Club, mild Havana cigars, have been well placed by L. Tabak, the northwest-side jobber. They come in the 10, 2 for 25 and 15-cent sizes.

Many repeat orders are coming in to Steele, Wedeles & Co., for the Flor de Glaccum brand.

El Preso, Londres, packed in boxes of 100, to retail for 5 cents, are distributed by Cohn Bros. Cigar Co., who handle only Manila cigars.

The stores of Albert Breitung are pushing Rancho cigars in tins that retail at 15 cents straight.

Franklin MacVeagh & Co. are the distributors of the Daniel Epicure cigar, which retails at 8 cents. Daniel will not bite, and is a pleasant smoke.

B. J. Elfman has a busy cigar store at La Salle and Lake Sts. He features Shrine, Cuesta Rey, Ben Bey, Robert Bacon, Tampa Sweethearts, Cortez, and Sanchez and Haya brands.

Herbert Mesick, who represents the Cuesta Rey factory, is remaining here awaiting word to start taking orders again.

Harry Wolfe has connected with the Miles Cigar Co. Miss Anna Hansen of the retail force has left on a two weeks' vacation, which she will spend in Philadelphia.

Chesterfield cigarettes are showing great speed. Sales increase daily.

Flor de Melba cigars are being advertised in the newspapers. They are good sellers with the Chicago dealers.

"You get what you ask for" at Henry Ackerbury's cigar store, for Henry carries one of the largest stocks of well-known brands that is to be found in Chicago.

Moeller Tobacco Co., of Green Bay, Wis., advertises in the Chicago papers, direct to the consumer, 12 oz. package of fine granulated smoking tobacco for 48 cents.

Ernest MacKenzie and Louis Obendorf, El Roi Tauers, were very busy during the Elks' convention. Both these well-known boys are high up in Elkdom.

Speaking of the Tolosa brand, Fred Wells, who operates three Loop cigar stores, says: "At last a real clear Havana cigar for the money."

The Coal Belt Candy Co., of Benton, Ills., will distribute the Sir Rahmas brand; and H. Albrecht & Co., wholesalers of East St. Louis, Ills., will distribute the Kelly 1-2-3 brand, made by Harris & Son Cigar Co., of New York.

Dunhill's imported pipes are carried by the Best & Russel branch stores of the General Cigar Co., Inc.

Large ads of the R. B. cigar are seen in the daily papers. Clarence Hirschhorn & Co., the R. B. distributors, report a very good demand for this cigar.

"Keep your eye" on Garcia Fama, says Thomas Harbich. They're "going big" with P. J. Rubey & Co., on the southside.

Jacob M. Rosenberg is enjoying his week-end vacations on the river at Mommence, Ills. Jake, who represents the Preferred Havana Tobacco Co., bought a cottage there.

Nathan Fox Co., wholesaler at 215 W. Chicago Ave., is sending the trade a little booklet that features Sub-Rosa, Royal Bengal, Old Virginia Cheroots, Flexo Giants, and Between the Acts. It is entitled "The Way to Increase Business." It says: "No retail dealers' stock is complete without these brands."

Joseph's cigar store, at 504 East 47th St., shows a large Fatima cigarette display.

George Knight, Jr., is very busy canvassing the dealers with his Alamo and Escomado brands.

Reports have it that the well-known Lucius brand of clear Havanas will advance in price, just as soon as the factory in Tampa begins active operations.

James Sheridan is working hard placing Cressida, clear Havanas, which are distributed by Franklin MacVeagh & Co.

Large new Bull Durham bill-board signs are up around the outskirts.

INCREASES CAPITAL STOCK

Boston Union Cigarmakers' Co-Op. Has Some Very Ambitious Expansion Plans

The Boston Union Cigarmakers' Co-operative, Inc., manufacturers of the Alta cigar, has voted to increase the capital stock of the corporation from $100,000 to $200,000; and to provide a newer and larger factory for the manufacture of their cigars.

The present factory at South Boston, where the Alta cigar was first made a little over seven months ago, is inadequate, it is said, in size to handle the output of the Alta cigars, made necessary, it is said, by a nation-wide demand. The corporation is now seeking a new site for a larger factory.

The Boston Union Cigarmakers' Co-operative is a unique organization, as all the stock of the organization is owned and controlled by the men actually engaged in the manufacture of Alta cigars. It is planned to have one of the largest factories in America manufacturing exclusively hand-made cigars.

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 123. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Raye Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

The Virginia and Federal Child Labor Laws

Important Features Essentially Different—Ten Per Cent Annual Profits Tax on Establishments Employing Children Under Fourteen—Difference in Standard May Cause Confusion—Federal Certificates Protect Employers.

WASHINGTON, July 15.—While the Virginia Child Labor Law, as amended by the State Legislature in March, 1920, differs essentially in two important points from the Federal statute, reports from that State indicate the assumption on the part of many employers that observance of the State law will protect them from the tax imposed by Federal law, says the Bureau of Internal Revenue.

The Revenue Act of 1918 imposes a tax of 10 per cent on the annual net profits of the establishment, if children under 14 years of age are employed in mill, cannery, workshop or manufacturing establishment during any portion of the taxable year, and also if children between 14 and 16 years of age are employed in the specified establishments for more than 8 hours in any day, or more than 6 days in any week, or before 6 a. m., or after 7 p. m.

The amendments to the Virginia Child Labor Law, in effect June 20, 1920, permit children 12 years of age or over to work in fruit or vegetable canneries when school is not in session, and permit children between 14 and 16 years to work in factory, workshop or cannery until 9 p. m. The lowering of the age standard to permit 12-year old children to work in canneries and the difference in the standard affecting night work, permitting a child between 14 and 16 years to work until 9 p. m., is likely to result in confusion as to the varying requirements of State and Federal laws. Observance of State standards, however, will not exempt the establishments enumerated from tax liability if children under 14 years of age are employed at any time or if children between the ages of 14 and 16 are permitted to work after 7 p. m.

The difference between the State law and the Federal law should be brought to the attention of all employers, foremen and parents, as well as the fact that the State employment certificate is not accepted to establish age under the Federal Child Labor Tax Act and such certificates will not protect employers from the 10 per cent tax.

Federal age-certificate inspectors are issuing Federal certificates of age in Virginia, and persons operating establishments are protected in the matter of age if they keep on file Federal certificates of age for all children between 14 and 16 years employed in mill, cannery, workshop, factory or manufacaurring establishment, and for children between 16 and 17 years of age if employed in mine or quarry.

Copies of the Child Labor Tax Act, with rules and regulations, will be furnished by the Child Labor Tax Division, Bureau of Internal Revenue, Treasury Department, Washington, upon application. The industries enumerated in Title XII, Revenue Act of 1918, must observe the Federal standards in order to avoid liability to tax.

Employment Statistics

There were four per cent more workers employed in the manufacture of cigars, cigarettes and other tobacco products, in the State of New York, during the month of May than in April.

The average weekly earnings in May in representative New York State factories, including all employes in both office and shop, engaged in the manufacture of cigars and other tobacco products, covering a six-year period (with 1916 figures, not being at hand, omitted), are as follows:

THE ENTIRE STATE

1920.	1919.	1918.	1917.	1915.
$22 23	$16.55	$13.27	$11.71	$9.13

IN NEW YORK CITY

1920.	1919.	1918.	1917.	1915.
$23.14	$17.64	$13.86	$12.00	$9.40

STATE OUTSIDE OF NEW YORK CITY

1920.	1919.	1918.	1917.	1915.
$19.73	$13.47	$11.61	$10.96	$8.33

It is commonly the case that office salaries are higher than the average weekly earnings of shop employees. But that rule hardly applies nowadays. However, whether salaries be higher or lower, the office employees form such a small percentage of the total number of workers that their effect, in the computation of the average earning, is negligible.

Tobacco in the Philippines

During the year 1918 there were 193,833 acres of tobacco cultivated in the Philippine Islands, which produced 135,704,863 pounds of the fragrant weed. And during the year 1919 there were 182,506 acres cultivated, which produced 124,554,935. These figures, which are official, show a decline of 11,150,928 pounds.

TOBACCO FROM MANILA.

Per S. S. Ben Salem from Manila, arrived July 19:

H. Duys & Co., Inc.	30
J. Arons & Co.	10
H. Pacific Co.	80

CIGARS FROM PORTO RICO.

Per S. S. San Juan. Arrived July 7.
Consignees:

New York—	Cases
United Cigar Stores Co.	91
P. R. Amer. Tob. Co.	309
P. R. Express Co.	2
Total	402

CIGARS FROM PORTO RICO.

Per S. S. Coamo. Arrived July 14.
Consignees:

New York—	Cases
Infanzon Rodriquez	8
P. R. Amer. Tob. Co.	545
United Cigar Stores	147
Pedro Costa	8
Grandiaz, Annis & Co.	14
G. W. Sheldon & Co.	2
F. Bonilla	7
Universal Tob. Co.	24
P. R. Amer. Express	7
I. Lewis Cigar Mfg. Co.	Quantity
Total	754

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived July 14.
Consignees:

New York—	Bales
American Cigar Co.	45
L. Rucabado	40
J. B. Lichtenstein	115
Stern, Mendelsohn Co., Inc.	200
American Cigar Co.	223
Maurice Winter & Co.	10
Total	633
	Barrels
P. R. Amer. Tob. Co.	340
American Cigar Co.	70
P. R. Express Co.	78
J. W. Ruthenberg	50
Portocuba Corp.	50
J. Cohn & Co.	55
M. Lopez & Co.	40
Maurice Winter & Co.	10
Pedro Costa	10
M. A. Sola & Co.	37
W. Schall & Co.	44
Total	784

A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived July 14.
Consignees:

New York—	Barrels
Amer. Sumatra Tob. Co.	400
M. Lopez & Co.	40
Total	440
	Bales
M. Lopez & Co.	10

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived July 14.
Consignees:

New York—	Barrels
P. R. Amer. Tob. Co.	40
M. A. Sola & Co.	13
Total	53
	Packs
M. Gans & Son	67
	Bales
Portocuba Corp.	8
J. Cohn & Co.	30
Max Gans & Son	8
Maurice Winter & Co.	3
Pedro Costa	3
E. Rosenstadt & Waller	74
Total	126

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived July 14.
Consignees:

New York—	Barrels
L. Hirsch	1

TOBACCO SIFTINGS FROM PORTO RICO.

Per S. S. Coamo. Arrived July 14.
Consignees:

New York—	Barrels
P. R. Amer. Tob. Co.	20

LEAF TOBACCO FROM ANTWERP, BELGIUM.

Per S. S. Londonier. Arrived July 13.
Consignees:

New York—	Cases
N. B. Antheneas	1
Amer. Express Co.	1

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Rotterdam. Arrived July 14.
Consignees:

New York—	Bales
C. J. Waxelbaum & Co.	48
G. L. Blake	80
Max Maier	5
Chase National Bank	90
S. Rossin & Son	248
American Cigar Co.	349
E. Rosenwald & Bro.	92
Universal Leaf Tob. Co.	20
	Cases
Amer. Sumatra Tob. Co.	6
Cullman Bros.	15
E. Rosenwald & Bro.	92
American Cigar Co.	349
General Cigar Co.	391

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Rotterdam. Arr. June 14.
Consignees:

New York—	Bales
L. Schmid & Co.	17
	Cases
E. Rosenwald & Bro.	335
	Barrels
H. Duys & Co.	362
Order	613
	Packs
H. Duys & Co.	47

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. E. Luckenbach. Arr. July 13.
Consignees:

New York—	Cases
Amer. Express Co.	1

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. E. Luckenbach. Arr. July 13.
Consignees:

New York—	Cases
Amer. Bluefriesveen Co.	73

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Kinderdyk. Arrived July 18.
Consignees:

New York—	Cases
W. Van Doorn	200
R. Schubert & Co.	25
Herzog & Sarley	109
Rossin & Sons	77
General Cigar Co.	3
H. Muller & Co.	33
Irving Trust Co.	87

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Kinderdyk. Arrived July 18.
Consignees:

New York—	Bales
H. Duys & Co.	408

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Kinderdyk. Arrived July 18.
Consignees:

New York—	Barrels
Pretzfeld & Co.	27

CIGARETTES FROM ENGLAND.

Per S. S. Rimouski. Arrived July 14.
Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	3

TOBACCO FROM KINGSTON, JAMAICA.

Per S. S. Tivives. Arrived July 15.
Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	20

PLUG TOBACCO FROM HALIFAX, N. S.

Per S. S. Rosiland. Arrived July 16.
Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	1

TOBACCO FROM PIRAEUS, GREECE.

Per S. S. Patris. Arrived July 15.
Consignees:

New York—	Packs
Orders	723

LEAF TOBACCO FROM PIRAEUS, GREECE.

Per S. S. Patris. Arrived July 15.
Consignees:

New York—	Bales
P. N. Isangos	45

Per S. S. Finland from Antwerp. Arrived July 18.
H. Flugel, 1 case cigarette holders.

Per S. S. France from Havre. Arrived July 18.
T. D. Downing & Co., 2 cases cigarette tubes.

Per S. S. Celtic from Liverpool. Arrived July 18.
British Amer. Tobacco Co., 1 case cigarette machinery.

Per S. S. President Wilson from Trieste. Arrived July 18.
N. Friedman, 1 case pipes.

Per S. S. Ecuador from Manila. Arrived July 13 at San Francisco.
797 cases of cigars for the East.

Per S. S. Shinyo Maru from Manila. Arrived July 12 at San Francisco.
240 cases cigars for the East.

Per S. S. Eastern Shore from Bremen. Arrived July 16.
Amer. Express Co., 7 cases cigarette tubes.

CIGARETTE PAPER IMPORTS

For Week Ending July 17.

Name and Steamer	Cases
P. J. Schweitzer, Western, Havre	216
P. J. Schweitzer, Tarantia, Genoa	13
Huttlinger & Struller, Vaarli, Genoa	83
W. R. Grace & Co., Pde Satrustegin, Barcelona	21
J. Victory, Pde Satrustegin, Barcelona	2

MANILA CIGARS
MADE BY WALTER E. OLSEN & CO.
EXCLUSIVE BRANDS FOR JOBBERS
STOCK FOR IMMEDIATE DELIVERY
CLASS A-B-C WRITE FOR SAMPLES
HARRY GREEN & CO., Inc.
216 Pine Street -:- SAN FRANCISCO

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office and Factory: Nos. 469-471 Broome Street, New York

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

Vol. LXX. No. 13 NEW YORK, JULY 29, 1920 Per Annum, $2.00 Six Months, $1.00

Greater Attention Given to Tobacco in Georgia

The Yield from Approximately 20,200 Acres May Amount, Possibly to 16,000,000 Pounds—A Much Larger Acreage Next Year—A Most Encouraging Opening of Markets at Douglas, Abbeville, Ashburn, Nashville, Nicholls, Fitzgerald, Blackshear, Vidalia, Tifton, Valdosta and Lyons—Prices Paid for First Offerings Exceeded Expectations—Buyers Are Eager to Obtain the Better Grades—But the Purchase of Common Tobacco Now Is Said to Be Decidedly Speculative—Some Crops Will Contain High Percentages of Desirable Leaf—Soil and Climate Well Adapted to Tobacco Culture—Assurances of Enduring Prosperity.

TIFTON, Ga., July 24.—Now it's an outstanding fact that very desirable bright tobacco can be grown profitably in Georgia. To skilled and diligent tobacco growers in Georgia today are given strong assurances of increased wealth and enduring prosperity. In places where the boll weevil brought poverty and despair to cotton planters four years ago, a few farmers were persuaded to grow tobacco. Though inexperienced in tobacco culture, such success as they attained at least encouraged them to continue. Each succeeding year they did better. Though, so far as weather conditions were concerned, 1920 may be called "a most unfavorable year," no failures are reported in tobacco fields that were properly prepared, planted and tended.

The total bright tobacco crop of Georgia, just now, is variously estimated to be from 12,000,000 to 16,000,000 pounds or more. While the tobacco harvest as yet is not completed, it is known that some careful farmers will obtain yields of good leaf approximating 1,500 pounds per acre. But the average for the State, of course, will be considerably lower.

Of statistics descriptive of the bright tobacco acreage and yield this year, the compilation, declared to be the most dependable, was prepared by T. M. Cook, vice-president of the Bank of Abbeville. Arranged according to counties, Mr. Cook's report is as follows:

	Acreage	Condition	Early or Late	Indicated Grade
Stewart..	500	Good	Late	Superior
Schley....	130	Good	Med.	Superior
Dooley...	130	Excel.	Late	Superior
Sumter...	250	Good	Med.	Superior
Lee.....	50	Fair	Late	Superior
Crisp.....	250	Good	Med.	Superior
Turner...	800	Fair	Early	Superior
Worth....	50	Fair	Late	Superior
Tift 1,250		Good	Late	Superior
Colquitt..	250	Good	Med.	Superior
Cook.....	75	Poor	Late	Poor
Berrien...1,500		Good	Med.	Superior
Irwin.....	800	Good	Med.	Superior
Ben Hill.1,350		Good	Med.	Superior
Wilcox...2,500		Excel.	Med.	Superior
Twiggs...	110	Good	Late	Superior
Johnson..	60	Fair	Late	Superior
Dodge....	800	Good	Med.	Superior
Telfair...	500	Med.	Early	Superior
Laurens..	350	Good	Med.	Superior
Jeff Davis	200	Fair	Med.	Fair
Coffee ...1,800		Good	Med.	Superior
Lowndes..	400	Good	Med.	Superior
Ware.....	375	Good	Good	Superior
Appling...	25	Good	Med.	Superior
Bacon....	150	Good	Med.	Superior
Toombs..	700	Med.	Late	Superior
Evans....	100	Excel.	Late	Superior
Liberty...	100	Good	Late	Superior
Pulaski...	200	Good	Late	Superior
Atkinson.	500	Good	Early	Superior
Wayne....	170	Good	Early	Superior
Pierce....1,350		Good	Early	Superior
Emanuel..	150	Med.	Late	Inferior
Montg'ery	400	Fair	Late	Superior
Bulloch...	100	Fair	Late	Superior
Camden...	200	Good	Late	Superior
Calhoun..	50	Fair	Late	Superior
All others.1,500		Fair	Med.	Superior

To the trade at large, the probability that Georgia will be a much greater producer of bright tobacco may seem more important than amounts offered, or prices obtained, at opening sales on the tobacco markets of Georgia this week.

Because, while prices generally were high, higher in fact than the buyers expected, no very definite assurances, one way or the other, are given on account of sales made during opening week. The festive spirit prevailing as sales begin, pride of locality or a desire to have a warehouse show up well at the outset might cause a special price to be paid cheerfully for a small pile of tobacco. At all of the markets during the past week the offerings consisted chiefly of sand lugs or first primings. Neither in quantity nor diversity was the tobacco sold to date sufficient to indicate fairly what the range of prices will be.

Yet, as Lambdin Kay, staff correspondent of the Atlanta *Journal* declares, "the unanimity with which buyers, factory representatives, warehousemen, auctioneers and other newcomers from the old tobacco belts declare that south Georgia's cheap lands are capable of producing leaf equal to that which comes from famous districts elsewhere, is nothing less than remarkable. Veterans who have spent their lives in the tobacco business—most of them totally disinterested, save in securing good tobacco and more tobacco as cheaply as possible—are all emphatically of the same favorable opinion. More knowledge and experience in planting, cultivating and curing the crop are all that is needed, they say.

"Optimism is rampant throughout Georgia today. Last year brought disappointment and failure to growers who were fighting hard to master a new phase of agriculture. Undismayed by reverses, Georgia farmers planted nearly as large an acreage as in 1919, and seem certain to be rewarded with a much heavier poundage and price. Last year's crop was about 9,500,000 pounds, and it sold at an average of less than 18 cents per pound. This year's crop of about 15,000,000 pounds should bring from 35 to 40 cents."

If the averages, suggested for the season by the sales made during opening week, should happen to be maintained,

(*Continued on page* 8)

Leaf Tobacco Markets Open in South Carolina

Prices from Two to Eight Dollars Higher Than Last Year's Opening—Many Big Houses Are Buyers—Export and Imperial Are Large Purchasers—Warehousemen and Rehandlers, Strong Bidders—Standing Crop Shows Backwardness.

The long vacation of the leaf tobacco dealers of Virginia and the Carolinas is about at an end, and the deep-lunged leaf tobacco auctioneer is again heard in the land, that is, it was heard in all of the South Carolina markets last week.

The Palmetto State always starts the ball in motion and this season the beginning was a little later than usual. All of the markets there opened for the season last Tuesday. Quite a number of Richmond leaf buyers went down to attend the openings, some to buy the bright leaf and others merely to look on and see how the tobacco season of 1920-21 would open up, says the Richmond *Times-Dispatch*.

The offerings on all of the markets were largely of the commoner grades of the leaf, although here and there some good leaf showed up. This is usually the case. The leaf started off in South Carolina higher than the dealers had expected, the average being from $2 to $8 per hundred higher than at the opening last year, being $2 to $4 higher on common goods and $5 to $8 higher on the limited quantities of good to fine goods that showed up.

The above were the figures for Tuesday, the opening day, and there was some weakening for the remainder of the week. However, the markets closed strong on Friday with the averages well in advance of those of a year ago. On one of the larger markets the average for the week was $18 per hundred against an average of $14 last year. The farmers were highly pleased with prices.

The offerings showed a rather large proportion of what the dealers call "wet dog," or soggy tobacco, but the farmers always, as a rule, market their poorest leaf and worst conditioned at the first of the season.

The tobaccos offered last week were taken mainly by the large companies, the Export Tobacco Company and the Imperial Tobacco Company being the

Extravagant Prices for Sumatra at Amsterdam

(Special Cablegram to TOBACCO.)

AMSTERDAM, Holland, July 24.—Extravagant prices were paid for Sumatra tobacco at to-day's inscription. Prices ran up to 1450 Dutch cents.

Important American buyers were:

L. Schmid & Co., New York	277	bbls.	Deli My/M
	138	"	Senembah My/K
	249	"	Senembah My/BK
	123	"	Senembah My/LP
	145	"	Amst. Langkat Cie/WB
	77	"	Amst. Deli Co/JH
Consolidated Cigar Co., New York	372	bbls.	Medan Tab. My/M
	122	"	Amst. Langkat Cie/TL
American Cigar Co., New York	200	bbls.	Deli My/M & K/Langkat
	287	"	Medan Tab. My/TR/Deli
H. Duys & Co., Inc., New York	125	bbls.	Deli My/AB
	149	"	Deli My/QB
	113	"	Sennah/Deli
	130	"	Other marks
Cullman Bros., New York	138	bbls.	Deli My/KB/Langkat
	214	"	Deli My/PG
Bayuk Bros., Philadelphia	344	bbls.	Senembah My/P
E. Rosenwald & Bro., New York	81	bbls.	Deli My/D/Langkat
	61	"	Deli My/AB—only B1 and LB1
	72	"	Amst. Deli Co/A
	66	"	ST Cyr/Deli

Next Sumatra inscriptions will be held September 10 and 24.

largest buyers. Warehousemen and local rehandlers were also strong bidders, while the leaf dealers, prizers and speculators seemed disposed to hold off, evidently thinking the high prices had not come to stay.

The South Carolina farmers have cut and cured less than 15 per cent of the crop so far and the 85 per cent yet on the hill still shows backwardness and the most of it is yet quite green.

The Eastern North Carolina markets are scheduled to be opened September 15, two to three weeks later than usual, and it is expected that by that time about all of the South Carolina crop will be out of first hands, giving the big houses the chance to transfer their buyers to North Carolina.

The reports from Eastern Carolina are to the effect that so far the heavy rains have not materially damaged the leaf, and if they will now hold up for a reasonable length of time the tobacco will cure up well and a fine crop will be gathered. All of the eastern Carolina marts have made extensive preparations for handling a large crop this season, many of the warehouses adding largely to their floor space and nearly all of the dealers building larger prizeries and storage houses.

The date for the opening of the Old Belt bright markets of Virginia and North Carolina has not yet been set, but Danville, South Boston, Chase City and South Hill in Virginia, and Winston-Salem, Reidsville, Durham, Milton and Greensboro in North Carolina will probably agree upon September 15 or thereabout as the opening date.

CIGARETTES WIN VICTORY

Downer Grove, Chicago Suburb, Argues for Month, Then Permits Their Sale.

CHICAGO, July 24.—The cigarette won a notable victory today in the township of Downer Grove. This is one of the old staid Chicago western suburbs. The caption of the ballot at the special election held today was "Shall cigarettes be sold in the Township of Downer Grove?"

The issue had been argued for a month by men and women. The "paper pipes" received strong reinforcements from many men and women who are against them personally, but are opposed to the ways of reformers.

June 7 the City Council passed an ordinance prohibiting sales of cigarettes. The American Legion took the matter up and demanded a referendum. The Legion was strong enough to force a vote. The sales were shut off. The Mayor, Dr. William C. Barber, had to go to Aurora to get his brand. The vote showed 236 men and 96 women in favor of cigarettes and 93 men and 94 women against them.

Are you letting your competitor sell more goods than you are? What is the reason? Are you ready to acknowledge tamely that he is the better man?

Tobacco Markets Open Well in Southern Georgia

Satisfactory Prices Prevail at Initial Sales—Valdosta Gets Up to 80 Cents—Lyons Secures 75 Cents at Top—Tifton Makes Good Showing—Ashburn Offers High Grades—Blackshear Brings Up to 65 Cents—Fitzgerald Claims Finest Bright Tobacco — Abbeville Offerings Were Moderate—Vidalia Has Visions of Higher Prices.

MACON, Ga., July 21.—Yesterday witnessed the opening of many tobacco markets in Southern Georgia towns. Quantities of tobacco varying from 15,000 pounds to 40,000 pounds were disposed of to buyers representing nearly all the leading manufacturers in the country.

Prices ranged from 20 to 80 cents per pound. Growers and buyers all over the tobacco territory expressed satisfaction with the opening sales, and predicted that within ten days prices will be a great deal higher.

Optimism over the tobacco crop reigns supreme at Valdosta, where as high as 80 cents a pound was paid. Buyers there proclaimed the offerings of primings and sand lugs to be the best they had ever seen for so early in the season. Growers there predict that tobacco is destined to take the place of sea island cotton, which had to be abandoned due to the activity of the boll weevil. Tobacco raisers declare Lowndes county has ideal soil and climate for tobacco growing, and predict the county will eventually produce the best tobacco in the world.

Sales will continue at the warehouses over the Southern portion of the State for the next five or six weeks, and it is believed that topnotch prices will soon be reached.

Big Day at Valdosta

VALDOSTA, July 20.—Forty thousand pounds of tobacco were sold here today at the opening of the Valdosta tobacco warehouse at prices ranging from 20 cents to 80 cents per pound. The bidding was spirited from the time the sale began until its close this afternoon, with a force of buyers present representing the leading tobacco concerns of the country.

Growers and buyers are well pleased with the opening sale and the buyers this evening are ready to bet that the prices paid here today are above any market in Georgia or the Carolinas on the opening day. Sales will continue each week day except Saturday until September 1, and as the season progresses the grade and prices paid for tobacco will rapidly increase.

For primers, or sand lugs, as the first pickings of the season are termed, the tobacco marketed here today is pronounced by the buyers as of a higher grade than usual. Many of the Virginia and Carolina buyers and growers said the quality of the crop grown in Lowndes county was a revelation to them, indicating that this section of Georgia has the soil and climate for the growing of the highest quality tobacco in the world.

The opening of the Valdosta tobacco warehouse marks a new industry in Lowndes county, affording for the first time here a market for a crop which it is believed is destined to take the place of Sea Island cotton, which had to be abandoned on account of the boll weevil.

Lyons Has Good Day

LYONS, July 20.—Fancy prices prevailed throughout the day at the opening sale of tobacco on the Lyons market today, the highest price for best grades being 75 cents per pound. About 15,000 pounds were sold at today's sale at an average price of 33 cents per pound. One grower, Cosby Smith, sold 500 pounds at an average of 52 cents, and some of his sold as high as 75 cents.

The tobacco sold today came from Toombs, Tattnall and Bulloch counties. All the leading tobacco companies are represented on the Lyons market with buyers present there being eight.

Tifton Market Opens Strong

TIFTON, July 20.—The 1920 tobacco season opened here today with a full corps of buyers on hand to take the crop.

A total of 15,289 pounds of tobacco was disposed of during the day. The average price paid was $33.17 per hundred. Only primings and lugs were offered at the opening sale. Farmers in this territory are well pleased with prospects for good prices.

Ashburn Observes Opening

ASHBURN, July 20.—The second annual tobacco market at Ashburn was opened today with formal exercises. An address of welcome was made by N. B. Smith who will operate the warehouse this season. A response was delivered by Col. John J. Story, city attorney.

The outstanding feature of the sale was the unusually high grade of the leaf, the farmers having learned better how to cure the crop. The entire sale averaged 37 cents per pound. E. L. Ring, of Hahira, carried off honors with an average price of 85 cents for a carload of tobacco.

Others making large sales were J. G. Hall, of Hahira; M. T. Mikel, of Arabi; Mr. McCall, of Pitts; J. R. Burgess, of Ashburn. This market was the second and youngest in the State last year and, from the large quantities being shipped in, it will eclipse former records, it is predicted.

Get 30 Cents at Blackshear

BLACKSHEAR, July 20.—The local tobacco market opened today with 25,000 pounds of the leaf on sale, and which sold at an average price of 30 cents per pound, ranging as high as 65 cents. Owing to the incessant rains for the last few days the farmers have been slow in bringing their tobacco to market. The crop this season is much better than last and a fancy price is expected for the high grade tobacco.

The market here last year was one of the leading markets in the State, and it is expected that this season will exceed the last in all respects. All of the leading tobacco firms have a corps of buyers here and more will arrive in a few days.

Average 37c. at Fitzgerald

FITZGERALD, July 20.—Fitzgerald's tobacco market opened today with an extra large offering of what experts term the finest "bright tobacco" ever offered in Georgia. The enlarged facilities of the Lon Dickey tobacco warehouse, which has now 40,000 square feet of floor space, was well filled during the day with tobacco from farms in this and nearby counties.

Prices were said to be satisfactory, the crop being decidedly better than last year's. An average price of 37 cents was maintained for the entire day. Buyers representing Liggett & Myers, the American Tobacco Company, the Imperial Tobacco Company, the Export Company and Taylor Tobacco Company were active bidders during the day.

Opens at Abbeville

ABBEVILLE, July 20.—The tobacco market opened here today with prices paid by buyers ranging around 35 and 45 cents. Growers did not attempt to put much tobacco on the market, believing that prices will be much better in a week or ten days. Nearly all Carolina and Virginia factories had buyers present.

Sales will continue for six weeks, and raisers expect prices will become more attractive during that time, though they expressed satisfaction with the prices received for first pickings today.

Visions of Higher Prices at Vidalia

VIDALIA, Ga., July 20.—Expectations of higher prices for leaf tobacco this season were realized with the opening of the tobacco markets of Georgia, the golden weed selling for over $6 a hundred pounds higher than on the initial day last year. The average today was $27.30 against $21 the preceding season.

The quality of the offerings is some better than last year's crop, with prices varying from 5 cents to 60 cents per pound for the lowest to the best grades.

Indications point to the crop being about the same as last year. All the big tobacco companies are represented on the Georgia markets, together with many independent buyers.

Farmers generally are well pleased with the prices paid for the initial offerings and prospects are for a good season.

New Pinkussohn Store

SAVANNAH, Ga., July 23.—The J. S. Pinkussohn Cigar Company will open a new store in Savannah on October 1 at the stand now occupied by the Mendel Real Estate Company on the southwest corner of Broughton and Abercorn streets.

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IMPORTERS EXPORTERS & PACKERS OF TOBACCO

Holland's Crowded Warehouses Delay Shipments

American Purchases Unavoidably Held Back for Weeks and Weeks—Medium Styles Offered at Rotterdam, July 10—First Footleaf Lots Brought About 1250 Dutch Cents.

AMSTERDAM, Holland, July 10.—Today a Sumatra inscription took place in Rotterdam, in which 6,348 bales 1919 crop and 2,734 bales old crops were offered. This sale originally was announced for June 4, but harbor conditions made it impossible. Those harbor conditions exercise a very unfavorable influence on our market. The warehouses in Amsterdam are overstocked with all kinds of produce, and it is impossible to store any further goods in our city. Therefore, the warehouse companies had to store all further arrivals outside Amsterdam, and as also the railroad companies can't get away with their goods it takes sometimes weeks and weeks to have the tobacco brought to Amsterdam to make it ready for reshipments to the States.

The lots offered in the Rotterdam sale were generally of a medium style, although, of course, some good lots were represented. It is a great fault of the entire 1919 crop that the tobacco is throughout somewhat wet, which makes the tobacco heavy and exercises an unfavorable influence on the yield.

Although there are some exceptions, the second footleaf lots are, as a rule, this year much inferior to the first, and it may, therefore, be expected that the third lots will hardly contain any desirable tobacco for the States.

The principal purchases made were: Pvd. A/H first and second footleaf lot of which the General Cigar Co. of New York, bought 448 bales.

Pvd. A/K of which H. Fendrich of Evansville, Ind., bought 129 bales; Cullman Bros., New York, bought 701 bales Mandi Angin/Deli. Hugo Muller, Inc., secured 296 bales Tandjong Poetoes whereas H. Duys & Co., bought 124 bales of the same headmark.

The Deli Cultmur did not offer any footleaf tobacco for sale, as this company sold its entire crop at the time unseen to H. Duys & Co., Inc.; E. Rosenwald & Bro., and L. Schmid & Co.

The Langkat Tab. My/H L offered a few lots, but the tobacco was so poor that it could not come in consideration for the American market.

In the cable sent to this paper it was said that prices went up as high as 1050 cents. This was wrong insofar that first and second lots were bought combined, so that for first footleaf lots prices of about 1250 cents may be figured.

Wisconsin Tobacco Market

EDGERTON, Wis., July 23.—The local market is quiet. This is the quiet season, anyway. The assorting season is coming to the wind-up, and except for the concerns doing stemming, there is only the humdrum care of the offices and season-end of squaring things around to look after. The packers are doing considerable driving through the country, keeping tab on the fields. They follow the development of the stand as it passes through the period of growing, and by the time the tobacco is harvested they know pretty well how the tobacco runs in the different sections where they desire to buy. The growers are proud of the growing fields. They are clean, and the stand is even; but the experienced grower is between the rows with his horses keeping the ground worked up all the time. They have learned through years of experience that a field clean of weeds is not enough to grow first-class tobacco; the frequent working up of the soil is the secret of the best results. From the southermost point of the State tobacco area to the northern limit of it, the reports agree that the fields are in unusually fine condition. The growth has been rapid in spite of the fact that the nights have been quite chilly for this time of the year. The sunny days have tended to strengthen the root development of the plants. Everybody is keeping quiet about the range of prices to be offered, or taken for the 1920. The buying history of last year suited all concerned pretty well, and just now both growers and packers are satisfied to not worry about the crossing of the bridge until they come to it.

Mr. Richard B. Brown, with the Lorillard company, was in Edgerton last week. He expects to go to La Crosse in September to become a member of the force operating the new Lorillard warehouse there. He states that the 1919 which is ready for shipment is sent out as rapidly as transportation facilities can be secured.—*Edgerton Reporter.*

CIGAR FACTORY STATISTICS

Show Decline in Number Employed—Pay Rolls Indicate Big Increase in Compensation

WASHINGTON, July 28.—The Bureau of Labor Statistics, Department of Labor, has received reports from cigar factories showing the employment and wages paid in these factories during June, 1919 and June, 1920.

Forty-eight factories reported an employment of 15,129 persons in June, 1919, as compared with 14,997 in June, 1920, which was a decrease of .9 per cent. The pay rolls, however, showed a substantial increase from $244,318 in June, 1919, to $343,232 in June, 1920, which is an increase of 40.5 per cent.

Comparative figures are also shown giving the employment and wages in 49 cigar factories during the months of May and June, 1920. There were 14,381 persons employed in May as compared with 14,241 in June, a decrease of 1 per cent. The pay rolls also showed a 1.1 per cent decrease from $328,587 in May to $325,093 in June.

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NEW YORK, THURSDAY, JULY 29, 1920

VACATION—SMOKE UP!

Vacation! What a wonderful charm there is in that word at this season of the year. The lure of the pine woods, the call of field and stream, the crash of the surf—these are the thousand voices of the Great Outdoors, sending their siren song into the hearts and minds of men, making their daily tasks seem irksome, urging them to break away from the eternal grind of it. There comes the irresistible impulse to slam down the old rolltop, turn the key gently but firmly upon its mass of orders, bills, vouchers, plans, specifications, and work-a-day worries, and hie away into the open, as far away as rail and trail will carry us; that is the way the *Manco Record's* pencil pusher puts it.

In many lines of business this is the off season. Salesmen sit idle, because their buyers have taken to the woods. The consumer seems to have lost any desire to consume. The wheels of business turn more slowly.

But to the man behand the cigar counter it should be a season of rejoicing, and a time for the gathering in of many shekels. For what is a vacation without a good smoke? Many a man will start blithely off to camp without his toothbrush, but you won't find him forgetting to take along his favorite brier, or a box or two of his favorite cigars, tucked down into the bottom of his grip against the long, summer evenings in camp. To the smoker these are absolutely necessary to complete the comfort and enjoyment of his vacation.

The wise cigar man will know how to take advantage of these vacation days. Instead of letting the customer get away with only one or two cigars, suggest to him the wisdom of stocking up with enough of his own special brand to last him through.

Push the pipes. Display them prominently where they will catch the eye of the prospective vacationer. Some men, when they go on a vacation, are so determined to break away from the old routine of life that they make up their minds to do everything *different*. So it is that men who smoke cigars or cigarettes habitually all the year will take to a pipe during their vacation just for the sake of doing something different. There is nothing like a good, well-seasoned pipeful of rich, fragrant tobacco to add to the joy and peace of mind and to induce that feeling of perfect relaxation which the mentally tired man craves when he cuts loose from the grind and goes away on a vacation.

Vacation days, to the cigar and tobacco man, should be days of bigger and better business, if he is wide awake and alive to his opportunity. To the man behind the counter we would say:

Boost the box and push the pipe,
And pluck the business while it's ripe.

A LOOK AHEAD

The fact is worth noting, in passing, that organized cigar makers in a Boston union have refused to accept a compromise increase of $1 per thousand on mould work and $1.50 per thousand on hand-made cigars, offered by the manufacturers. The original demands were respectively $2 and $3, and it is upon the granting thereof that the union still insists.

Boston has already lost a liberal slice of its cigar production, as the result of removal by manufacturers to new fields, where labor conditions are more tolerable. In no case does it appear that any one of these removals has proved harmful to the corporation or the firm, says the Salem, Mass., *News*. While the *News* does not mean to imply that a further migration of Boston cigar manufacturers must be looked for, as a result of a "no-compromise" attitude on the part of the workers in question, the fact will doubtless be admitted by unbiased observers that wage earners, no matter in what capacity, who are insistent at this time upon a wage spiraling policy are really skating upon thin ice. Signs and portents in the economic world ought to give pause to policies looking to continued demands for wage revisions upwards. So-called "big money" in skilled and unskilled callings has pretty easily been acquired. The fact by no means follows that because such conditions have prevailed for several years past, they are to rule permanently. Liquidation of excessive profits as well as liquidation of excessive wages is ahead of the country. It is just as foolish for the mercantile profiteer to count upon repeated harvests in the near future as it is foolish for wage profiteers to assume that their demands for "more! more!" in the way of compensation are going to be met. Go where you may in this land of the free and home of the brave, you will find plenty of people that have been forced, by the exigencies of the late war, and abnormalities in the industrial world growing out of the war, to roost lower in their own immediate personal concerns. The brace of elements we have specifically considered in the preceding lines are due to undergo a similar change. They may not think so today, but the logic of events will in due season provide the requisite enlightenment.

MACHINE-MADE CIGARS

The introduction of machinery to replace the work of the human hand in any industry is usually accompanied by weeping and wailing and gnashing of teeth on the part of the owner of the hand, because it usually means that the hands must find other work to do, says the *Manco Record*.

But this does not seem to be the case in the cigar industry. Though the superiority of the hand-made cigar has been widely advertised, and with the emphasis usually on the hand rather than the brand, it is a fact that there is a noticeable increase in the number of cigars made by machinery.

And the optimistic thought in connection with the increasing use of machinery in this industry is that it does not throw the hand workers out of employment. On the contrary, the introduction of machinery tends to increase their efficiency. In one large factory where a well-known brand of cigar was formerly made by hand, and where, at their best, the most skilful workers were able to turn out only some 300 cigars a day, machines have recently been installed which can turn out 3,500 cigars a day, each one an exact replica of the other, and each one perfect in form and detail. Each machine is operated by four girls, and the girls are carefully trained in a schoolroom by instructors until they are able to handle the machines efficiently. The machines are said to perform all the delicate manipulations that were formerly performed by the human hand, and with almost human fidelity. The cigars turned out by the machines have the further advantage of being produced under absolutely sanitary conditions, as no cigar is touched by anything except aluminum and steel.

So, in the case of this factory, the introduction of machinery does not mean the replacing of the hands, but the training of the hands to greater skill, a consequent improvement in efficiency, and a much-needed increase in the volume and speed of production.

SIR WALTER'S WEED IN GEORGIA

"Sir Walter's weed, which millions of men would not part with for the flowers of Paradise, is fast becoming one of Georgia's staple crops. Valdosta, Tifton, Douglas, Vidalia, and divers other towns of the State recently have opened tobacco markets with extensive preparations and with the prospect of large receipts from the surrounding country. At the first named point is a new tobacco warehouse which a widely traveled authority on such matters describes as 'the best he has ever seen.' The other centers likewise have taken pains to provide the highest order of facilities for handling the grower's product and assuring him fair returns," declares the *Atlanta Journal*.

"This is at once evidence of a remarkable increase in the output of Georgia tobacco and an incentive to more rapid development in the seasons ahead. Eleven years ago the amount of tobacco raised in this State was so inconsiderable as to receive no mention whatsoever in the Census of 1910. By 1916, however, production had reached upwards of one and a half million pounds, with a value of four hundred and fourteen thousand dollars, or three hundred and eighteen dollars and sixty cents an acre. In 1918 this had advanced to two million, six hundred and sixty-eight thousand pounds, with a value of one million, three hundred and thirty-four thousand dollars, or four hundred and sixty dollars an acre. Within the last twelve-month this record, striking though it was, has been dwarfed by new attainments; and there are observers who forecast that within another year or so tobacco will rival cotton itself as a Georgia money crop.

"Certainly the establishment of warehouses and markets for handling the product will encourage and multiply its growers. A harvest that can be turned readily into cash or used as collateral for credit appeals strongly to farmers, particularly to those of regions where the onslaught of the boll weevil has stopped or greatly curtailed the production of cotton. No matter how intrinsically valuable a crop may be, there is scant inducement to raise it if there be no means of disposing of it with reasonable convenience and at a fair profit. Because cotton was well provided with such facilities, while other products for the most part lacked them, the former monopolized the best efforts and most fertile resources of the Georgia planter for decades, and left him a heavy debtor to other States for food necessities. Happily, a great change has come to pass. The packing plant, the canning factory, the bean mill, the grain elevator, the potato curing plant and other institutions for receiving and marketing food products have made crop diversification as profitable in business practice as it is commendable in agricultural theory. The tobacco markets and warehouses are an important addition to these lines of service, especially at a time when a substitute money-crop for cotton is in so many districts imperative."

Cigar manufacturers in Berks Co., Pa., continue to boom, as indicated by the weekly statement of Stamp Clerk Miller at the local internal revenue office, which shows that the receipts from the sale of revenue stamps amounted to $32,646 for the week ending July 17. Tobacco stamps amounted to $1,383.30.

WE beg to thank our customers for the liberal response they have given to our recent offerings of

Good, Reasonable Priced
1918 SUMATRA

Although we have sold the bulk of our extensive importations, we still have several very good lots to offer.

WM. QUANJER, INC.
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NEW YORK

Greater Attention Given Tobacco in Georgia.

(*Continued from page* 3)

even approximately—in the opinion of experienced tobacco men—it will be because higher prices are given for the better grades of tobacco. for, at present, there is hardly any demand for common tobacco. Conditions in the export trade, as well as restrictions and high interest rates imposed by bankers all over the country, cause the buying of common tobacco now to be a speculation involving capital beyond the control of the ordinary buyer. Deprived of opportunities to make quick turnovers, the usual buyer hesitates to take risks associated with "tieing up a lot of money" for an indefinite time.

However, in behalf of Georgia tobacco, it is urged that the percentage of desirable tobacco will be high, this year.

Tobacco sales on Georgia markets last year are tabulated as follows:

Market	*Pounds*
Douglas	2,268,267
Abbeville	2,217,776
Ashburn	1,568,549
Nashville	1,150,879
Nicholls	837,000
Fitzgerald	825,374
Blackshear	808,627
Vidolia	796,223
Tifton	539,735
Total	11,012,430

In addition to the nine markets operating in 1919, two new markets, Valdosta and Lyons, have been opened this year.

At Valdosta, which ranks financially as the fifth city in Georgia, having wealth exceeding the riches of various other cities having population much greater, excellent market facilities are afforded. The Valdosta Tobacco Warehouse Co. has erected and equipped a building capable of receiving and handling large quantities of tobacco to fine advantage. C. O. Watts, from Danville, Va., operates the warehouse and acts as auctioneer. Opening sales on Tuesday amounted to 26,180 pounds averaging $35.17 per 100 pounds.

The buyers at the sale were S. B. Betts, representing the Universal Tobacco Co., C. G. Smith, representing the China-American Tobacco & Trading Co., W. N. Ruffian, representing the Export Tobacco Co., F. W. Brown, representing the Cobb-Gwinn Co., and J. L. O'Brien, buying independently. Included in the tobacco sold was a quantity of high grade bright tobacco shipped to Valdosta by W. C. Wells of Madison County, Fla. The Florida tobacco was very favorably commented on and it brought a high price.

Not every man can prove that he practices faithfully what he preaches. But, at Hahira, where some of the best farms in Lowndes County are located, E. L. Ring, tobacco agent for the Southern Railway system, may show that his works are even more convincing than his words. A few years ago, Mr. Ring bought a tract of land, paying $30 per acre for the place. Just now Mr. Ring is harvesting a notably good tobacco crop, a crop that is made conspicuous because it contains a nice percentage of choice mahogany wrappers, a crop worth, at present prices from $650 to upwards of $800 per acre. At the Ashburn market on the opening day, Mr. Ring's tobacco obtained the top price.

A tobacco expert, having years of experience gained in Virginia, Eastern North Carolina and South Carolina, Mr. Ring is convinced that in South Georgia may be found much land capable of producing big crops of good bright tobacco. Mr. Ring is somewhat partial to the Warren type. But another expert tobacco grower at Hahira, W. J. Ragan, formerly of Kingston, N. C., is obtaining particularly satisfactory results with Big Tilley. Some of Mr. Ragan's fields this year are yielding 1,600 pounds of leaf per acre. At Hahira, the 1920 tobacco crop comprises about 500 acres. In the Hahira section, next year, probably from 2,000 to 4,000 acres will be devoted to tobacco. In the vicinity, possibly 40,000 acres are adapted to tobacco culture.

Speaking of the success now being achieved by tobacco growers in the neighborhood, Mr. McKinnon, cashier of the Bank of Hahira, said: "After all, it now appears that the boll weevil was a blessing in disguise. Though the failure of cotton crops caused everyone to be sadly discouraged, such farmers as were induced to grow tobacco properly are becoming much more prosperous than they ever were before. Success associated with tobacco culture is causing land values to rise steadily. Farms that formerly could be bought for, from $35 to $50 per acre, will be worth from $100 to $250 per acre in a few years. At Hahira, the farmers who, heretofore, have hesitated, now have an opportunity to see how profitable good crops of bright tobacco may be."

Eventually, possibly in 1921, Hahira will have its own tobacco market. At present, the tobacco market nearest to Hahira is Valdosta.

"At Tifton," again Mr. Kay is quoted, "one finds a wire-grass town humming with activity in midsummer, its stores and offices busy to capacity, its streets filled with visitors with money to spend and its surrounding countryside flourishing with fertility—such was Tifton, a prosperous county seat of Tift County, on Tuesday, the opening day of the tobacco season.

"After the long rows of shallow trays, in which were many heaps of bright, golden leaves, had been auctioned at the Fenner & Hudson warehouse within the space of an hour Tuesday afternoon, planters from Tift and numerous other countries went back uptown to do their trading or banking with plenty of cash in their pockets.

"Something over 15,000 pounds of tobacco was sold on opening day, and the auction, according to Kentucky, Carolina and Virginia tobacco men with de-

"The feature last mentioned is parcades of experience, was the most successful beginning of a season they had ever witnessed. The average price paid by competing buyers representing eight large tobacco concerns turned out to be 33.17 per pound—something like 10 cents better than the most optimistic enthusiast had hoped for, and, incidentally, about 11 cents higher than last year's entire crop averaged.

ticularly significant for the reason that the opening day's offerings were from the first gathering—the lowest grade and least desirable portion of the crop. These leaves called 'primings' and 'sand lugs,' come from the bottom of the stalk, close to the ground, and are consequently dirty, more or less bedraggled, and far less valuable to the manufacturer of tobacco."

So, even if higher grades of tobacco, put on the market later, do not bring better prices Tifton's faith, enterprise and sagacity in fighting to make Georgia a tobacco State will be rewarded by a $500,000 stimulation to its civic life before the season ends less than two months hence. And it should be remembered that this means an influx of cash—cash at the dullest doldrums of the cotton season—cash realized from a three-month's crop, raised on a comparatively small acreage by a large number of planters.

Tifton expects to handle 1,500,000 pounds of tobacco this season—tobacco that all experts declare to be equal to tobacco of the same type grown in North Carolina. It is used in the making of cigarettes and pipe tobacco and a great percentage of it goes to England and China. Although planters in Virginia have some 300 years' advantage as to knowledge of planting, cultivating, gathering, curing and marketing, Tifton and Tift County have entered upon a new phase of agriculture with such thoroughness, efficiency and industry that they are

(*Continued on page* 30)

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, airtight, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

OUR purchase of 1,500 bales of Sumatra tobacco at the inscription of July 16th, makes our total purchases of the 1918 and 1919 crops this year, 10,000 bales.

This tobacco represents all types of Sumatra tobacco and this large quantity will give our manufacturing friends a complete and diversified stock to select from for the manufacture of all grades of Sumatra wrapped cigars.

H. DUYS & CO.

(Incorporated)

142 Water Street New York

By Far the Leading Sumatra and Java House

Established 1867 Original Factory No. 1

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Manufacturers of

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No 15 CORK TIP
FIFTH AVENUE
EGYPTIAN CIGARETTES
I. B. K. NEW YORK.

FIFTH AVENUE
A Union Made Cigarette of Quality.
Mouthpiece Plain or Cork.
EST. of I. B. KRINSKY
135 Grand Street
NEW YORK
Samples Submitted to Jobbers.

Display of Costly Cigars Causes Riot in Berlin

Box of 25 in Cigar Store Window, Priced 1,000 Marks—Crowd Forces Managers to Withdraw the Exhibit—Was Not Profiteering.

BERLIN, July 11.—An innocent looking box of cigars was the cause of a serious disturbance. A Berlin cigar store, one of the leading concerns, situated on one of the main streets, exhibited a little box of 25 cigars in the show window and placed a sign on it, telling prospective buyers that the price of the box was 1,000 marks.

Soon a crowd collected in front of the store. There was a hostile demonstration. Speeches were made by the leaders who said it was an outrage to buy or even offer for sale a few cigars for so large a sum while half of the German people were starving for want of bread.

The firm withdrew the exhibit and the mob departed. However, newspapers the next day contained some sharp criticism of the firm's action. Displaying of expensive articles of luxury was called a mockery of the starving poor and incitement to riot and pillage.

The firm answered—and proved it by ledger references—that it was not making any extraordinary profit on those 1,000-mark cigars. However, it was conceded that public opinion would not stand for any "inciting" exhibition of this kind.

Any profiteer, therefore, who wants to buy the 1,000-mark brand, will have to do it unostentatiously on the quiet, perhaps in the back room where the "stores" are drawn shut.

The voice of the people is the supreme law, nowadays, in Germany, at least in the show window and in the front part of the cigar store.

THE QUINCY TOBACCO CROP

Shows Large Percentage of the Finest Sizes—Already Some Sales Made at High Prices

The Quincy tobacco packers have cleared all decks for action and have everything in readiness for receiving the 1920 crop which is now coming in. The weather during the past week has put the tobacco in good case for delivery and a few of the planters have already delivered as much as fifty per cent of their crop. However, it is estimated that not more than 10 per cent of the entire production has been delivered, representing only sand leaves and a few first middles.

Insofar as insect and hail and wind damage are concerned the 1920 crop is said to be the cleanest that has been grown in Gadsden County in many years. Even the later crops which were retarded on account of sick soil have developed wonderfully and bid fair to make a good yield of a nice quality of tobacco. On late tobacco the principal difficulty is in preventing serious destruction by the horn worm, and this destroyer is being closely watched and damage of this kind being kept to the minimum. However, as crops of this kind represent only about ten per cent of the whole, this question is not one of considerable moment.

The sizes this year are good, not extra large or extra small, but showing a large percentage of the fanciest sizes, 16 to 17 inches. It is too early in the season to predict whether a greenish cast will predominate, but it is safe to say there will be a large proportion of this type. From the appearance of tobacco in bulk plenty of life and elasticity are evident, the bulks giving off a sweet, nutty, fragrance, indicating sufficient gum and life, though texture is open grain and a perfect burn so far as can be judged this early in the season.

Already there has been some buying by certain manufacturers who wish to be assured of a supply of wrappers and at prices higher than was paid in the boom years of 1917 and 1918.

Judging by inquiries now being received by various packers it appears to be the consensus of opinion that a considerable quantity of this year's crop will be sold in planters' original string to manufacturers, many of whom bought in this manner last year and found the method satisfactory. A still larger quantity will likely be sold "sized and tier," with trash thrown out. It is common knowledge that the packers lose as much as ten per cent by carelessness and from other causes in having the tobacco assorted in their warehouses and are naturally obliged to sell their output at a price that will take care of this loss. By selling the wrappers without first being assorted the expense of this work and the spoilage incident thereto are eliminated. If ever there was a time when such procedure seemed timely it is this year, when with a dearth of wrappers and a scarcity of labor every effort should be made to avoid waste and to conserve labor.—*Gadsden County (Fla.) Times.*

ANNOUNCES DIVIDEND PLAN

R. J. Reynolds Tobacco Company Urges Prompt Delivery of Certificates

The plan for the payment of the 200 per cent. stock dividend declared on the common stock and Class B common stock of the R. J. Reynolds Tobacco Company, which was announced by Directors on Monday to be paid August 16 in new Class B common stock of $25 per share par value, has been sent out in the form of a circular to present holders The letter reads in part:

"All holders of record of the company's common stock or Class B common stock on August 2, 1920, are requested to deliver their certificates for either or both of said stocks, with proper indorsement duly witnessed thereon, to the company's transfer agent. Equitable Trust Company of New York, 37 Wall street, New York, N. Y., on, or as soon as possible after, August 3, 1920, and before August 16, 1920, so as to give the transfer agent time to make up and prepare to deliver to said holders, on August 16, 1920, new certificates representing the shares of smaller par value substituted for the shares surrendered, and also new certificates representing the stock dividend paid thereon.

"For each share of common stock represented by the certificates so surrendered at the time named, the transfer agent will issue and, on August 16, 1920, will deliver to the holder of record a certificate for four shares of common stock of the par value of $25 per share, and another certificate for eight shares of new Class B common stock of the par value of $25 per share.

"For each share of Class B common stock so surrendered at the time named the transfer agent will issue and, on August 16, 1920, will deliver to the holder of record a certificate for twelve shares of new Class B common stock of the par value of $25 per share.

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

WE are now receiving with S. S. "Dryden," S.S. "West Eldara," S.S. "Schodack" our first shipments of

1918 stripped and booked

MANILA TOBACCO

Our own packing.

We guarantee this tobacco to be absolutely sound.

Most carefully selected, all "*wrapper B's.*"

Samples gladly submitted.

JOS. HIRSCH & SON BOWRING & CO.

17 BATTERY PLACE

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LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

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Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — CORRESPONDENCE SOLICITED

COMPLETE FACILITIES — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

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—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

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Virginia, North and South Carolina and Kentucky Tobacco
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We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

Why People Like to Smoke

An Expert Analysis

Why do people smoke? asks Dr. W. A. Bloedorn, lieutenant-commander in the medical corps of the United States Navy, in an article entitled, "The Barbarous Custom of Smoking," published in the *Medical Record*. Dr. Bloedorn analyzes the craving for a smoke that was universal among the soldiers and sailors during the war and then answers the question. From his answer the following paragraphs are taken:

Tobacco is a means of diversion which, far from interfering with a man's performance of duty, attaches him to it and renders it less burdensome.

If we smoke entirely for the physiological effects of the active principles of tobacco, which are absorbed during the act of smoking, we could obtain these active principles in pill or tablet form and administer them much more cheaply, accurately and efficiently than by the act of smoking.

Yet who would be satisfied with a tablet containing his usual dose of nicotine instead of his satisfying after-dinner cigar? What soldier awaiting the order to advance would be soothed and calmed by a nicotine pill instead of his friendly cigarette?

The pleasure effect begins even before the cigar or cigarette is lighted. The smoker carefully selects and inspects his cigar and the preparation of the tobacco for smoking receives much attention. All these things reflect the state of mind of the individual. Then the sound of the lighting match, the sight of the curling smoke and the glowing tip, the aroma of the burning leaf, the familiar taste, the touch and feel of the cigar or cigarette; all of these factors combine to produce the pleasurable effect.

The appeal is not to one sense, but to all the senses, and the psychic effect resulting from this stimulation of the senses is far more important to the smoker than the physiological effect of the nicotine absorbed.

The increased pulse rate and heightened blood pressure noted in some cases following the use of tobacco and ascribed by investigators along this line to nicotine absorbed, are not conducive to pleasurable sensations on the part of the individual concerned, and we are safe in assuming that it is not for this effect that he indulges in tobacco.

The effects which appeal more to the smoker are soothing, sedative, tending toward relaxation, contentment and mental rest. He appears less acutely aware of his own shortcomings and more tolerant of the shortcomings of his associates.

The practice of smoking was observed by the companions of Columbus on their first voyage. It was first introduced into Spain by some of the followers of Columbus on his second voyage, who returned about 1512. Introduced into the British Isles about 1560, it was not until 1586 that the plant and its uses were widely known and that Raleigh distinguished himself by growing tobacco on his estate and himself smoking publicly.

From Spain and England the use of tobacco spread by degrees over all the known world. In America the culture of tobacco began in Virginia with the earliest settlement of the colony.

James I was particularly bitter in his denunciation of the use of tobacco.

It is an historical fact that both James I, Charles I and Charles II, as well as Cromwell, had the strongest dislike of the Indian weed, and lost no opportunity to suppress its cultivation and use.

Pope Urban VIII excommunicated all who took snuff in church.

Christian IV of Denmark had all smokers and snuffers publicly whipped.

The Chinese and Japanese punished smoking by whippings and maimings.

The Russian rulers cut off noses and the Turks stuck pipes through the noses of smokers and exhibited the victims in public. Amurath IV of Turkey beheaded everyone found guilty of smoking.

In spite of such powerful foes the custom increased to such an extent that when William ascended the throne it was said to be almost universal.

Thus this habit, learned from the savage, came gradually to be accepted as the natural order of affairs, and so the barbarous custom of smoking has become almost a universal habit of civilized nations.

The tension under which we live, the continual striving for gain, for advancment, in many cases for even the necessaries of life; the petty annoyances, grievances and worries which enter our daily life; the restlessness, the lack of contentment which is everywhere manifest, all these factors create a demand which must be satisfied.

For some alcohol supplies the demand, for some drugs; for others, the theatre, athletic sports, moving pictures, motoring and hunting.

But the demand exists, and there is abundant evidence to prove that tobacco answers this demand more universally than any of the other sedatives mentioned, that it reaches a larger mass of people, and that it accomplishes its purpose with the minimum of after effects.

There are some individuals who cannot use tobacco; there are some who should not use it, there are some who use it to excess and who suffer in consequence. There is, on the other hand, a large army of moderate tobacco users who indulge for years without appreciably bad physical effect and with good mental effect. Each individual must be his own judge as to whether he can use tobacco safely, and also as to the amount he can tolerate.

Heavy Rains Retard Curing

WARSAW, N. C., July 22.—What was one of the longest dry spells in this section at this time of the year for a number of years was broken Saturday night by torrential rains that have continued intermittently with more or less violence ever since, and are likely, should they continue longer, to do more damage to crops and gardens than the severe drought which preceded them. The rainy weather is especially affecting the curing of the tobacco crop, already a late one, as it is impossible to get into the fields to cut it.

Durham's Tobacco Crops

DURHAM, N. C., July 26.—Indications now are that Durham County's tobacco crop will be as good as that of last year, although the recent rains have done some damage to the crop. Unless there is more rain within the next week or two the crop will not be cut for some time yet, but if there are slight rains the crop will be cut immediately. Present indications now are that high grade tobacco will bring a good price on the Durham market.

O. W. DUDLEY SONS, INC.

Dealers in all grades of

Virginia, Carolina and Kentucky Leaf Tobacco and Strips

DANVILLE, VA., U. S. A.

ESTABLISHED 1875 INCORPORATED 1905

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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

LUMBERTON TOBACCO M'K'T

Much of the Weed Is Being Offered at Lumberton—Crop Better Than Last Year.

LUMBERTON, N. C., July 24.—Much tobacco has been offered on the Lumberton market since the opening of the selling season Tuesday, prices having ranged as high as 65 cents the pound. Practically all the tobacco sold this week was first-curings and prices received for good, bright, ripe tobacco are about the same as last season. However, the poorer grades are not selling as high as they sold last season, according to the tobacco growers. Unless the continued rains injure the crop it is thought the 1920 crop will be of better quality than the 1919 crop.

Sales will be conducted every day except Saturdays until the season closes and the market here expects to sell more than 5,000,000 pounds of the golden weed.

About Tobacco Raising

MR. EDITOR:

About 52 years ago I began growing tobacco. Soon thereafter I began to notice that there were certain days better than others for harvesting tobacco in order for it to cure up easily and with a heavy, "waxy" body. To find out the way to tell the better dates ahead was a hard job, but I was finally successful.

To explain, let me say that tobacco has an oily substance that "comes and goes" at intervals during the life of tobacco in the field. Tobacco also has a sap like other vegetation, and when this sap rises it runs the oil out through the pores of the leaves on the principle that oil and water can't mix, and the oil, being the lighter, is pushed out to the surface, where it forms a "gum" and is well known to all tobacco growers. You have noticed that tobacco is very "gummy" at times. Then again it will barely stain the hands of those who work in it.

Tobacco harvested when the sap is raging in it will be hard to cure, and when cured will be light and "chaffy," because the sap (water) evaporates in curing, leaving only the framework of the leaf. But tobacco harvested when the oil is at its best in the weed cures up easily and nicely and has a heavy "wax" body. See, the oil can not and does not evaporate as the sap does, and only remains to contribute to the weight and better condition of the tobacco.

It has been my experience that we must harvest tobacco when the oil is in it if we expect to have oil in it when cured. For instance, you have experienced taking tobacco one week off a certain piece of ground and have excellent luck, and then take more in a few days probably off the same piece of ground and with riper tobacco and have no luck at all.

I shall be pleased to answer any correspondence that any of the tobacco growers may make provided sufficient postage is sent for reply. Yours truly,

Mocksville, N. C. D. V. DAVIS.

Pitt County's Tobacco

GREENVILLE, N. C., July 26.—It is estimated that Pitt County produced more than $20,000,000 worth of tobacco last year. Tobacco this year is very good and the South Carolina prices have made the farmers feel very satisfied. Curing is in full progress and good cures are reported. This means good prices as there will be no scrap marketed as buyers refuse to take it this season; better prices are expected for the good grades and good grades are what the curers are trying to make.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Established 1886

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TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

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We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate o. Insurance.

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We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

SCHARLIN SNUFF & TOBACCO CORPORATION

STANDARD QUALITY SNUFFS SINCE 1876

GAMBETTA SNUFF
(French Rappe)

1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF

Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF

1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

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Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
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ITALIAN SNUFF

Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

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G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

GEORGIA'S FINE TOBACCO

Tobacco Expert Says Lowndes County Is Raising the Finest Cigarette Tobacco

VALDOSTA, Ga., July 23.—"The very finest tobacco for cigarettes I have ever seen grown in the United States is now being cured in the barns of Lowndes County and the counties adjoining," said E. L. Ring, recently.

For twenty-three years Mr. Ring has traveled the 7,000 miles of the Southern Railway as the agent for that road, promoting the growth of tobacco, showing the farmers how to grow it, assisting them in selecting the soil, cure and prepare it for market. He has followed the markets and watched the prices and grades all through these years and he is in a position to know what he is talking about.

"You people of Lowndes County have grown rich on turpentine, lumber and sea island cotton. These three things are now gone. You have in the tobacco culture a source of riches that surpass all three of these commodities put together, and in the years to come you will get more money from it than any other source, although your acreage will not be as great per farm as in growing cotton."

Mr. Ring has given close study to the soil in this section and is convinced of its ability to produce the highest class of bright tobecco. In order not to be mistaken he has brought expert tobacco growers here from every section of the tobacco growing sections of the country. He had them look over the lands and the product and this season they all declare that the crop is that of the brightest, smoothest, highest grade they have ever seen produced anywhere. Expert buyers who are in this section, declare that nearly everything they see of the first crop looks like one dollar per pound grade to them. It is believed that upward of two million pounds will be handled in Valdosta this season and buyers are already here from all of the largest concerns handling tobacco, both in the United States and England.

Carloads of Cigarettes Seized

Two carloads of cigarettes and 11,700 kilograms of tobacco, in transit on the railroads, were seized by the authorities of Carlsruhe, Baden, because they were destined to be sold in secret, illicit trade.

Tobacco Crop Estimate

WASHINGTON, July 28.—The Bureau of Crop Estimates of the Department of Commerce states that the tobacco production on July 1 was indicated at 1,500,800,000 pounds. The estimate in December, 1919, was 1,389,458,000 pounds, and the five year average from 1914 through 1918 was 1,187,708,000. The acreage this year is given by the bureau as 1,859,700 acres, which is 97.8 per cent of the 1919 acreage.

TOBACCO STOCKS

	Bid	Asked
Am. Cigar com	125	130
Am. Cigar pfd	78	85
Am. Mach. & Fdy	140	155
Am. Snuff	100	110
Am. Snuff pfd	77	87
Am. Sumatra	84¼	85
Am. Sumatra pfd	85	90
Am. Tobacco	205	210
Am. Tobacco B	199	200
American Tobacco pfd new	86½	88
Conley Foil (new)	25	27
Consolidated Cigar	62	63½
Consolidated Cigar pfd	81	83
General Cigar	62	66½
General Cigar deb	80¼	85
General Cigar pfd	92	100
Geo. W. Helme com	155	165
Geo. W. Helme pfd	85	93
Imperial Tobacco	9	10
Johnson Foil	100	115
J. S. Young	128	136
J. S. Young pfd	85	95
Liggett & Myers	135¼	143
Liggett & Myers B	126	135
Liggett & Myers pfd	100	102
Lorillard, P.	134	137
Lorillard, P., pfd	100	105
McAndrews & Forbes	105	115
McAndrews & Forbes pfd.	75	85
Porto Rico Am. T.	112	120
R. J. Reynolds "A"	600	630
R. J. Reynolds "B"	440	460
R. J. Reynolds pfd	98	100
Tobacco Products	63⅛	64
Tobacco Products pfd	86	88
United Cigar Stores	130	175
United Cigar Stores pfd	95	105
United Drug	110	130
United Drug 1st pfd	44	48
United Retail Stores	67	67½
Weyman Bruton com	160	170
Weyman Bruton pfd	85	93

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Phone Rector 8720

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William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

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Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

Ireland's Tobacco Report

FOR MAY, 1920

LIVERPOOL.	IMPORTED				DELIVERED.				STOCKS.				
	June.		6 Months ending 30th June.		June.		6 Months ending 30th June.		30th June				
	1920	1919.	1920.	1919.	1920.	1919.	1920.	1919.	1920	1919.	1918.	1917.	1916.
Virginia Leaf	2454	5120	17390	29609	2558	3562	14928	25836	59099	29208	17794	70775	79764
,, Strips	747	3301	8515	11732	1243	2275	7414	12872	35452	29695	20238	22881	16967
Western Leaf	170	1443	1189	12200	553	608	3793	4149	12896	10904	2449	10174	17057
,, Strips	890	1536	3912	15614	1160	901	6440	5898	16636	12728	1807	3666	6067
Marylands, &c.	—	36	86	793	12	58	138	130	1949	2028	1282	2169	1531
Total	4261	11436	31092	69993	5526	7404	32713	48885	126032	84563	43550	109665	121406
LIVERPOOL AND LONDON.													
Virginia Leaf	3402	6085	26178	45786	3250	4530	19492	35160	77924	46181	24215	83804	94315
,, Strips	1082	4274	11848	19370	1597	4292	9999	19654	42341	36060	23995	27091	20976
Western Leaf	170	1519	1228	13048	574	687	3919	4478	14074	12134	3706	13389	21279
,, Strips	890	1696	6267	18471	1360	1106	7492	7302	23398	13841	2720	5315	7107
Marylands, &c.	16	89	230	927	13	82	160	233	2475	2375	1549	2612	2036
Total	5560	13863	45751	97602	6794	10687	41062	66827	157212	112591	56185	132211	145713

DELIVERED TO IRELAND FROM LIVERPOOL.

	VIRGINIA.		WESTERN.				VIRGINIA.		WESTERN.		
	Leaf.	Strips.	Leaf.	Strips.	Total.		Leaf.	Strips.	Leaf.	Strips.	Total.
June, 1920	9	—	54	22	85	6 Months ending 30th June, 1920	78	9	529	60	676
Same Period, 1919	16	1	57	20	94	Same Period, 1919	255	28	510	76	869

BOARD OF TRADE RETURNS IN POUNDS WEIGHT.

HOME CONSUMPTION.				IN BOND 31st MAY				
MAY		5 Months ending 31st MAY.						
1920	1919.	1920.	1919.	1920.	1919.	1918.	1917.	1916.
11,758,895	13,496,658	63,023,844	64,481,689	330,900,000	195,103,000	103,039,000	223,176,000	239,767,000

PRICES.

	1920		1919.			1920.		1919.	
	D.	D.	D.	D.		D.	D.	D.	D.
Virginia Leaf—Dark	18	@ 23	18	@ 22	Virginia Strips—Dark	24	@ 30	24	@ 30
,, Bright	36	,, 66	26	,, 40	,, Bright	50	,, 70	30	,, 44
Western Leaf—Fillers	13	,, 16½	15½	,, 16½	Western Strips—Fillers	19	,, 21	18	,, 19
,, Wrappers	18	,, 26	18	,, 22	,, Wrappers	21	,, 30	21	,, 26
,, Burley	18	,, 30	17	,, 23	,, Burley	20	,, 30	22	,, 27

Business in Westerns, although not general, was fairly good.

MICHL. MACNAMARA & SON.

The 1920 Tobacco Crop

The season for the sale of the 1920 crop of tobacco is now in full swing in South Georgia. Whether this is to be one of the staple crops of this section, or whether it is to be one of the passing fads sometimes put on by our farmers and later abandoned is the great and all-important question. This year's crop in labor, barns and fertilizers, has been an expensive one to our planters. It is all up to the buyers, for if they can pay the planters a good fair price for their crop, then the tobacco game will be a go, from this time on, but on the other hand, if the prices are not in keeping with what the crop has cost our farmers to produce, they will very promptly cease to plant any more and go in for other things.

The old saying will apply in this case: "Talk is cheap, but it takes money to run a farm these days." Our farmers do not know or care a thing about European markets and exchange, the cost of paying immense dividends to the owners of the tobacco factories, distribution and other trade terms, what they expect is a good fair price for their crop, and failure to secure this will sound the death knell to the tobacco acreage in Tift county.—*Tifton (Ga.) Topics.*

Loses $7,000 a Minute

Standing at the window of his home in Lenoir county, North Carolina, James M. Parrott, a wealthy farmer, saw $200,000 worth of his property destroyed at the rate of $7,000 a minute by the worst hail storm that ever visited this State, says the Reidsville *Review.*

"A person who did not see the storm cannot conceive the spectacle," said Mr. Parrott. "I stood at my window and saw great fields with splendid crops beaten to shreds in a few minutes. The great stones pelted everything in sight. I lost $200,000, 227 acres of tobacco being destroyed. I had 600 to 700 acres of cotton, waist high, and there are not ten acres left standing. Many acres of corn and other vegetables were laid waste. An hour and a half after the storm the ground was covered to a depth of two inches with hail stones, while in the fields the hail was piled high in drifts."

If you class tobacco as a form of dissipation, at least you must grant that it is a mild form of dissipation. If you would deprive the individual of his tobacco he would be justified in making the same demand regarding your tea or coffee.

Cameron Tobacco Company

Richmond, Virginia

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High Class Smoking Mixtures

"OUR LEADERS"

Eutopia--Jefferson--Kiltie Mixtures

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AXTON-FISHER TOBACCO CO.

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LOUISVILLE, KENTUCKY

Manufacturers of the Celebrated Brands of Tobacco

Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco

If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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Contracts Solicited
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
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Stemmery and Air-Drying Factory. Fifth and Triplett Streets
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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
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W. R. Nagel & Co.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15 Lieber's Five Letter, American Edition
J. W. RUDOLPH & BRO.
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Attend Various Markets in Kentucky and Tennessee.
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Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

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We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.
1228 Breckenridge St.
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Kentucky Tobacco Markets

LOUISVILLE, July 23.—The Louisville Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to July 23.

Warehouses.	Week. Auction Sales.	Week. Private Sales.	Week. Total for Week.	Year. Jan. 1 to Date.
Turner	..	..	..	2,821
Kentucky	79	..	79	8,141
Main Street	22	2	24	5,259
Planters-Farmers	84	4	88	6,502
Tenth Street	28	..	28	4,769
Louisville	69	..	69	5,945
	282	6	288	33,437
Year 1919			246	36,358
Year 1918			364	46,219
Year 1917			283	35,482

Classifications of This Week's Sales.

	Old Crops.	1919 Crop.	Total.
Burley	82	180	262
Dark	6	20	26
	88	200	288

Classifications of Sales Jan. 1 to Date.

	Old Crops.	1919 Crop.	Total.
Burley	6,494	25,379	31,873
Dark	300	1,264	1,564
	6,794	26,643	33,437

Classification of Sales to Same Date in

	1919.	1918.	1917.
Burley	32,134	42,465	31,972
Dark	4,224	3,754	3,510
	36,358	46,219	35,482

Comparisons with Previous Years.

SALES—	1920.	1919.	1918.
Total sales of new crop to date	29,884	38,022	49,476
Sales of new crop to date. Original inspection	24,595	32,848	45,082
REJECTIONS—			
Rejections this week: Burley	50		
Rejections this week: Dark	..		
Rejections this week: Total	50	23	52
Percentage of rejections to auction sales: Burley	19		
Percentage of rejections to auction sales: Dark	..		
Percentage of rejections to auction sales: Total	18	14	24
Rejections, Jan 1 to date: Burley	8145		
Rejections, Jan 1 to date: Dark	345		
Rejections, Jan 1 to date: Total	8,494	6,363	5,243
RECEIPTS—			
Receipts this week	435	774	419
Receipts Jan. 1 to date	25,784	33,817	41,383

HELM GLOVER, Secretary.

LOUISVILLE OFFICIAL QUOTATIONS.

JULY 23, 1920.

	Burley: Dark Red.	Burley: Bright Red.	Burley: Colory.	Manufacturing
Trash (green or mix.)	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Common Leaf (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower. HELM GLOVER, Secretary.

Paducah Market Report

PADUCAH, Ky., July 23.—The past week has been one of continued activity in loose tobacco, and one of the busiest weeks of the entire season, all prize houses being crowded from morning to night with wagons from the country, chutes and loose floors. A great part of this week's deliveries was tobacco that was brought to town and sold on the floors and through the chutes. At the same time buyers continue active in the country and deliveries on contract were also heavy and the crop is fast changing hands.

The market has shown some weakness on lugs and low and common grades of leaf, while medium and good leaf of which there is only a small percent, has held it's own, but lugs and low leaf were from 50c. to $1.50 per hundred lower than last week.

The very favorable weather conditions are responsible for the heavy movement. Good hains have fallen over the entire district in some sections making the ground too wet to plow. The rains produced a good handling season which has enabled farmers to take their tobacco down that was hanging and they are rushing it to the market. Quite a large part of it is going to the association prize houses who seem to be crowded with all they can do. Quite a good deal of this tobacco is of crops of the common grades that farmers are not willing to sell at the prevailing prices. At the same time there is a fair percent of rather good stock going to the association also, and the indications are that the association will handle anywhere from 2,000 to 3,000 hhds. of the 1919 crops in this district. Their tobacco is being prized for market and will be offered for sale later.

The growing crop is looking splendid. While the crop is a little late the plants have the best growth that we have seen for a number of years, and with favorable weather conditions continuing we see no reasons for not having an extra good crop this year, but it is too early to forecast the quality or yield of the 1920 crop. W. B. KENNEDY.

Dry Season Places Crops in a Bad Fix

WOODBURN, Ky., July 23.—Farmers are suffering for rain in this section. Tobacco suffers more than anything else.

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We handle every kind of tobacco that is grown, **Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut.** Also imported tobaccos, such as **Brazil, Domingo, Colombian, Mexican, Chinese, etc.**
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THE TRANS-CONTINENTAL TOBACCO CO.
Importers and Exporters
Room 301, Vanderbilt Bldg., 132 Nassau St., New York, U. S. A.

Codes A B C 5th Edition
Western Union
Bentleys

Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

Counting Smokers Newest Thing in Jobs

Every fifth man who passes a corner of Fifth avenue and Forty-second street, day or night, carries in his mouth a cigar, a cigarette or a pipe, says the New York *Tribune*. Only about one in fifty has a pipe, while there are two cigarette smokers to every cigar smoker. Of every four men who pass the corner not smoking two are occasional smokers, or habitual smokers who do not happen to be smoking while going past the corner.

These statistics were compiled by a man whose job it is to stand on the corner eight hours a day and make the observations. He does not stand there every day, but every once in a while. When the head of a big cigar store system, which operates a chain of stores, wants to know how the smoking industry is getting along an observer places himself on this or some other busy corner and with a mechanical count recorder in each hand—one for the smokers and one for the non-smokers—begins to take down the figures.

About a dozen men in New York make their living by counting the number of people who pass a business site in a given time. Their services are required not so much on the busiest corners, where the amount of trade is well known, as on corners in less densely populated parts of the city, where estimates are desired on the possible business that a projected establishment might do there. An expert observer with his mechanical counters, which make a little clicking sound like the castanuts of a Spanish dancer, is able to judge just about how much business a site will furnish in a week or a day. He is called upon to use keen judgment. The passing of a crowd during the morning, noon or night rush hours may not necessarily mean that the point at which he stands would be a good site for the cigar business, even though the pedestrians whom he counts include a large proportion of smokers. Such a crowd may be of the hasty kind which has no time to enter a shop in the rush between the subway and place of employment. Hence, the more or less leisurely pedestrian crowds are considered the best buyers. But in the long run the statistics are what count. The assumption is that smokers never carry a great supply of their needs and are likely to buy at the nearest place when the desire for a smoke strikes them.

It is easy enough for the counter to record the number of men who pass him actually smoking. But how does he learn the proportion of smokers among those who are not smoking Experience has taught him to tell a cigarette smoker at a glance by looking at his fingers. Then he sees cigars and pipes sticking out of men's pockets. A few keen glances at a passing crowd every day for a week gives him a pretty accurate line-up of the proportion of possible patrons.

It is rarely that a concern, having acted on the conclusions of one of these counters, sets up a new store and then finds that the business was not what it was estimated to be. The result is that the big concerns never open a store in a doubtful locality without first having their observer on the job. The sites on Broadway, Fifth avenue and other thoroughfares as densely crowded need no such precautions, because the capacity for business there is limited only by the availability of sites.

"Counting smokers and non-smokers requires a pair of quick eyes and a nimble neck," said a counter who has been in business for ten years. "A half dozen men may be passing in a group. I immediately scan their lips to see whether they are smoking. Then I glance at their fingers. That determines whether they are actually smoking or not. If two out of a group of five are smoking my right hand records it on the counter. Meantime I am looking for evidence on the other three men. If they are smokers who do not happen to be smoking at that particular time I usually determine this by looking at their fingers. Nicotine stains mark them for smokers at once. Cigars, a pipe or the strings of a bag of tobacco sticking out of a pocket are another indication that they smoke. If all these evidences are lacking I put them down for non-smokers. A man with clean white fingers and no tobacco in his pockets is a rare human these days.

"Of women smokers I take no count. They are numerous, but the habit among them is not yet sufficiently sanctioned by society to embolden them. Women usually wear gloves and that prevents my scrutinizing their fingers for nicotine stains, which they usually prevent, anyway, by the use of cigarette holders. Then, of course, they do not have cigarette boxes sticking out of their pockets. In recent years women have become less timid about going into shops and buying cigarettes."

U. S. URGED TO SPEED UP

Now Is No Time to Wait on Orient, Asserts East Indian Merchant

America in the Orient has gone to sleep at the post like the horse that cost its friends a great deal of money.

Phil Norton, vice-president of the Cama, Norton & Co., East India traders, who has spent many years in India and China, says the commercial interests of the United States are waiting to be sought instead of seeking and that India is coming to us instead of we going to them.

"But while we are waiting for the Orient to bring us its trade on a silver platter," said Mr. Norton, "other countries are outdoing us. England is plugging ahead and we are plugging behind. Instead of jumping in with our money we are waiting for them to begin, finance and consummate their own deals, and still we expect to share the profits. It doesn't work out that way."

Germany will be given the welcoming hand when it gets on its feet again, Mr. Norton said. The people of the Orient are anxious to trade with the Teutonic nation because of the quality of the goods and the low prices.

"America can have much of this trade that will go to Germany if it will stop hesitating," said Mr. Norton. "The Oriental people like America better than Germany and are willing to give even higher prices, but it cannot feed itself admiration when it needs condensed milk, and it cannot live and wait when we give it no concrete evidence that conditions will improve.

"The United States sold surplus when it wasn't needed and now when it is needed has none to sell. It forgot to save and must be the loser. But it's not too late. I know of many cases where India interests are crossing the ocean to get to us. Is America so backward it is not going to meet them at the port?"

Mr. Norton will sail August 12 on the *Imperator* for Bombay.

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Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
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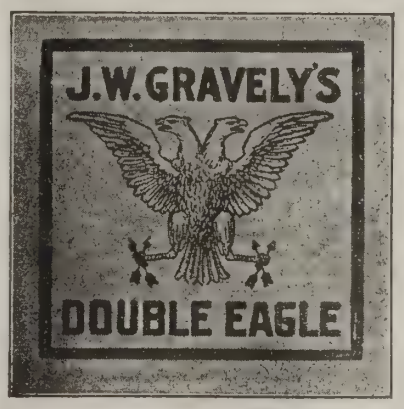

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Manufacturers of
Plugs, Twists and Smoking Tobaccos
Correspondence Solicited
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Martinsville, Virginia, U. S. A.

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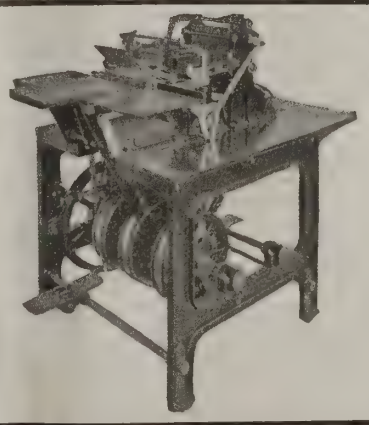

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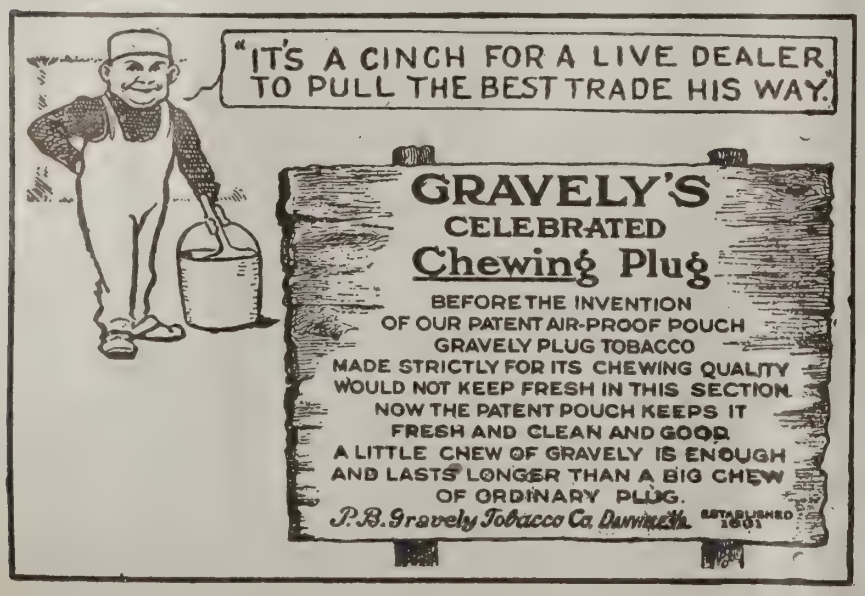

AGED KENTUCKY WOMAN DIES

Mrs. Eliza Jordan Clung to Her Tobacco Pipe to the End of 107 Years of Life.

Mrs. Eliza Jordan, 107 years old, and probably the oldest Kentucky woman, died at 10.50 o'clock yesterday morning, July 24, at the City Hospital of injuries received by a fall several weeks ago. She was the widow of a Mexican War veteran and granddaughter of an Indian chief.

Her hip was fractured when she fell on the front steps at the home of her daughter, Mrs. Mary Howard, 729 Franklin street, with whom she lived.

In Mrs. Jordan's girlhood corn cob pipes and "long green" tobacco were used by young women. Mrs. Jordan acquired the habit when a mere child and clung to it throughout her life.

She took her old pipe with her to the hospital and by special permission was allowed to smoke.—*Louisville Courier-Journal.*

Ford & Duke Building New Plant

Ford & Duke, of Carthage, Tenn., have sold the Upper Cumberland Loose Leaf Tobacco Co. to the Farmers' Loose Leaf Co., which is to operate it hereafter.

This market was opened in 1914, and has developed into a large market. Four and a half million pounds of tobacco were sold last season, with an average price of $16.

Ford & Duke are now erecting at Gallatin, Tenn., a large redrying plant, 165 feet square, three stories high.

They have an ideal location near the depot with a private switch. The building will be equipped with the latest redrying machinery and sprinkler system; in fact, everything necessary for the proper handling of tobacco. They have an insurance rate of 50 cents per hundred pounds.

In connection with the business they will do a general storage business of tobacco, 3,000 hogsheads of tobacco per year being the capacity. They will handle dark, air-cured and burley. That market handles approximately 4,000,000 pounds of Burley of fine quality, and near them are six other markets.

Hogshead Leaf Trade

LOUISVILLE, Ky., July 22.—Sales on the local tobacco market today: Burley, 147 hogsheads, $5@55.60; dark, 10 hogsheads, $5.40@12.25.

The Louisville Tobacco Board of Trade's review for Wednesday follows:

Burley	145 hhds.
Dark	10 hhds.
Total sales	104 hhds.
Original inspections	128 hhds.
Reviews	36 hhds.

First sales Thursday at the Main street warehouse.

Wednesday's sales follow:

The Kentucky and Peoples warehouse sold 43 hhds. of burley at $5.20 to $36.50 and 2 hhds. of dark at $10.25 to $12.

The Main-street warehouse sold 24 hhds. of burley at $5 to $18.75.

The Planters-Farmers warehouse sold 15 hhds. of burley at $5.95 to $28.50 and 8 hhds. of dark at $5.40 to $12.25.

Tenth-street warehouse sold 28 hhds. of burley at $5.15 to $55.60.

Louisville warehouse sold 37 hhds. of burley at $4 to $48.

Tifton Tobacco Market

TIFTON, Ga., July 24.—The Tifton tobacco market for the season of 1920, opened in this city on July 20. Fenner & Hudson, warehousemen, had everything in readiness for the opening date, with a full corps of experienced assistants to handle the warehouse. They anticipate handling at least 1,500,000 pounds of leaf tobacco in Tifton this year, and the immense redrying plant of the Imperial Tobacco Company will ship to this city all the tobacco their men purchase at all the Georgia markets. Watch Tifton hustle in the tobacco game and come to the front as the one big tobacco market of all the state.

Clarksville Market

CLARKSVILLE, Tenn., July 22.—The deliveries of tobacco Monday and Tuesday amounted to about 150,000 pounds, a considerable quantity of which was shipped by rail in hogsheads. All the loose floor houses held sales Tuesday, the greater part of that sold being of low types, though there was some of splendid quality.

Prices for lugs ranged from $2 to $5 and leaf from $6.75 to $20. Several buyers bid freely, while others were slow, as they are about out of the market for this season.

The tobacco habit may be likened in many respects to the tea and coffee habit. Each may do harm in some cases; each may be a source of comfort and solace in others. Under ideal surroundings and environment the demand for each might disappear.

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THE UNITED OUTING

First Annual Field Day of General Office Employees of United Cigar Stores Co.

Nearly fifteen hundred employes of The United Cigar Stores Co., the United Profit Sharing and the United Bush Terminal, attended the First Annual Outing and Field Day last Saturday, at Bear Mountain, on the Hudson. A special boat, the *S. S. Onteora,* was chartered for the occasion and the 71st Infantry Band furnished the music. The day dawned gray, with threatening clouds pushing over the horizon, but after the early morning shower the day turned out to be beautiful until a little after five, when there was a heavy thunder shower, but of short duration.

The merry party started from the Battery at 8:15; arrived at Bear Mountain about 1 o'clock. During the sail up the beautiful Hudson, the band played dance music which was very much enjoyed. A little girl, Miss Genevieve Gallagher, amused the crowd with some fancy solo dancing, such as would make many of the Broadway favorites look very amateurish.

Immediately upon arrival at the mountain, official photographer Walsh took a panoramic picture of the party, and immediately afterwards began a long procession to the dining room of the inn where a most excellent dinner was served, as per following menu:

Cream Soup Du Jour
Rolls and Butter
Olives Pickles Radishes
Half Fried Spring Chicken
Potatoes Roasted
Peas or String Beans
Pie With Ice Cream
Coffee
Cigars Bon Bons Cigarettes

After enjoying the delightful repast the sports started in full blast. The program was as follows:

50 yard dash for office boys. The prize winners were: 1st, A. Brown; 2nd, F. Dutine; 3rd, J. Feltz.

50 yard dash for girls. The prize winners were: 1st, G. Banzhaf; 2nd, M. Cornish; 3rd, A. Casey.

50 yard dash for officials, in which the prize winners were: 1st, V. Hoppe, assistant auditor; 2nd, D. R. Keefe, assistant auditor; 3rd, J. W. Parke, assistant auditor; 4th, A. C. Allen, assistant vice-president.

50 yard dash for fat men. The prize winners were: 1st, H. Kracke; 2nd, Comba; 3rd, O'Keefe.

100 yards open. 1st, Purden; 2nd, Strause; 3rd, Grimley.

Potato race for girls. 1st, F. Carbush; 2nd, G. Gallagher; 3rd, Anna Casey.

50 yard thread and needle. 1st, K. Kinkle; 2nd, G. Banzhaf; 3rd, H. Fish.

50 yard relay race for girls. G. Gallagher, A. Casey, H. Baul and K. Kinkel beat M. Brinker, F. Carbush, E. Noonan and M. Naughton.

Handsome prizes were given to the winners.

A baseball game between the general office and the New York Depot was next on the program. The Brooklyn team won by a score of 4 to 2.

General Office team: Hoer, 3rd base; Vanderbeck, 2nd base; Gruel, left field; Ross, catcher; Haggerty, centre field; Hennessey, shortstop; Autenreith, first base; Hoch, right field; Fisher, pitcher.

New York Depot team: Kenny, right field; Adams, shortstop; Donohue, centre field; La Chappelle, 3rd base; Kiernan, 1st base; Eckhart, 2nd base; Warren, catcher; Toro, pitcher; Foley, left field.

UNITED STATES EXPORTS FOR MAY

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	MAY— 1919 Quantity.	MAY— 1919 Value.	MAY— 1920 Quantity.	MAY— 1920 Value.	ELEVEN MONTHS ENDING MAY— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco:										
Unmanufactured—										
Leaf.....lbs..	55,645,558	15,892,290	33,303,287	20,265,632	252,678,952	57,647,206	526,522,751	160,959,119	604,732,556	255,900,410
Exported to—										
Belgium	4,131,382	945,434	1,462,207	452,228	75,523	6,500	7,564,667	1,894,640	47,338,878	11,513,277
Denmark	1,029,398	248,266	467,365	142,567			5,553,602	1,281,777	14,679,325	4,277,902
France	11,252,379	1,684,107	2,794,398	482,550	67,534,551	10,134,136	77,256,487	12,274,876	51,944,055	14,828,269
Italy	8,426,830	1,189,915	1,795,490	490,716	38,365,529	4,970,056	56,489,475	9,124,217	34,799,822	8,977,805
Netherlands	1,797,840	325,756	578,577	133,175	1,359,367	178,239	7,330,905	1,402,772	61,875,201	16,121,945
Norway	744,352	209,661	237,927	92,617	881,436	156,827	7,114,360	1,749,725	7,404,505	2,594,589
Portugal			2,640	1,042	4,082,856	780,091	2,480,792	513,627	3,706,743	923,520
Spain	872,308	189,505	1,835	375	17,536,122	2,412,077	21,282,569	3,339,949	12,552,379	2,154,414
Sweden	172,408	31,532	3,485,167	1,007,231			2,349,898	545,901	14,054,150	5,602,286
Switzerland	1,741,756	393,515	145,263	53,498	3,484,999	685,527	5,258,110	1,165,183	7,866,437	2,031,497
United Kingdom	20,018,117	8,452,239	15,643,466	13,720,653	65,798,970	23,056,958	247,404,727	94,766,292	245,778,485	139,399,107
Canada	820,703	404,139	1,237,883	958,667	15,024,462	5,353,554	19,972,024	8,051,612	19,488,193	10,521,693
Mexico	80,015	18,830	118,689	28,618	1,884,656	260,290	1,489,923	282,071	1,538,832	385,128
Argentina	65,403	18,391	71,485	16,996	2,080,742	324,361	3,768,218	719,724	2,664,037	862,052
China	700,320	302,361	825,625	667,946	6,960,569	2,156,679	13,189,164	5,581,990	16,939,752	9,299,730
Hongkong	578,740	281,910			5,277,665	1,957,776	3,316,997	1,569,018	1,549,122	474,573
Japan	624,381	323,554	1,025,320	557,934	2,293,241	833,247	4,549,737	2,301,593	5,275,892	3,171,673
Australia	481,881	207,290	115,430	108,875	5,188,305	1,615,847	15,500,963	7,300,155	11,606,172	8,238,089
British West Africa	922,083	290,554	1,461,938	632,095	7,447,845	1,299,639	9,981,061	2,793,860	14,589,339	5,097,695
French Africa	648,353	188,573	388,726	126,433	2,162,237	372,243	7,316,627	1,893,387	5,799,916	1,681,350
Other countries	536,909	206,758	1,443,856	591,416	5,239,878	1,193,159	7,352,445	2,406,750	23,281,321	7,743,816
Stems and trimmings.....lbs..	192,732	20,396	112,328	14,085	371,505	20,491	3,358,724	355,727	13,926,558	726,921
Manufactures of—										
Cigarettes.....M..	1,183,625	2,224,457	1,323,198	2,871,145	8,577,319	16,177,524	12,050,384	23,901,277	15,839,344	39,711,538
Exported to—										
Belgium	101,756	193,999	16,000	58,400			352,410	772,908	3,343,933	10,921,739
France			10	100	536,753	1,361,677	1,282,539	3,859,203	173,739	489,661
Italy	146,013	357,292	328,500	813,115	22,444	64,858	291,586	736,159	2,028,019	5,145,131
Netherlands			10	60			764	4,812	1,359,348	3,730,462
United Kingdom	75,044	261,865	27,312	108,629	1,216,056	3,037,220	866,280	2,314,934	1,550,130	4,716,275
Panama	6,597	23,100	12,798	46,063	66,127	184,958	74,652	248,151	107,911	356,426
China	797,650	1,242,622	636,443	1,062,824	5,193,131	9,011,781	6,744,078	11,449,081	4,659,092	7,951,983
British India	11,850	33,501	49,785	150,480	210,177	317,627	530,030	1,226,854	518,984	1,284,020
Straits Settlements			102,875	155,058	773,024	1,056,503	1,134,198	1,465,582	819,932	1,229,034
Siam	25,000	31,500	25,000	31,500	138,500	222,048	222,006	315,010	180,250	235,278
Philippine Islands	5,923	26,571	43,991	191,859	47,034	162,673	76,848	323,907	121,286	529,695
Other countries	13,792	54,007	80,474	253,057	374,073	758,179	474,943	1,184,676	976,720	3,121,834
Cigars and cheroots.....M..	5,607	$107,070	13,362	$283,144	11,398	$209,410	24,861	$684,382	62,869	$1,330,287
Plug.....lbs..	365,607	173,642	405,497	213,502	3,963,220	1,267,373	5,823,165	2,481,589	4,313,458	2,295,397
Smoking.....lbs..	424,380	169,394	177,642	110,196	2,954,766	1,396,540	6,566,962	3,404,260	3,926,576	2,352,013
All other		43,518		132,948		431,847		716,185		1,765,379
Total manufactures of		2,718,081		3,610,935		19,682,694		31,187,693		47,454,614

MONTHLY AVERAGE EXPORT PRICES

		1919 May.	June.	July.	Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar.	Apr.	May.
Tobacco, and manufactures of:														
Leaf	Pound..	.286	.293	.35	.345	.337	.39	.43	.407	.455	.457	.578	.515	.612
Cigarettes	M.....	1.88	2.00	2.78	2.36	2 58	2.80	2.60	2.60	2.82	2.55	2.30	2.05	2.17
Plug	Pound..	.475	.43	.47	.516	.563	.49	.566	.546	.575	.50	.563	.533	.526

Exports of Foreign Merchandise by Articles—

ARTICLES.	MAY— 1919 Quantity.	MAY— 1919 Value.	MAY— 1920 Quantity.	MAY— 1920 Value.	ELEVEN MONTHS ENDING MAY— 1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco, and manufactures of:								
Leaf—								
Suitable for cigar wrappers.....lbs..	1,649,227	1,610,811	110,170	142,976	3,699,843	3,644,451	1,426,757	1,662,219
All other.....lbs..	1,879,607	583,103	2,103,341	573,291	22,960,514	5,651,050	14,809,146	5,804,359
Total leaf	3,528,834	2,193,914	2,213,511	716,267	26,660,357	9,295,501	16,235,903	7,466,578
Manufactures of—								
Cigars, cheroots, and cigarettes—								
Cigars, cheroots, and cigarettes.....lbs..			439	2,795	4,459	11,826	7,265	28,546
Cigars and cheroots.....lbs..					124,633	156,355	9,723	13,048
Cigarettes.....lbs..	1,350	704	2,907	2,240	10,955	6,117	15,318	10,671
All other manufactures of		704		5,035		174,298		52,175
Total manufactures of								

The Merry Party Attending the First Annual Outing of the General

UNITED STATES IMPORTS FOR MAY

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	MAY— 1919 Quantity.	MAY— 1919 Value.	MAY— 1920 Quantity.	MAY— 1920 Value.	ELEVEN MONTHS ENDING MAY— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco:										
Leaf, product of the Philippine Islands.....lbs..free..			63,766	13,509			4,316,760	1,209,983	503,539	87,143
Leaf, suitable for cigar wrappers.....lbs..dut..	4,937	9,507	191,709	231,208	4,240,311	5,252,224	7,224,539	10,776,423	6,445,740	8,625,762
Imported from—										
Netherlands			186,535	221,200	353,172	575,289	486	658	651,711	888,100
Canada	4,825	9,245	96	30	86,113	182,916	312,766	343,637	60,144	89,192
Cuba	92	251	523	1,953	176,303	266,563	42,172	87,287	31,053	118,469
Dutch East Indies					3,622,155	4,224,971	6,780,101	10,226,042	5,532,668	7,266,289
Other countries	20	11	4,555	8,025	2,568	2,485	89,014	118,799	170,164	263,712
All other leaf.....lbs..dut..	4,442,989	5,310,531	5,821,334	4,901,566	62,136,337	34,479,803	63,581,133	45,811,243	74,922,950	58,747,661
Imported from—										
Greece	2,166,056	2,607,402	931,124	765,837	16,592,566	14,365,528	17,058,724	19,125,654	10,551,817	10,675,043
Turkey in Europe	587,599	945,038	142,426	132,205			1,414,671	2,663,691	3,664,105	3,222,192
United Kingdom			12,389	9,917			72,816	63,348	439,955	361,632
Mexico					44,982	58,844	388	737	11,031	12,489
Cuba	302,010	287,625	1,353,925	1,468,190	483,679	132,136	16,892,931	15,426,260	20,887,355	21,032,804
Dominican Republic	8,991	1,339	30,720	14,130	18,710,581	14,226,361	15,975,915	2,383,221	5,743,869	938,002
Turkey in Asia	1,124,719	1,398,009	1,718,305	1,644,184	14,524,998	1,557,196	2,373,601	2,845,668	19,836,650	18,178,958
Other countries	253,581	71,118	1,632,445	867,103			9,792,087	3,302,664	13,788,147	4,323,511
Total unmanufactured..lbs..	4,447,926	5,320,038	6,076,809	5,146,283	66,376,648	39,732,027	75,122,432	57,797,649	81,872,238	67,460,566
Manufactures of—										
Cigars, cheroots, and cigarettes—										
Product of the Philippine Islands—										
Cigars and cheroots..lbs..free..	465,104	802,564	424,473	820,660	3,654,725	4,064,276	4,049,959	6,113,724	3,553,319	6,782,215
Cigarettes.....lbs..free..	623	940	3,275	1,649	11,506	9,167	6,052	8,141	9,770	14,340
All other—										
Cigars and cheroots..lbs..dut..	2,630	20,291	51,627	367,174	453,193	2,805,429	392,717	2,865,602	606,267	4,891,322
Cigarettes.....lbs..dut..	184	1,217	1,882	10,743	7,324	26,109	1,528	7,810	9,402	50,880
Total cigars, etc.....lbs..	468,541	825,012	481,257	1,200,226	4,126,748	6,904,981	4,450,256	8,995,277	4,178,758	11,738,757
All other manufactures of .....lbs..dut..	20,017	13,495	23,962	29,312		125,205	262,395	141,811	162,473	141,242
Total manufactures of.....		838,507		1,229,538		7,030,186		9,137,088		11,879,999
Pipes and smokers' articles:										
Cigarette books, covers, and paper .....dut..		566,346		331,526		7,999,067		6,386,459		4,456,157
Pipes and other smokers' articles .....dut..		4,738		45,419		456,174		92,593		304,294

MONTHLY AVERAGE IMPORT PRICES

	1919. May.	June.	July.	Aug.	Sept.	Oct.	Nov	Dec.	1920 Jan.	Feb.	Mar.	Apr.	May.
Tobacco, leaf:													
Suitable for wrappers	1.93	1.69	1.63	1.63	1.30	.90	.875	1.32	1.44	1.19	2.46	1.21	1.21
Other	1.20	.896	.796	.849	.769	1.03	.662	.578	.613	.892	.901	.856	.842

IMPORTED MERCHANDISE WITHDRAWN FROM AND REMAINING IN WAREHOUSE, MAY, 1920–

ARTICLES.	Balance previous month corrected, plus direct and transportation entries. Quantity.	Value.	Withdrawals for export. Quantity.	Value.	All other withdrawals. Quantity.	Value.	Remaining in warehouse on May 31 Quantity.	Value.
Tobacco, and manufactures of:								
Leaf—								
Suitable for cigar wrappers.....lbs..	4,434,465	5,977,772	19,637	24,342	645,202	952,485	3,769,626	5,000,945
All other.....lbs..	75,499,518	58,583,381	706,540	178,579	6,226,859	5,531,668	68,564,119	52,873,134
Manufactures of—								
Cigars and cheroots.....lbs..	34,774	278,456	42	316	9,585	71,929	25,147	206,211
Cigarettes.....lbs..	1,402	7,366	...	...	...	...	1,402	7,366
All other.....lbs..	59,013	35,504	844	592	4,998	2,986	53,171	31,926

The various committees deserve immense credit. Under the chairmanship of Hugh H. S. Gambel, every detail had been worked out to perfection, and from the remarks made by numerous of the party, they are already looking forward to the next one. The various committees were as follows:

COMMITTEES.

Arrangements (color pearl)—Hugh S. Gambel, chairman; W. H. Kellogg, secretary.

Entertainment (color blue)—Neil O'Keefe, chairman; F. H. Brown, W. A. Driscoll, E. A. Irons, F. J. McKeever, M. V. McNally, F. A. Murphy, L. H. Roberts, G. E. Scharnke, W. C. Trested, Wm. Van Twisk, Miss R. Buckley, Miss C. Cook, Miss Adelaide Reiss, Miss Clara Roy.

Dinner (color lilac)—H. G. Petermann, chairman; A. M. Arnold, W. H. Autenreith, Martin Gillen, F. C. Haas, W. A. Nixon, Miss E. A. Ibenthaler, Mrs. J. H. Johnson, Miss Mae King.

Emergency (color coral)—Dr. J. J. Ringwald, chairman; Dr. Louis Duke, Miss Bertha Coopersmith, Miss Helen Hoy, Mrs. Elizabeth Tobias, Mrs. Mary E. Vandenburgh.

Finance (color light buff)—H. J. Konrad, chairman; A. B. Ellis, Miss E. Hornberger, W. H. Kellogg.

Games (color purple)—F. W. Finegan, chairman; O. J. Bloom, E. R. Clarke, H. S. Connolly, Vincent Connor, W. P. Gillen, W. E. Gruol, J. M. Hoehn, E. E. LaChapelle, H. M. Leonard, Wm. Monahan, N. L. O'Neill, P. R. Preisler, H. Wiberly, Mrs. Charlotte Hewlett, Miss Martha Krausse, Miss Jennie T. Reardon.

Grounds (color light grey)—J. C. Gerrity, chairman; C. L. Brower; T. X. Caulfield, T. J. Clary, R. E. Joyce, Wm. Kaiser, Daniel McGann, A. Ullmann, Miss Ella Connor, Mrs. F. Hubener, Miss Kathryn Kronke, Miss Mary Wade.

Press (color olive green)—S. B. Fisher, chairman; W. W. Ridsdale, H. Seidner, Miss Katherine Thomson.

Program and tickets (color yellow)—J. W. Martin, chairman; Nelson Greene, J. H. Johnson, F. Pluemacher, W. Solomon, J. B. Wendelboe, Miss Minnie Banzhaf, Miss Madge Johnston, Miss Lucile Mann, Miss Martha Rogner.

Several of the officials of the company graced the occasion with their presence, among whom were, Vice-President R. L. Ramsdell, Vice-President Chas. R. Sherlock, Vice-President Julius Schwartz, Vice-President Wm. Bader, Vice-President John F. Whalen, Treasurer George Whattley, Assistant Vice-President A. M. Rosenthal, and Auditor-Secretary F. I. Becton.

In his greeting, Acting President Jesse R. Taylor said:

"To my associates in the General Office:

"This is our first experiment in an annual outing. May I venture to hope that the occasion will not only be productive of a day's real pleasure in the enjoyment of the very splendid program prepared by your excellent Program Committee, but also may it be the means of each of you making new friendships, which will prove lasting, thereby producing a greater cooperation in the handling of the mass of business in our General Office.

"Our directors join me in wishing that such a successful day of real recreation may be had by everybody that the experiment may be found so profitable, that it will be repeated each year."

What, with the extra sprucing of the men and the summery toggery of the fair sex, it was a brave showing at the first outing of the employees of the General Office of the United Cigar Stores Co.

A most elaborate souvenir program was printed for the occasion. The outing was a grand success, the music was entrancing, the tripping of the light fantastic was delightful, the "eats" were delicious, and the committees could not possibly have accomplished more. Not a murmur of dissatisfaction was heard from any one of the big crowd. All was joy and glee.

of the United Cigar Stores Co., at Bear Mountain, N. Y., on Saturday, July 24.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
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Warehouses: Hartford, Conn.; Portland, Conn.
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
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S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
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Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
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Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

Crop Has Unfavorable Outlook in Connecticut

Cold Spring and Excessive Rains Since Make Shortage of Production Almost Certain—Very Little Topping Yet—Good Color Withal—Shade Growers Suffer Greatly—Labor More Plentiful—Buyers on the Lookout—High Prices Predicted—Experimenting with Round Tip Tobacco.

HARTFORD, July 26.—Although the season is backward and the growers have had many setbacks in getting the crop started early, owing to the cold weather, and with an unusual amount of rain since plants were set out, the weed stands a fair chance to produce a good crop, except on the lowlands, which have been almost continuously covered with water.

Many of these spots were so wet that it was impossible to plough them.

Ordinarily at this date the crop is so well advanced that considerable topping has been done, and some ready to harvest, but this year at the present time very little has been topped, and indications are now that topping in general will be about two weeks later than usual.

The crop holds a good green color and with warm sunny days ought to make good on well drained lands.

However, to harvest the crop it will require favorable weather until about the middle of September, and most growers hope that the frost will be late this fall, so that they can secure the crops.

The broad leaf section looks well, with only a little topped, but another week will see considerable topping done, and outside of a few low spots, is doing well, and promises a good crop, notwithstanding the continued wet weather. Most of these broad leaf farms are practically level and well drained, and absorb the water rapidly, so that it does not stand on the plants long enough to "drown" them.

There is a question as to whether the fertilizer has been washed away from the plant or not.

Tobacco that was planted following a heavy cover crop of grass seems to be holding its own well.

The tent or shade growers probably have suffered more than the sun growers have, as the humidity has accumulated under the covering and it has been almost impossible for the air to dry out. Many acres of "shade" have been abandoned as such, the cloth taken down, and it is said that the tobacco is not growing as expected.

The sun growers have had to keep at it constantly cultivating to keep the weeds down and the soil loosened up so as to let the sun and air in to give the plant roots a chance to spread out, as the ground has been beaten down almost as hard as a road would be.

Although better than two years ago, the labor situation still is not the best and wages are high; but it is hoped that during the harvesting season labor will be more plenty, although it is predicted that experienced men will demand $6.00 a day.

Looking over the situation, it now seems certain that there will be a shortage of Connecticut tobacco, and that the prices will be higher than ever. Growers are not yet making a price on the crop in the broadleaf section. Certainly they will not sell at the prices they did last year, and some growers have said they would sell for 75 cents a pound in the bundle, and believe the price would go higher later in the season. To assort the tobacco it will cost at least 5 cents a pound for the labor, on an average crop.

The high wages on the tobacco farms have been attractive to many of the college men, and many college boys are on the farms picking up "pin" money.

The demand for tobacco in cases remains strong and prices are in proportion.

Warehouses have been pushing along the sampling and are making good sales to out-of-town buyers.

Last week there was a car load of bundle tobacco loaded at Windsor Locks, Conn., which was picked up among the growers, and other sales of bundle tobacco were made in the Havana section.

Among the prominent tobacco men who were in Hartford last week were Ryer & Lopez, of Philadelphia; A. Wedles, of Chicago; Adolph Loeb, of K. Straus & Co., and S. Weinberg, of Philadelphia; H. Schlesinger, of Cleveland, all of whom made good sized purchases.

Brewer Bros., who conduct a large plantation in the Hockanum district, of East Hartford, began to prime Havana last week. They grow about 125 acres of open Havana and the crop is coming along rapidly, and gives promise of being a bumper crop.

In Windsor and Suffield buyers have been out among the Havana growers and a few sales are reported at good prices. These sales are for the tobacco to be primed.

Buyers are riding and watching not only the Havana crops but also the broadleaf, and with more favorable weather conditions it is expected that the buying movement will be on in full blast shortly.

Since the severe electrical storm on Saturday, which visited the vicinity of Hartford, it seems as if the weather was cleared up for a change.

The New England Tobacco Growers' Association will hold its mid-summer meeting July 30 at the Massachusetts Agricultural College, Amherst, Mass.

The U. S. Department of Agriculture has a man stationed in Hartford County this season. His work is to conduct field tests with tobacco and keep in touch with disease and soil troubles.

On the plantation of W. A. Haviland at East Windsor Hill, Conn., a series of plots on "sick" land have been laid out and differently treated with fertilizer.

(*Continued on page 27*)

USE RAFFIA
SAVE TIME
AND
MONEY
Prices on Request
THOMAS B. MEEHAN CO.
Direct Importers of Raffia
Dresher, Pa.

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

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Habana, Cuba

P. O. Box 495 Cable ANTERO

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Leaf Tobacco Dealers

NEW YORK
128 Water St.

HAVANA, CUBA.
138-140 Consulado St.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
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Importers of Havana Leaf

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152 Front St.
New York

LESLIE PANTIN

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON

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COMMISSION — EXPORTERS
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ESCOGIDAS
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LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Cigarmakers Going to Cuba

TAMPA, July 24.—After having dropped away until almost no Latins were taking passage to Cuba the last few days have seen a sudden resumption of the exodus of cigar workers which began simultaneously with the strike. Since the first of the week an average of nearly 40 a day have called at the internal revenue office to prove income tax exemptions. Passports for Cuba are being called for in increasing numbers. As many of the Latins keep passports constantly on hand, the number of new ones do not exactly indicate the size of the present exodus, but it is so pronounced as to occasion comment in all federal departments affected.

Banco Espanol de la Isla de Cuba

The Banco Espanol de la Isla de Cuba, the oldest credit institution in Cuba, has just published its balance for the first six months of the current year. Profits were $2,013,486.28 and $1,500,000 was put into reserve. The present reserve is $5,500,000 and the capital $8,000,000. The deposit account was $112,126,786.12 and stocks deposited $51,839,432.50. The total of assets and liabilities is $178,466.63.

SHIPMENTS FROM CUBA.

Per S. S. Mexico. Arrived July 19.

To Amsterdàm, Holland, T. T. Brut, 5 bbls. stripped tobacco. To Algiers, Africa, Francisco Grou & Co., 100 cs. cut tobacco. To Buenos Ayres, Brazil, Miguelez & Talcon, 44 cs. cigars; Lorenzo Alenso, 17 cs. cigars. To London, England, Carrecas, Ltd., 300 bales leaf tobacco; Imperial Tobacco Co., 100 bales leaf tobacco. To Gibraltar, England, Richard Povedance, 25 cs. scrap tobacco. To Sao Paulo, Brazil, N. Nasser & Co., 25 bales leaf tobacco. To Sydney, Australia, Patridge Agencies, Ltd., 7 cs. cigars. To Durham, So. Africa, order, 19 cs. cigars. To Vancouver, B. C., E. A. Morres, 3 cs. cigars. To Boston, Mass., New York & Cuba Mail S. S. Co., 40 cs. cigars. To Philadelphia, Pa., New York & Cuba Mail S. S. Co., 4 cs. cigars; Duncan & Moorhead, 5 cs. cigars. To Hartford, Conn., Lescha & Fletcher, 50 bales stripped tobacco.

TOBACCO FROM HAVANA.

Per S. S. Wacouta from Havana. Arrived July 26.

	Barrels
N. Y. & Cuba Mail S. S. Co.	194
	Bales
N. Y. & Cuba Mail S. S. Co.	138
	Packs
N. Y. & Cuba Mail S. S. Co.	133

CIGARS FROM CUBA.

Per S. S. Wacouta from Havana. Arrived July 26.

	Cases
N. Y & Cuba Mail S. S. Co.	127

TOBACCO FROM PORTO RICO.

Per S. S. Philadelphia. Arr. July 27.

	Barrels
Rosenstadt & Waller	125
S. Weinberg	7
Cullman Bros.	31
Seymour Bookman	3
Maurice Winter & Co.	27
Selgas & Co.	105
Bowring & Co.	50
M. Lopez & Co.	50
	Bales
Cullman Bros.	9
S. Weinberg	1
Stern, Mendelsohn & Co.	101
Selgas & Co.	20
D. H. Delmonte	16
Bowring & Co.	20
Rosenwald & Bros.	232

Per S. S. Ponce. Arrived July 27.

	Bales
American Tobacco Co.	434
J. Cohn & Co.	5
Rosenstadt & Waller	50
P. Lorillard & Co.	500
N. Y. & Porto R. S. S.	192
Porto Rican Am. Tob. Co.	20
American Cigar Co.	55
Porto Cuba Corporation	40
	Barrels
J. Cohn & Co.	85
Rosenstadt & Waller	100
N. Y. & Porto R. S. S. Co.	930

CIGARS FROM PORTO RICO.

Per S. S. Ponce. Arrived July 27.

	Cases
Pedro Costa & Co.	3
Porto Rican Am. T. Co.	104
United Cigar Stores Co.	62
Infanzon & Rodriguez Pipes	20

PIPES FROM HAVRE.

Per S. S. Lafayette from Havre, Arrived July 27.

	Case
H. B. Lederer	1

TOBACCO FROM PORTO RICO.

Per S. S. Lake Greenwood from San Juan. Arrived July 26.

	Bales
R. Gans	17
S. Weinberg	25
	Barrels
M. Gans & Sons	113
Porto Rico Exp. Co.	50
S. Weinberg	26

CIGARETTES FROM ENGLAND.

Per S. S. St. Paul. Arrived July 21.

Consignees:

New York—	Cases
Amer. Exp. Co.	1

CIGARETTES FROM LONDON.

Per S. S. Port Mapier. Arr. July 22.

Consignees:

New York—	Cases
Order	2

CIGARETTES FROM ENGLAND.

Per S. S. Mexico. Arrived July 19.

Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	1

CIGARS FROM KINGSTON, JAMAICA.

Per S. S. Santa Marta. Arr. July 23.

Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	16

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.

Havana Tobacco Stripping Co.

Tobacco Strippers and Commission Merchants

LEALTAD, 110, HAVANA, CUBA

Cable "Quinto" P. O. Box 582

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HABANA, CUBA

Ten-Minute Recess for Smoking in San Francisco

Lady Head of Educational Department of Talking Machine Co. Merciful to Mere Men—Smoking Graciously Permitted at Mixed Conference—President T. W. Harris Returns from Orient—Morgan Gunst Visiting General's Northwest Interests—Tampa Cigars Arriving Despite Strike—Mark A. Pollock Back from Orient—Trade Winds Sweeping the Coast.

SAN FRANCISCO, July 20.—Mrs. Francis E. Clark, head of the Educational Department of the Victor Talking Machine Company, has astonished and delighted Coast Victor dealers who are wont to smoke in their hours of ease. A five-day Victor conference is taking place in this city, and on Monday morning, at the opening session, Mrs. Clark, the presiding officer, called a ten-minute recess for the men to smoke.

"I remember the time," said Mrs. Clark, "when I thought it was a dreadful thing for a man to smoke, in the presence of a lady, unless he humbly and abjectly asked and obtained permission first. Since then, I have worked a great deal in cooperation with men, and I have learned that a great many of them need and enjoy a smoke, yes, and they grow restless if they don't get it."

Having made this declaration of belief in a smoker's creed, Mrs. Clark called the ten-minute recess and her feminine hearers, having smiled and applauded quite as enthusiastically as the men, the recess was called, and with and without apologies, a number of dealers, all of them men, smoked and chatted. An atmosphere of friendliness and goodfellowship was created by this little episode which probably no other incident could have imparted to the convention. Introductions were performed, people walked about and mingled, and the odor of tobacco seemed to give a homelike air to the hall which is ordinarily an exclusive gathering place for women's clubs.

The president of the American Tobacco Company, of California, T. W. Harris, has returned from the Orient by the *Ecuador*. He was accompanied by his daughter, Miss Catherine Harris, and reports having had a pleasant and profitable trip. Mr. Harris was away for three months and visited the Philippine Islands, China and Japan.

The Northern branches of the General Cigar Company are being visited by Morgan Gunst who left here early in this month on a trip which will include most of the company's interests in the Northwest.

A new location, at Battery and Washington streets, has been secured by A. Lobree, who formerly had a cigar store at Clay and Leidesdorf streets.

Having comfortably established himself in his new office at 507 Mission street, Edward Wolf has left for Southern California, on a two-weeks' trip.

Shortage of merchandise does not seem to have been worrying the Glaser Bros., at least, not so that one could notice any visible anxiety on their part. There were times when it looked as if they might run out of "44" cigars, but they have kept right on selling and they have been able, steadily, to supply the needs of their customers.

In spite of the long strike at Tampa, Tillman & Bendel are still receiving shipments of Sanchez & Haya cigars from that city. They have been notified, however, of an advance in price which will average about seven and half per cent. No doubt this is the result of the higher cost of the leaf and the rates that labor now demands. No news has come of active operations in the Tampa factories so, evidently, the shipments are from stock that was on hand before the labor troubles occurred.

Territory placed and a large number of cases sold is the report of J. C. Chuck who controls the distribution, for the United States and Canada, of the Buchenau Gum Case Company's revolving gum-case. Mr. Chuck, who was formerly a cigar salesman, has just returned from a trip east and he is very enthusiastic over the selling ability of the gum-case.

Partly as a means of regaining his health and partly for recreation, A. Czarnecki is about to leave for Los Angeles for a trip. Mr. Czarnecki, who is a salesman with Gerdts & Co., has been sick and has only recently been out and about again.

Mark A. Pollock, accompanied by his son, has returned from his trip to the Orient and is about to leave for Havana where he is the broker for Frankel, Gerdos & Co., of this city.

The trade winds that annually sweep this coast have just about reached their apex. They greet one at street corners, sportively wrest hats from heads and throw dust in the eyes of even those who are ordinarily clear-sighted. The result of this, on many a pipe-smoker, is to make him demand a heavy grade of plug cut, especially for use in the open where the effects of the sportive breezes are apt to affect the pipe and its consumption of tobacco. It would be interesting to take statistics showing how the trade winds affect the quality and style of tobacco in demand. One might compare the consumption in December, with that in June, and thereby learn with some degree of certainty what effect the trades do actually have on the consumption of heavy plug-cut.

STORM HITS CONNECTICUT

Tobacco Farms Suffer Severely—Cloudburst Ruins Many Crops—Losses Enormous.

HARTFORD, July 26.—A lightning and thunder storm of vivid intensity swept across the State Saturday afternoon, felling trees, ruining crops, striking at random in the open country and playing havoc with telephone lines and electric systems. Farmers report that damage to crops, especially tobacco, is impossible to estimate and will total thousands of dollars. The sky was a dazzling network of flashes and searing fire and the thunder roared and crashed like the bombardment of a whole battery of "Busy Berthas." Reports from various parts of the state indicate that the storm left a trail of ruin equal only to devastated France.

Cutting Too Early

In spite of all that has been told them, many of our tobacco farmers have made the great mistake of pulling their tobacco too green. This will result in a poor grade of tobacco in curing, and consequently a low price when placed on sale at the markets. Better to allow a few leaves to go to waste and wait until the crop is ready for the barn, than pull when green and suffer loss in selling. Because your neighbor is filling his barn is no reason why you should do the same unless your crop is ready to be harvested.—*Tifton (Ga.) Topics.*

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
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Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
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GROWERS, PACKERS, AND DEALERS IN LEAF TOBACCO
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Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
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IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
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Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
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PRADO 125, HAVANA, CUBA

M. ABELLA
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PARTIDO, SEMI VUELTA AND REMEDIOS
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FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
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Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

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Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

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New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

EMBLEMS OPORTUNOS

PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

Animating Topics Discussed Up-State

New York State Capitol District,
Steeplechase-Week, 1920.

"Do that for me, will you, Sam?" anxiously inquired Jim Stubb, as he dusted off his diamond studded horse-shoe pin, Blackwatch plaid cap, and then looked around the Stubb & Ash, Inc., Hot Chair Club for his Saratoga field-glasses, purchased last August at a Green street hockshop for the exact cost, $1.98. "Get Joe McElveney and Clarence Fogarty to see somebody about that Jockey Club season pass at the Spa track, will you please?"

"Whadyemean, me git yuh a pass for Saratoga?" Sam Ash fumed, trying to better his past performances by selling a goof seven fifteen-cent belvederes for one-dollar, American exchange. "Ain't it so I should have all I could do, unnerstan me, to get it even scratched in them there Mutuels when I should have it a twelve to one chance, all on account of that there filly Ginger Snap developin', first, car-fever while passin' through Mechanicsville, then on the try-out, y'unnerstan', gittin' a lovely bowed tendon, which them blamed stable dinges say it should be fired afore she should run again this year, even on a fast track."

"Yes, yes, I know, Sam, but——"

"Nu! I shouldn't get a pass even for that there paddock on Labor Day unless Harry Stevens comes across, y'unnerstan', with some o' that there startin' post influence he uses to clear a muddy track for the cigaret boys, which should try to sell him more goods this year even than last, just because they should tell him about the whale o' a crowd they know will come this week to see the first races, includin' the Shillelagh Steeplechase, the Flash Stakes, the Saratoga Handicap, an' the——"

"Well, I give you fair warning, Sam," and Jim Stubb shook his finger at Sam and the other assembled members o' the Overweight Organization, now gathering for the daily session of Five Furlongs, "If I don't pick up a 'complimentry' somewheres, I'm goin' to spend $3.30 once this season, anyhow, just to see the rise o' the barrier, and maybe my old friend Xavier Obalski, who owns more horses, Sam, than we've got cigars in the wholesale humidors."

"Is that so?" questioned Sam Ash, offering a very young yearling in the Hot Chair Club a few o' Hindoo's and Kingston's best tips for the afternoon meet. "Then mebbe, Jim, yuh should also sell this here Obelisk feller some o' them there Oportuno Coronas, which we've had it in them there humidors so long, unnerstan' me, that even the workin' worms have died right in the boxes yet."

"Kid a chap like Obalski, Sam, and you gotta go some!" avowed Jim Stubb, making a memo to bet Man O' War for straight-place-and-show the first time he showed up on the track. "You might so well try to sell Sam Hildreth this here Sara Katz for a three-year-old, or her son, Bud Katz, the kitten, for a piece o' jake which would keep all the cats in the world from starvin' to death, even though two such animals was awarded to every old maid of votin' age in the State o' N'York!"

"Huh! two such grimalkins shouldn't be enough!" objected Sam Ash, asking each associate o' the Cinema Club to smoke an Oportuno on him—on account o' his birthday or something. "No more than six races are scheduled for a meet, unnerstan', an' why shouldn't they be five or seven—why always six?"

"Why? Well, why are there just six eggs in half-a-dozen, Sam?" Jim Stubbs debated, as he admitted one more member to the Social Survey Society. "And why should a cigar concern pay $2,200 the year for that painted sign on the State street side of the North Pearl corner over the A. Schulte store?

"After stayin' there a year, you know, the Dearstyne Brothers Tobacco Company surrendered their rights for the Seal Skin cigar to the Tichenor-Denike Company to put up a new bulletin on the Meditation brand, following a 'big pow-wow over the price."

"Pow-wow is the right dope," nodded A. E. Watts, Division Manager o' the Liggett & Myers Tobacco Company's tobacco department for the Capitol District, as he shooed the ten or twelve apostles o' Velvet on their various missionary missions. "This here meeting in Albany today at the L. & M. headquarters, 110 State street, was just to

(*Continued on page* 31)

GROSVENOR NICHOLAS & CO.

INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

60 Broad St., New York

Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

Price list upon application

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

Crop Has Unfavorable Outlook in Connecticut.

(*Continued from page 22*)

Some have complete fertilizer, others only one or two elements. Plots fertilized only with acid phosphate are included, as well as well limed plots. In addition to the fertilizer plots, different types of tobacco are being tested for their resistance to unfavorable soil conditions.

This season the Connecticut Experiment Station and the County Farm Bureau agent, Mr. Southwick, placed a number of trials of Connecticut Round Tip tobacco. It is a new type of tobacco developed by the station after ten years of selection and breeding.

The apparent advantages of this tobacco for priming are: more leaves (20 to 24), a broad rounded tip, more erect and sturdy than Havana, more resistant to root-rot than Havana and more vigorous in starting.

Last year this Round Tip was tried by four growers in comparison with primed Havana. Results varied, but these men are trying it again this year. Whether this tobacco has sufficient merit or not has not been conclusively shown as yet, but the trials this year ought to settle the question. It may be the "coming" type of tobacco.

This year one grower is trying it out under shade, and others are comparing it with primed Havana, and will watch it through the curing, sweating and sorting.

At the meeting of the tobacco growers at Amherst, Mass., Friday, Dr. Chapman, of the Massachusetts Experiment Station, will give the growers valuable information, taking as his subject "1919 Investigations on Curing and Fermentation Troubles" (canker, pole sweat, etc.).

Dr. Chapman spent considerable time last year working on curing and fermentation troubles, not only in this section, but also in Porto Rico, where he spent several months last winter.

X. Y. Z.

A GOOD FISH STORY

Fred Oakes Gains Some New Piscatorial Information at Considerable Expense

CHICAGO, July 23.—E. P. Oakes, known to his friends as Fred, has had his store of knowledge pertaining to the fishing tribe increased, and a number of the "boys" enjoyed a good fish dinner as a result.

Crossing coppers had to gum up east and west, north and south movements yesterday while a 38-pound catfish was being unloaded in front of Fred Oakes' cigar store at 153 North Clark street. Bennett and Goldberg, a couple of Grommes and Elson cigar operators, sent down the member of the finny tribe from their fishing grounds at Gato and La Resta lodge in northern Wisconsin.

When the driver unloaded his prize package Oakes swore it was a muskie. Oakes even went so far as to bet his friend, Al Spellman, $100. The result was that experts of the piscatorial game were called in from all corners to decide the bet. It was a catfish.

Oakes lost the wager and, as a result, had to stand for the fish dinner at the Press Club.

Spellman was the prize eater. Al's fame as an expert on fishing had preceded him from Columbus and he made Babe Ruth look foolish when it came to knocking out home runs at the plate. Frank Hogan, Walter Mahan, Walter Busch, Tom Harbick, Sammy Woolf and Chris Haggerty were among those who passed on the value of catfish as fine eating.

Ole Hanson, the former mayor of Seattle, who happened to be a visitor at the club at the time, also came in for his portion.

Today Mr. Oakes knows the difference between muskies and catfish and says he will have catfish for his every time.

He is the middle west salesman for the E. H. Gato Cigar Co.

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
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The Real Independent Factory in Havana
"PARTAGAS"
The World's Standard Cigar
Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba
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A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

PARK & TILFORD
are the
LARGEST IMPORTERS
of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars
Wholesale Price List will be sent to any dealer
Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

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HABANA, CUBA
Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
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Y
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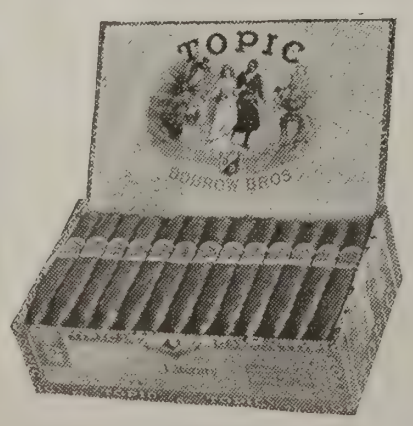
PHILADELPHIA ESTABLISHED 1850

THE MASTER MILD SMOKE
CRESSMAN'S COUNSELLOR CIGAR
ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

The Topic of the Day



TOPIC MILD HAVANA CIGARS
10c and up
A high class smoke that has fully met the American smoker's demand for delightful quality and mild character. Your trade will appreciate them.
BOBROW BROTHERS, Inc.
PHILADELPHIA, PA.
Makers of famous "Bold" Cigars

Full-Fledged Association Now in Philadelphia

Tobacco Jobbers Hold Successful Meeting at Hotel Adelphia—Next Meeting August 5—Interesting Talks by W. Stuart Moorehead and Others—Many Problems to Master—Referee Appointed in Mendel & Co. Bankruptcy Case—Firm Has Sympathy of Trade—Making Drive on Central Union New Cut Smoking—G. H. P. Co. Establishes Distributing Branch in Indianapolis—Price-Cutters Cutting Away.

PHILADELPHIA, July 27.—Philadelphia now has an organization of virtually the whole tobacco jobbing interests of the Quaker City. In a single evening there was accomplished a result which had failed of attainment in many previous years of agitation. In the presence of more than a score of the jobbers of the city, representing between 85 and 90 per cent of the entire industry, decision was reached to effect permanent organization, and to that proposition, twenty firms subscribed their names. Promises from others have been received affording assurance that at the next meeting, on August 5, when final details are to be worked out, there will be a membership in the new organization representing about 99 per cent of the whole trade. But one jobbing firm, Frings Brothers, thus far refused to join.

Accomplishment of the efforts of years was made possible solely by the enthusiasm engendered at the recent T. M. A. Convention in Washington. As forecast exclusively by TOBACCO the influence of the T. M. A. has permeated the entire jobbing ranks and under the inspirational address made at the meeting on Thursday night last in the Hotel Adelphia by W. Stuart Moorehead, temporary presiding officer, decision to organize was unanimous. Thereupon these jobbing firms placed their signature to the proposed constitution: Baum and Neely, Inc., S. T. Banham & Bros., Dusel-Goodloe Company, H. D. Narrigan & Co., A. B. Cunningham & Co., Duncan & Moorehead, Frank Blatt, James S. Bechtold, Myer Blumenthal, Bennet Hollard, E. Cohen & Sons, Victor Fermani, Shipton & Payne Co., Charles A. Krull, S. Shepherd's Sons, G. H. Woerner & Sons, Franklin Tobacco Co., Brucker and Boghien, Inc., Murphy Bros., Camden, F Kuhn & Bro.

The jobbers assembled quite promptly in the Green Room of the Adelphia on Thursday evening and when Mr. Moorehead touched the gavel, he saw before him the largest representation of the Philadelphia trade assembled in the last decade, perhaps the largest that ever met in all trade annals. Without ceremony, he declared the meeting opened. Then he said, "It was my pleasure to attend as a Philadelphia jobber, the recent very successful convention of the T. M. A. in Washington. I confess I almost felt lost, although I was welcomed. The jobbers of the whole United States, too, were in a very small majority. The convention officials realized our plight and in a friendly spirit secured for us a separate room in which we could confer. In the discussion there, the suggestion was made that the tobacco jobbers should have a national organization befitting the importance of their business. But a Boston jobber pointed out that it would be ill advised to organize along national lines until there were jobbers' organizations in all the cities of any size. It developed that Boston had a very successful jobbers' organization, and so had Detroit where committee meetings are held weekly, and also Baltimore, and that whereever there were organizations accomplishments were being attained. I have in my pocket a letter from a prominert member of the Boston organization advising that we organize here in Philadelphia, but that we do not get impatient if in a month or two we cannot become 100 per cent efficient, and I think we should proceed with that thought in mind.

"As a Philadelphia jobber I confess I felt rather small in Washington. There they looked upon Philadelphia as absolutely hopeless from an organization point of view. They were of opinion that Philadelphia was the worst of all the big cities in the United States when it came to a question of the getting together—and the standing together—of its trade. But I came back inspired with the determination to see whether it is not possible to organize here in Philadelphia. The presence of you gentlemen here tonight shows that it is entirely possible to organize, if that is your pleasure.

"It is for you to determine whether that organization shall be accomplished. Personally I am in favor of an organization and of establishing it at once, tonight, of striking while the iron is hot. But at the same time I would have you realize that what is not desired is a one-man organization. It must represent the whole trade to be effective. You know from experience that if you go as an individual to a railroad to secure better transportation facilities or to a manufacturer, you will have little influence. But if you go as a representative of the united trade you will be powerful and will be listened to. But the benefits of organization are so generally known that it would seem idle to discuss them now. Other trades have organized and have accomplishments on their record. Is there any reason why the tobacco trade cannot do the same? It may be a little too early just now for us in the jobbing trade to gather together and to correct all the evils at once—to tackle the vexatious price problems and all the other matters of concern, but certainly we can get together, to smooth out many difficulties which now beset our path. And I know we can maintain in our ranks a gentlemen's agreement. We have done that in the imported cigar trade for some fifteen years now, and I do not recall an instance where an agreement was broken."

The latter statement was verified by Mr. Baum of Baum & Neely, Inc., whom Mr. Moorehead called upon.

Nelson Eberbach expressed himself in favor of an organization which, though it might not at once tackle the price question, could be of much mutual benefit. He pointed out that the jobbers stood between the manufacturers on the one hand and the consumers on the other, and that too often they were harassed on all sides. Mr. Eberbach then moved that there be appointed a committee of at least five to draw up by-laws to be signed by intending members, but when Mr. Moorehead again urged that organization at once be attempted, withdrew his motion for the time. President Brogan of the Dusel-Goodloe Company pointed out that an organization was needed sorely and that immediately there should be given a rising vote of thanks to Mr. Moorehead for getting the trade together. Mr. Moorehead, however, said that he merely acted under the inspiration of the Washington convention, and that much of the labor of getting agreements to the call for a conference had been done by N. W. Mead, temporary secretary. The P. F. Murphy Brothers were disposed to defer formal organization until a more definite program of activities had been outlined, but did not press the point. Mr. Eberbach said that it was evident that an organization was favored, but that it might be well to defer it until another time, say September, when a larger delegation could be present, but Chairman Moorehead pointed out that there was present at least an 85 per cent representation, that he knew of other jobbers inadvertently overlooked in the first call who had assured him of willingness to attend, and therefore, that an organization could at once be perfected with a 99 per cent membership of all the trade. By unanimous vote it then was

decided to organize and a recess was taken that representatives of all the firms present might sign the proposed constitution. This was done. Thereafter Messrs. Cohen, Blatt, Eberbach, Shepherd and Baum were appointed a committee to visit those jobbers not represented, to invite them to join. In the ensuing discussion the thought was developed and generally was agreed to, that while eventually it might be desirable to include in the organization, or in an allied one, the manufacturers and retailers, it would be best at this time to restrict the present organization exclusively to direct jobbers only, and the committee therefore was directed to invite only these and for the present not even the sub-jobbers. Chairman Moorehead appointed as a committee to perfect the constitution and to draft by-laws to be considered at the meeting on August 5, the following: Nelson Eberbach, James Murphy, Paul P. Brogan, Harvey D. Narrigan and Herman Krull. In closing the meeting Chairman Moorehead said: "We have now organized. We need only continuous interest to make it a go. We all know what troubles the jobbers have had in the past. I believe with a good working organization on the job, we can overcome all of them in future. After my experience in past years with efforts to organize, I said I never again would go into any movement looking toward organization. But the T. M. A. convention changed my attitude and I am glad it did so. We have now what for so long was regarded as impossible here in Philadelphia—a trade organization—and I am entirely confident that if we continue to manifest the interest shown tonight it will not be long before the Philadelphia organization will take place as one of the most successful, and I hope the most successful in the United States and that when the T. M. A. meets again we can go to its sessions proud of the fact that we are Philadelphia jobbers."

The United States District Court has just adjudged Mendel & Company involuntary bankrupts, and has appointed Edward F. Hoffman as referee. It is understood in trade circles that liabilities aggregate about $75,000. A meeting of the creditors will be held shortly and it is believed that arrangements will be made whereby the Mendel Company will be enabled to resume activities. Its misfortunes have won general sympathy, because they are regarded as due, not to poor business, or inefficient management, but solely to the exceptional circumstances reported in these columns—the peremptory withdrawal of funds by certain interests at a time of exceptional financial stress, and when the firm by reason of strikes, removal, freight congestion and other unusual causes, was unable to help itself. Customers of the firm from all over the United States have sent to it letters of sympathy and pledges of continued patronage just as soon as it is able to pass through the crisis. Hope is entertained that early next month production again can be begun.

The formal permit was granted during the week to Henry C. Dahl, 231 South 8th street, to make alterations and additions to the new G. H. P. factory and office building at 3rd and Brown streets, at an estimated cost of $18,000. Though the G. H. P. Company originally hoped to be in occupancy by Fall, it is quite certain now that the new home will not be ready until the close of the year.

The Joseph Brazerman Realty Company has given formal notice that the cigar store at 1411 Race street, has been sold by Morris Resner to Samuel Stein. Final settlement was sceduled to take place on July 24 at 845 North Sixth street.

Sale of the Segal & Lloyd store at 4th and Chestnut streets, to M. Brazier 12th and Spring Garden streets, is reported in trade circles.

Leo D. Loughran of Loughran & Company, Washington, D. C., proprietors of the Stratford factory, Front and Arch streets, is permanently in the city looking after sales and distribution. A. Blanc of the sales force is now on an up-State trip. The Stratford Company is still behind on orders, although progress towards recovery is being made, the firm now having at work all the hands for which room can be made. Suspension of work at the Mendel and Portuondo factories temporarily has made available a larger supply of hands than for several weeks.

Nathan Garten, the New York dealer, visited the trade during the week.

Manager Thomas J. Daly, of the Stratford factory, and his family are spending the summer at Craig Hall, Atlantic City.

John Humber, former salesman for Charles Krull, has established himself in the jobbing business at Wildwood, N. J.

Missionary work in the interest of the Lion cigarette is being done by the Melikian factory, Trenton, N. J.

The U. S. Tobacco Company is making a special drive on its Central Union New Cut smoking tobacco, packed in glass jars adaptable by the housewife for preserving. Packed in each jar of tobacco are a number of labels ready for pasting on the jar in a space left for that purpose, to indicate the contents put up by the frugal housekeeper. Harry Parker is meeting with great success in placing this line.

M. J. Cassidy of M. J. Cassidy & Sons, New York, called on the trade during the week.

J. M. Widdifield, of the American Box Supply Company, of Detroit, made a special visit to the city with its new tinfoil line.

The new United Cigar Store, 3rd and Market streets, is now ready for business.

The G. H. P. Company has just established a distributing branch in Indianapolis. It will be supervised by Thomas H. Deane, its Middle West representative, and managed by James Deane. A complete stock will be kept at the branch, 235 E. Ohio street, to supply the trade in Indianapolis and surrounding territory. Samuel Grabosky, a member of the firm is on a leaf buying trip to Connecticut.

The Keystone retail store, Front and Arch streets, is making a special drive on the Quaker and on cut price goods.

The National Drug Store, 13th and Market streets, is offering at reduced prices, all the nationally advertised brands of cigars and cigarettes.

At the Sterner store, 12th and Filbert streets, there is being shown what its proprietor says is the finest and most perfect line of genuine meerschaums with real amber stems, secured by him before the Great War. He was enabled to secure these goods through an exceptional deal.

Mastbaum Brothers & Fleischer, representing the United Cigar Stores Company, have rented the store adjoining the southeast corner, Third and Market streets, to Gould & Freeman, for a term of years.

Sidney Freeman of Sidney Freeman & Sons, New York, and Bernard Lett of the Hartmann-Pacific Company of New York, called on the trade during the week.

Retail business, which fell off markedly in the week following Independence Day, enjoyed a perceptible recovery during last week. Retailers are still very far from being rushed, but, on the other hand, they are quite as far from being dull. The season considered, business is above the average. It is behind last year in the number of sales, but is ahead in the accounting, in terms of dollars and cents, and that, after all, is most satisfactory in the story told by the profit side of the ledger. Supplies of goods from local manufacturers have been coming in easier but deliveries from out-of-town points, unless they were sent by express, auto or parcel post, are almost nill. The freight situation is much worse than it was.

The transportation problem continues to be the greatest one confronting the manufacturers. Receipts of materials or supplies of manufactured products are matters of mere good luck or of guesswork. Embargoes go on and off without warning. Where shipments are made direct the situation is a little better, but where transfer to other lines must be made all is pandemonium.

SOME "SERVE!"

PRINCE HAMLET CIGARS

IT'S a "live" game every time between Prince Hamlet and a customer's smoke appetite. You'll find that it's "your ad" when you "serve" Prince Hamlet to your trade.

We've been "lobbing" 'em over regularly where competition can't touch us.

PRINCE HAMLET

2 for 25c. — 15c. — 25c.

Also 10c and 11c. sizes

The Well-balanced, Satisfying Smoke

It'll certainly be "deuce" for you if you don't "court" our advertising plan

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

PHILADELPHIA

New York, 119 Lafayette St., Phone 316 Franklin

A fact and two reasons

"Girard Cigars have shown a steadily increased sale since the first year we handled them in 1913."

There is the fact as stated by a large and enterprising concern in Western Pennsylvania.

"Your advertising has been especially beneficial" their letter continues, "and your attitude fair."

Those are two reasons and good ones. The whole smoking fraternity throughout America knows the attractiveness and strength of Girard advertising. And our dealer friends know that we are fair and square with them every time. Why can't we count you?

Antonio Roig & Langsdorf
Established 49 years
Philadelphia

GIRARD

Never gets on your nerves

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

Greater Attention Given Tobacco in Georgia.

(*Continued from page* 8)

producing a quality of leaf that gives the projects unlimited possibilities.

Three years ago Tift County boasted fourteen acres of tobacco. Last year there were 500 acres—and the crop was a failure. That was due entirely to unfavorable season, yet the disheartening result was no less a heavy blow. Undismayed, however, the board of trade, city and county officials, planters and all others with the interests of the county at heart, tackled the problem on a bigger scale than ever. Probably 1,500 acres are thriving here this year and county rivals, Coffee, Wilcox, Berien, Ben Hill and Pierce counties as a tobacco producer. It leads a dozen Georgia counties that have seriously taken up tobacco growing and is far ahead of a dozen more.

The "father" of tobacco culture in Tift County is Irvine Myers, proprietor of the Myon hotel, president of the Tifton Board of Trade, successful planter, and South Georgia booster extraordinary. It was he who planted the county's fourteen acres in 1918, who continued preaching the gospel of better things. After his seventy-five acres met common disaster in 1919, he proved his convictions by planting sixty-five acres this year.

His encouragement, assistance, arguments and example are generally credited with Tift County's dominant position in the field today. His acreage in tobacco stands as one of the largest in Georgia. Between five and ten acres usually proves the most practicable and advantageous amount of land to cultivate. A tract of this modest size, representing only a fractional part of a farm, frequently results in a cash return on a quick turn-over that pays the grower's entire farming expense for the year.

"Though Tift County is blassed with thousands of acres of beautiful, undulating, fertile farm lands, marked by their rich, loamy soil, tobacco thrives in sandy soil too poor for other use. This factor, combined with the benefits resulting from the quick handling and a cash return in an off-season, constitutes one of many important arguments in favor of its cultivation. Tift County farms are an inspiring picture of thrift and prosperity with their sweeping vistas of cotton, corn, field beans, peanuts, their peach and pecan orchards are flourishing proof of success with other standard crops, but tobacco seems destined to increase amazingly the value of lands and the wealth of the county."

Another leading figure in the county's remarkable progress in tobacco cultivation is W. E. Algee, secretary of the Tifton Board of Trade, who enlisted the hearty and intelligent support of Tifton's best citizenry in furthering the movement. Under his direction, Tifton business men contributed a fund to employ five demonstration agents who are constantly working in the capacity of counsellers to tobacco growers, giving competent advice on all essential features.

Tifton citizens actively supporting Mr. Algee in this good work are Irvine Myers, B. Y. Wallace, Briggs Carson, H. L. Moore, B. H. McLeod, E. P. Bowen, H. H. Tift, E. P. Brown, J. J. Golden, T. H. Phillips, Morris Levy, J. S. Taylor, H. L. Cartwright, Henry D. Webb, H. H. Hargrett, S. L. Fleetwood and others.

Tifton's magnificent new stemming plant and warehouse representing an investment of $300,000 by the Imperial Tobacco Co., Ltd., will be completed by August 1, making Tifton a central clearing house for tobacco in Georgia.

The opening of the season has attracted many distinguished visitors, including leading officials of the Atlanta, Birmingham & Atlantic Railway, county demonstration agents and leading business men and planters of south Georgia.

Flourishing, well-cultivated fields with curing houses—one for six to eight acres—now dot the countryside in fifteen wiregrass counties, while twenty other counties are beginning to devote more and more land to tobacco. One or more competently operated warehouse in Douglas, Tifton, Abbeville, Fitzgerald, Blackshear, Nicholls, Lyons, Vidalia, Ashburn, Nashville and Valdosta furnish competitive markets that stimulate planters toward increased production. Auctions—themselves an institution worthy of a column of description—are conducted every day in the week except Saturday throughout the marketing season, which begins in July and ends in September.

Coffee, the pioneer county of Georgia in tobacco production, will lead the State in acreage and crop. Douglas, the county seat and the site of the State's first market, will handle probably 4,000,000 pounds of the leaf before fall. Georgia's original curing house was built seven years ago by S. J. Brown, a former Carolina tobacco grower, on his farm at Nicholls, a Coffee County town on the A. B. & A. railroad, an important tobacco market despite its population of only a few hundred. Georgia's first auction was staged at Douglas four seasons ago in the warehouse of the McLain-Ross Co. J. N. McDonald, J. P. Ross, and J. H. McLain, who conduct the warehouse, have contributed immensely to the prosperity of Douglas. Likewise great credit is due to Lea, Pegram and Motley, operators of the other warehouse in Douglas.

One of the finest fields of tobacco ever grown in the vicinity of Eastman may be seen on the farm of Bob Wynne, clerk of the Superior Court. The field contains fourteen acres, intensively cultivated. The plants are unusually large and a very high grade of tobacco is indicated.

Planters throughout the county are actively engaged in harvesting and curing tobacco. While the acreage is not so large as in 1919, due to more favorable weather conditions, the outturn promises to be considerably greater and much more satisfactory from the standpoint of prices received.

Many farmers last year were inexperienced in handling tobacco, and the result was that much of the crop was poorly cured and quite a quantity lost altogether. Such portion as finally reached market, in many cases, sold for abnormally low figures, because of being improperly cured and graded. However, the planters have profited by their experience and the indications now are that in future a splendid quality of bright tobacco will be produced in this locality.

At present Eastman has no marketing or warehouse facilities, all of the tobacco raised in this county going to Abbeville, Fitzgerald, Ashburn, Douglas or Tifton. It is very likely that arrangements will be made for the construction and operation of a suitable warehouse before the coming of another season.

Rains Heavy for Tobacco

The impression is gaining ground that the leaf tobacco crop of the Connecticut valley, after its favorable early development, is now in for some disappointment to growers by reason of excessive rains, particularly in the lowlands, and the floods probably mean severe losses to many farmers. In a word, the crop is still substantially behind a normal in point of development and will require every possible day and night of favorable climatic conditions. The undertone of the leaf tobacco market, centered in New York city, continues one of firmness, with some very high prices recently paid for some Sumatra.—*New England Homestead.*

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA

Animating Topics Discussed Up-State

(*Continued from page 26*)

outline the work for the approaching climax o' the season, that's all.

"Besides Sales Manager Fields and local salesman Plass, we also had all the outside boys in for the night at the Hotel Wellington. And the crew starts on the job again with a resolve to put the L. & M. tobacco products over with even more zip than previously, if that's at all possible."

"Sure, it's possible," agreed Pat Doyle, D. M. for the L. & M. cigaret department, picking up his amah-kit for a tour o' Troy and intermediate points nor'-by-nor'-east. "Here's my gang all sick this week, including myself. But do you suppose for a single second that will stop Fatima business?

"Not much! Why? Simply because the lads on the territory are trying every day to better their records of the previous day, week, month, or year! That's the spirit! And that's how Jim Barrett put across his big Fatima display week for Saratoga Springs!

"For Jim went around town and got fourteen special Fatima windows for the first horse-week in August at the famous resort. All these trims are being specially constructed for the Saratoga dealers, so when the sports arrive in the village this week they'll see Fatima all over town so much that they'll think it's a twelve-to-one shot in the first race!

"While, at the United States Hotel, the biggest berry in the Saratoga patch, we'll have Fatimas right on the cigaret tray which the beautiful lady will carry hither and thither through the crowded corridors! With a shot like that, and a similar concession at the next most exclusive house, the Grand Union, I can't see why Fatima won't be the favorite, both in field and paddock, during the busy business period of the sporty Spa."

"Well, I'm satisfied with a quieter place," Tom McGowan explained, as he hurried in and out of the Hot Chair Club. "It's at Warner's Macaroni Lake, you know, and I get out there semi-occasionally for week-ends, and so on.

"All the excitement we have there is a gale o' wind once in a while. But when it does blow, look out! Some chaps in a canoe tried to paddle against the wind and tide last night, and over they went, thoroughly sousing even the Anndora cigars in their rucksacs."

"Some wind," commented Earl Goodrich, placing his Dearstyne Brothers Tobacco Company oxygen tank in the rear o' the Oracle Organization. "And it must be that same breeze which is blowing against the tops'il sheets o' better business.

"Because the tobacco merchants everywhere seem to be waiting for an anticipated price-slump. But, so far as I can see, the slump is more apt to be a hump. Things haven't stopped advancing yet, and the dealers ought to realize it, too."

"Oh, they realize it all right, Earl, but they won't admit it," Jim Stubb insisted, cranking up the third-speed on the Antarctic-fan for some more air. "They can be as blind as Milton when it comes to the buying stunt, and they can be just about as cheerful as the Penal Code, also.

"But when they sell, listen. Hear 'em add on the rigamarole-tax, the giggle-gig, the algebraic equation, the hypochondriac plea, all the internal and external assessments, and then some! Reason I know is on account we do it with the rest of the bunch, eh, Sam?"

"How should I know it what excess profits surplus yuh should add to prices?" jabbered Sam Ash, shoving across the counter to a cash customer three dime cigars for fifty cents. "Mebbe we should also as well help to put them there see-gar manufacturers back on their feet again by sending 'em a circular letter, that they should sell it their Strombery vacuum limousines, an' start it walkin' again, unnerstan' me."

"Such a suggestion would be much too much," decided Jim Stubb, looking closely at the high-tension coil o' the electric fan to find out whether it needed a new magneto, or oil. "If you, Sam, or any other jobber or retailer can put the cigar manufacturers back on their shoe-leather by intimating that they reduce prices, you'll get a permanent post on the Prohibition ticket, along with Bill & Bill—Bryan & Sunday.

"Huh! I bet yer a Moody and Sankey hymn book vs. a seat in this here Salvation Society that if them see-gar sizes an' shapes shouldn't soon be so big as their space on the price-lists that the average Class B or C smokers, y'unnerstan', should soon be lookin' for some fresh milkweed as a antidote for bumble-bee sting! Yuh cant be stung ev'ry day in the week, unnerstan' me, without once in a while turnin' a cheek with resin on it. Am I right or wrong?" flared Sam Ash, putting back in the case a Class A smoke for which an opinionated oyster refused to pay a Class C price.

"These daily price-revisions, Sam, make me think o' days when quotations were as substantial as the warts on Mister Heinz's fifty-seventh pickle," confided Jim Stubb, still trying to locate the centrifugal pump to speed up the fussy-fan. "And those days, Sam, were brought back to me very forcibly today at Tom Geary's cigar store at the corner of Hudson avenue and Eagle street.

"You know Tom is making some changes there, and the F. E. Fitch Billposting Company has vacated the office, and also all the boards, on both streets. So the workmen have ripped off the old accumulation of posters, clear back to the time o' the Admiral cigaret.

"And, underneath the paper signs, there comes to light, on the Eagle street side, the old painted bulletin of Louie Grand-Army Snyder, the dealer who sold cigars at that location so long that even Methuslah came in one day to shake hands with 'im.

"This painted advertisement of Louie's, though, brought back recollections of a custom and business which makes the American Snuff Company happy. For the goods listed were a complete tabulation of the old-time snuffs sold in the day and date o' Lily Langtry, Johnny L. Sullivan, Lord Dunraven, Chester A. Arthur and them birds.

"Among the lot were Lorillard's French Rappee, Skinner's Scotch, Skinner's Lundyfoot, Lorillard's Maccoboy, Salt and Sweet Scotch snuffs, Shield's Rose Maccoboy, Copenhagen, Railroad Mills, and some other brands effaced by the hand o' time and the brush o' the billposter."

"Sweet salts! Ain't them snuffs still on sale in lots o' places?" barked Sam Ash, putting down on the want-book an item o' plain fine-cut off the market since that big novelty, the Old Homestead, first came to town. "Exactly like these here cigarets should now be featured by all new stores openin' for the first time.

"Anyhow, that's what the Bradt Drug Company put on sale with a big smash in their new store, corner o' Broadway an' Steuben street, right opposite the old location. They filled the window with cut-price cigarets, Camels, Lucky Strikes, an' so on, with all twenty-cent goods for seventeen cents.

"But they didn't forgit it the popular brands o' see-gars, either. For they entered all the leading names, such as Peter Schuyler, F. & D, Anndora, an' ev'ry other thing in the two-for-a-quarter class, at eleven cents each, y'unnerstan'."

"Yep, and the Liggett Drug Company, on North Pearl, do the same every day," deplored Jim Stubb, throwing up his job as electric-fan fixer, and looking around for his Saratoga spats to make the getaway. "Today, to morrow and always, those people sell big Murads in tins at 34 cents. While one hundred week-end cartons go at $2.40 in the class O'Pall Malls, Deities, and the like. They've got a nice window on 'em this week, and that's what makes business so quiet as a Klaxon!"

THE SMOKER.

Ireland's Tobacco Crop

Ireland produced 1,402,051 pounds of tobacco last year, according to figures made public recently. There were 1,751 acres devoted to tobacco culture and the financial result amounted to 33,093 pounds.

Receptacles

That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

Your product is protected when handled in these receptacles, because the interest construction is smooth and flawless. Furthermore, these receptacles are sanitary and easily cleaned. The close texture and glossy surface of the fibre prevent the clinging of dust and dirt. The fine appearance lasts under the hardest usage, because the *in-built* color does not run, fade, chip, or wear off.

There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, doffing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate.

Send for special catalogue.

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Most Value *Most Quality*

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CASTELLANOS
EL SIDELO
DUTCH MASTERS
NEW BACHELOR

CONSOLIDATED CIGAR CORPORATION
NEW YORK CITY

FROM THE FIRING LINE

Personal and Trade Jottings

W. Bourke has purchased a cigar store and pool business in Waubun, Minn.

—

Carl Kaffenberg, of Kaffenberg Bros., of Boston, is in New York this week.

—

Milton Heineman, of Heineman Bros., of Baltimore, is in Connecticut this week.

—

J. Bjorlund has bought the Howard Harsh cigar store in Osakis, Minn.

—

John L. Johnson has sold his cigar store in Whitehall, Mich., to Herman J. Olson.

—

V. M. Myers, of the Cortez Cigar Company, of Key West, is on a visit in New York.

—

John H. Witter, cigar manufacturer, of Newmanstown, Pa., is in New York this week.

—

J. M. Buckner, of the Southern Leaf Tobacco Company, made a business trip to Canada last week.

—

The Schulte Retail Stores, Inc., has increased its capital stock from $15,000,000 to $22,500,000.

—

Harry J. Fisher, son of Henry Fisher, of H. Duys & Co., Inc., is one of the Boy Scouts visiting Europe.

—

Julius Klorfein's office is working on a new schedule of cigar prices, which is to become effective very shortly.

The McIntosh Brothers, of Edgerton, Wis., finished the season's assorting and packing with the end of last week.

—

John Abady is preparing to open a billiard hall and cigar business Sept. 1 in the Colonial Hall, Madison, Wis.

—

The A. Schulte Co. has leased the building at 98 and 100 Front St., Worcester, Mass., for a long term of years.

—

A. L. Sylvester and H. S. McGiffin, of the American Cigar Co., were in the Edgerton, Wis., tobacco market recently.

—

L. I. Johnson and Martin Van Ruden, tobacco men of Westby, Wis., called on J. A. Jenson of Edgeton a few days ago.

—

The Eisenlohr tobacco warehouse at Edgerton, Wis., which started the assorting season during December, closed last week.

—

The Mi Lola Cigar Co., of Milwaukee, has opened a branch factory at Stevens Point, Wis., because of strike conditions in "home town."

—

The Copando Co. has opened a leaf packing house at No. 1335 North Walnut Street, Cincinnati, Ohio, to handle Havana tobacco exclusively.

E. F. Theyskens, vice-president of the International Planters' Corporation, has returned to New York, after spending several months in Europe.

—

W. T. Pomeroy, of Rock County, Wis., has planted a considerable field of tobacco for seed culture, in addition to his regular crop for the tobacco market.

—

A. Jaques, the free-lance cigar salesman for John W. Merriam & Co., is going to rusticate the greater part of the time between now and the latter part of August.

—

Dry Dock Cigar Stores, of 166 Dwight street, Brooklyn, N. Y., recently incorporated with $10,000 capital stock. Incorporators are: M. Singer, M. H. Rechell and M. A. Rosenthal.

—

The new Conewago Cigar Box Company is getting its factory into shape to commence work at McSherrystown, Pa. All of the equipment has arrived and a supply of lumber is ready to start.

—

Exports of cigarettes in May amounted to 1,323,198,000, an increase of 139,573,000 compared with the corresponding month in 1919, and of cigars and cheroots 13,362,000, an increase of 7,755,000.

—

Abbott Goldberg, of 3132 West 16th street, Chicago, a traveling salesman, calling on cigar stores and the drug and grocery trades in Illinois and Iowa, desires to handle a line of cigars on a commission basis.

—

Philip Frieder, of S. Frieder & Son, of Cincinnati, has returnd to his home city after spending several months in the Philippines. He reports that the Manila manufacturers are producing a better grade of cigars than ever.

Samuel Seldomridge, for the past two years superintendent of a New Orleans cigar factory,

MISS DETROIT 8c. CIGAR
BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company
Detroit, Michigan

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
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The Greatest Success of 1919 Tobacco Export Boom

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and
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VARENA

Cigarettes

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(Old Holland House) NEW YORK CITY

Telephone Madison Square 9232

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.

127 W. 25th St., New York

is contemplating opening, about August 1, a cigar factory of his own in Newburgh, N. Y. He is at present visiting his parents in Ephrata, Pa.

—

The leaf tobacco house of William Quanjer, Inc., of 136 Water street, New York, has sold a large portion of the 1918 Sumatra, which it previously offered at a reasonable price. The house still has some of this decidedly desirable stock, which is again offered to the trade, while it lasts.

—

Fred Newman, Ernest & Carl Gach, of the firm of Newman & Gach, of Chicago, are in New York this week. Ernest Gach just returned from attending the inscriptions in Holland. They left here on Monday to visit Connecticut.

—

Lightning hit a three story building at 710 Van Duzen street, Stapleton, Staten Island, New York, occupied as a factory by the Diamond Leaf Tobacco Company. The fire that resulted was checked after doing damage estimated at $10,000.

—

The Ruy Suarez Cigar Manufacturing Company, of New York, operating a factory at No. 114 South Front Street, Quakertown, Pa., has bought the Fire Station on Fourth Street, in the same town, and will take possession between the 1st and 10th of August.

—

William Quanjer, accompanied by Mrs. Quanjer, will leave on August 18, sailing on the *S.S. Ryndam,* for a visit to Europe, combining business with pleasure. He expects to return to the United States in October. During his stay abroad he will visit Belgium and will be in Amsterdam on September 6, when the first samples will be shown for the Sumatra inscriptions to be held on September 10.

E. Rosenwald & Bro., H. Duys & Co., Inc., and L. Schmid & Co. bought all of the available 1919 Java tobacco suitable for the American market, consisting of 5,000 bales. This tobacco is expected here during the month of September. Java wrapped cigars are becoming very popular all over the United States, and it is to be regretted that so little of the 1919 crop was suitable for this market.

—

H. Duys & Co., Inc., have proved themselves to be most enterprising by purchasing over 10,000 bales of Sumatra of the 1918 and 1919 crop this year. Cigar manufacturers who use Sumatra understand the enormous amount of capital together with the expense and trouble the firm has been to to secure this amount for their needs. The tobacco purchased represents all types and gives the manufacturer a splendid stock to select from.

—

An announcement of considerable importance to the cigar manufacturers is made by Joseph Hirsch & Son and Bowring & Co. regarding Manila stripped and booked tobacco. On three ships, the *Dryden, West Eldara* and *Schodack,* are arriving their first shipments of 1918 Manila tobacco. The tobacco is guaranteed to be absolutely sound. Mr. Louis Hirsch, for many years favorably known on Water Street, is the manager of this combination, and his knowledge and experience in the tobacco business gives assurance that the goods are right.

—

The enormous demands on tobacco factories, which are making sales in excess of their maximum output, are compelling these industries to proceed with great extensions notwithstanding the almost prohibitive cost, but care is being taken to build annex buildings on new sites, and not to tear down existing factories, as contractors can give little assurance, in view of delays in receiving material, as to when new buildings can be completed.

The new factories of Larus & Brother and of Liggett & Myers will set new standards of factory construction in Richmond for health, sanitation and ventilation, as well as in convenience of manufacture.—*Richmond (Va.) News-Leader.*

THE HALL OF FAME

George Washington was quite some man in his beruffled day!
He strove against the British until he drove them all away.
Moreover, he was strong for truth; and taught folks how to thrive
By saving for a rainy day to help somebody's drive.
His worthy pattern we ignore in almost every thing,
Yet some reward his noble life just simply had to bring!
His name is now eternal as the everlasting hills;
A brand of coffee named for him from many a spigot spills!
And Rameses, who sphinxed a lot and pyramided, too,
Thus advertising tombstone shops near Niles both White and Blue,
Was also made immortal so no smoker need forget
By having named by his same name a dainty cigarette.
Then Robert Burns, who advertised our friend Tam o' Shanter
(Also the mare on which, when soused, poor Tam was fain to canter),
Is firm upon the pedestal, the whole world smokes! Secure to fame is he.
Both art and nature hold before our all-observant eyes
The everlasting slogan that 'It Pays to Advertise." *Cleveland News, Jr.*

Cigar Business Is Notably Good in Chicago

Clubs and Leading Hotels Sell Impressive Number of Fine Sizes —Irving Studwell an Interested Visitor—E. H. Gato, Jr., Gratified by Hearty Receptions—Jos. Diaz Writes from Europe—Judge & Ryan's New Store Making Good Start—Perry Pipe Co. to Re-organize—Breitungs Featuring Five and Six-Cent Lines—Best & Russell Branch of The General, to Open New Retail Store—Personal Paragraphs Pertaining to Prominent People.

CHICAGO, July 22.—Irving Studwell, cigar department manager of the large New York importers, Park & Tilford, was indeed a welcome visitor. George Becker, the P. & T. representative here, accompanied Manager Studwell on a tour of the trade. He was greatly impressed by the sale of imported cigars in this city, and also by the business that the clubs and leading hotels do on the fine sizes. Mr. Studwell made his headquarters while here with Anderson, Thorson & Co., who are backed by Park & Tilford, and who act as distributers in this market for the many P. & T. brands.

Before leaving here for the West, Edward H. Gato, jr., second vice-president of the E. H. Gato Cigar Co., stated to your correspondent that he was highly pleased with the hearty reception the trade has given him thus far. This is Mr. Gato's first visit to this section of the United States, and he was much impressed at the busy retail stores and the manner in which they are operated; also the high quality of merchandise offered by the cigar dealers. Speaking from a manufacturer's point of view, Mr. Gato said he could not see how cigars could come down, and went so far as to say that they will still advance in price.

The street car strike of the past week put a damper on the retail business for a few days. Collections are very good, and the shortage of Tampa-made cigars is worse than ever, many brands now being all sold out.

Joseph Diaz, head of Calixto, Lopez & Co. and the Preferred Havana Tabacco Co., who went to Europe a few weeks ago, writes Jacob Rosenberg, his representative in this territory, that he is enjoying his trip.

Tony Kleiner, of Lubinsky Bros. and Kleiner, Grand Rapids manufacturers, is calling on the Chicago trade.

Pastoria, pantella size, made by the San Tetino Cigar Co., has advanced from 10 cents to 2 for 25 cents.

Judge & Ryan, who recently opened a wholesale house at Clark street and Lawrence avenue., carry a full line of cigars, cigarettes, tobacco and candy. They sell for cash only and are building up a large trade.

Many Blanc & Co., wholesale cigar dealers, report a shortage of their Shrine brand, which has a large local following. Shrine is made at their factories in Michigan, and comes in several popular sizes.

John Perry, head of the Perry Pipe Co. of Moline, Ill., is here. Mr. Perry states that the Moline plant has been closed and just as soon as he can reorganize his company and bring in additional capital he will move all the machinery to Chicago and again start manufacturing the well-known Perry brand of pipes in this city. The Perry Pipe Co. was originally started in this city, and as the business grew the plant was removed to Moline, as it was backed at that time with Moline capital.

The Lexington Hotel is featuring the Romeo-Garcia brand of mild Havanas packed in cans, which retail at 2 for 25 cents.

Delinquent luxury taxes gathered in by the Chicago office of the Internal Revenue Department during the nationwide drive against back payments have surpassed the collections of any other office, it has been announced by Collector Harry W. Mager. Approximately $500,000 has been collected so far.

Abe Tannebaum, until recently cigar department manager of the James H. Wells drug store, which was sold a few days ago, has bought the retail cigar store of A. E. Zazore at 74 West Harrison street. His opening window display was a large showing of Shrine cigars. Brands featured by Tannebaum are Carmona, Lozano, Cortez, Ben Bey, Portina, Robert Bacon, Portina, Charles the Great, Shrine, Gato, San Alto, Van Dyck, Perfecto Garcia, Sanchez & Haya, Harvester and Robert Burns.

States Express imported cigarettes in the Bon Voyage packing of 50 are now offered by Anderson, Thorson & Co.

Lilienfield Bros., who distribute the Corina clear Havana brand, made by José Escalante & Cia., of Tampa, are now "cleaned out" of every size of this big seller.

Fred Oakes left for Detroit to talk "Bouquet de Gato" to his customers.

Jerry Clancy is back from his vacation, which he spent on a farm at Erie, Ill. While there Jerry did considerable "harvesting."

George Finzelberg, head of the Carmona Cigar Co., makers of the Carmona cigar, left for Detroit on a business trip.

The Hotel Sherman store of Albert Breitung shows a large window display of P. Lorillard Co.'s "Headline" 6 cent cigar, packed in cans and wood. The twelve stores of Breitung now feature New Currency 5 cent cigars, Headline 6 cent cigars and Muriel Infantes 5 cents, all made by Lorillard.

Anderson-Thorson Co. has stocked the Critico, mild Havana brand, in six popular sizes. Critico is made in Philadelphia. This house has sold out its stock of Belrhing clear Havana cigars, made by Corrall, Wodiska & Cia. of Tampa.

The Palmer House has closed up its main entrance on State street and has rented this space to the Palmer House Dress Shop, at a term rental of $300,000 for ten years. The hotel has enlarged the Monroe street entrance, which is now the only doorway to the famous old hostelry.

L. Morris, formerly representing L. Sanchez & Co., of Tampa, who is now offering a line of mild Havana, New York made cigars, called on the trade this week.

Aloph Seckbach, until recently a partner in the San Alto Cigar Co. of Chicago and Lima, Ohio, is in Tampa "looking over the field." Adolph is going to re-enter the cigar manufacturing business if he can make the right connection.

Fred Suss, now a Philadelphia cigar manufacturer, is visiting his Chicago friends, showing his Langdorf line of cigars. Fred has opened some very good accounts here.

Jake Paley, of the Congress Cigar Co., Philadelphia, visited the La Palina jobbers and left for a tour of the Northwest.

The Best & Russell branch of the General Cigar Co., Inc., has rented the store at the northwest corner of Madison and Franklin streets, and will open a retail store in a few days.

Harry Rinaldo, selling the Elm cigar, made in New York by the Central Cigar Manufacturing Co., after visiting his friends here, left for the coast.

H. L. H.

Fifty-two issues of TOBACCO, $2.00.

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OPTIMO CIGARS
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MILD—AROMATIC—SWEET
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It made its Big Hit on Quality.
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A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

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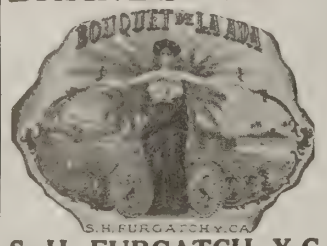

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"Each Cigar In Its Own Humidor"
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SCRIP DIVIDEND EXPLAINED

President Dixon Says Tobacco Products Corp. Is Conserving Cash

James M. Dixon, president of the Tobacco Products Corporation, in commenting on the resumption of the company's quarterly dividend on the common stock payable in two-year scrip on August 16 to stockholders of record August 2, said in part:

"Although the company's finances are on a very satisfactory basis the board deems it advisable, in view of uncertainty of the money market at the present time, to declare this dividend on the common stock in scrip bearing interest at the rate of 8 per cent per annum. The cash resource of the company will thereby be conserved for the purpose of purchasing raw materials to care for the rapidly increasing business of the company. The tobacco markets are now opening."

The Price of Cigars

There is likely to be no labor trouble in Holyoke over advances demanded by the cigarmakers' union. The union demanded $3 a thousand additional, all the work being piecework, and there is no disposition locally to refuse the demands. The cigar manufacturers are mostly concerned as to what additional shall be charged for the cigars at wholesale. Other costs besides that of labor enter into cigar manufacturing, so that the wholesale price locally is likely to be advanced $8 to $10 a thousand to retailers. The Whitcombs in Springfield have already advanced $8 a thousand. This will probably mean that the former old "10 centers," which have been selling locally two for a quarter, will be sold for 15 cents straight and that the old "five centers" will be sold at from 8 to 10 cents. The "penny grab" has disappeared long ago from the market. Even our good old Pennsylvania stogies are likely to sell at three or four cents apiece. While there has been no meeting called by the manufacturers it is likely that either such a meeting will be called or that local manufacturers will come to some agreement as to prices.—*Springfield (Mass.) Republican.*

TO SOLVE RENT PROBLEM

Sales Staff of S. Monday & Sons to Buy and Operate Apartment House Co-operatively

With summer passing and the problem of housing threatening to be more insoluble than ever when fall arrives, much interest attaches to a plan for solving the rent question which has been evolved by the salesmen of S. Monday & Sons, cigar manufacturers, and which is receiving the co-operation and financial assistance of both Joseph and Moe Monday, members of the firm.

The plan originated with Julius Wertheimer, for years a salesman of the Monday firm, and was immediately taken up by others of the sales force, with the entire staff of the company now following it out. Under the plan, the prospective tenants unite for the purchase of an apartment house on the co-operative plan, with a development of that system to make the burden as light as possible.

To secure title to the apartment house, a substantial payment will be made, after which a reasonable monthly rent, much lower than would be paid for a similar apartment under the landlord system, and the mortgage reduced as quickly as possible.

To Have New Home

YOUNGSTOWN, O., July 23.—Remodeling work on the new home for Schagrin & Roseman, wholesale and retail tobacco merchants, 37 N. Phelps St., will be started at once according to an announcement made by Harry Schagrin, member of the firm, recently.

The new home for the tobacco firm, according to Schagrin, was necessitated by increasing business which could not be handled in the present quarters.

Occupancy of the new home, at the southwest corner of Phelps and Commerce streets, and almost directly across from the present location, will take place in the spring.

According to Schagrin the building, a two-story brick structure, will be remodeled inside and out.

The tobacco firms plans to spend between $20,000 and $25,000 in repairs and beautifying the building.

The lease, taken for a long period, was made from the Kurtz estate.

7-20-4 Increases Price

Roger G. Sullivan's popular 7-20-4 has been increased in price, now selling to the trade at $108.

Mi Lola's New Branch Factory

A branch factory is to be established in Stevens Point, Wis., by the Mi Lola Cigar Company of Milwaukee.

The company has secured a lease on quarters in the Bemowski buildings at 108-110 Public Square, in which the factory equipment will be installed, and it is expected that the manufacture of cigars will be started early in August.

Gov. E. L. Philipp is president of the Mi Lola Cigar Company and it was through him that the company became interested in Stevens Point as a location for the branch factory.

John Bull Drops Pipe for Cigarette

LONDON, July 15.—Are cigarettes changing the character of the Englishman?

Gen. Sir Robert Baden-Powell fears they are. The pipe seems to be disappearing in England, he said in a recent speech, and with it "the old pipe puffing Englishman whom nothing could disturb."

"We have acquired a rather southern or Italian spirit," he said, "which is not quite so stable, though it may have more wit and be more clever than the spirit of the old stolid Englishman and it is essential that some of the stolidity should be regained."

Cooperative Societies as Manufacturers

The wholesale purchasing association of German Cooperative Societies is running its own cigar factories at Hamburg, Hockenheim and Frankenberg and its own plug factory at Nordhausen. The three cigar factories produced cigars worth 2,312,600 marks and the plug factory goods worth 720,200 marks last year.

Tessin's Cigarmakers on Strike

The cigarmakers' strike at Chiasso, Canton of Tessin, Switzerland, has spread over the whole of the Canton. The Brissago factories are also affected. The men and women on strike number over 2,000.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.
Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE
The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.
H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

MELACHRINO

"The Cigarette Elect of All Nations"

"The Cigarette Elect of All Nations"
is more than a phrase—
it's a *fact*. That Melachrino
quality appeals to con-
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proved by the vast de-
mand for this excellent
cigarette.

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INCORPORATED
1790 Broadway - New York

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Westerdyk. Arr. July 23.

Consignees:

New York—	Bales
Order	2
Order	1
Order	95
	Cases
R. F. Downing & Co.	1

Per S. S. F. J. Luckenbach. Arrived July 23.

Consignees:

New York—	Cases
Amer. Sumatra Tob. Co.	469
In Transit	
To Canada, order	1

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. J. F. Luckenbach. Arrived July 23.

Consignees:

New York—	Bales
American Exchange Nat'l Bank.	139
Irving National Bank	8
American Sumatra Tob. Co.	193
	Cases
Order (samples)	1
American Exchange Nat'l Bank..	1

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Emdyke. Arrived July 23.

Consignees:

New York—	Bales
Cullmann Bros.	31
American Sumatra Tob. Co.	242

Per S. S. Emdyke. Arrived July 23.

Consignees:

New York—	Cases
S. Rossin & Sons	8
Order	47
E. Rosenwald & Bro.	689

UNSTEMMED TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Emdyke. Arrived July 23.

Consignees:

New York—	Bales
E. Rosenwald & Bro.	92

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Westerdyk. Arrived July 23.

Consignees:

New York—	Bales
Order	3

TOBACCO FROM HAMBURG, GERMANY.

Per S. S. Manchuria. Arrived July 23.

Consignees:

New York—	Barrels
Tropical Tob. Co.	8

TOBACCO FROM ENGLAND.

Per S. S. Lancastrian. Arr. July 23.

Consignees:

New York	Cases
Tice & Lynch	1

TOBACCO FROM SHANGHAI, CHINA.

Per S. S. Luceric. Arrived July 23.

Consignees:

New York—	Cases
American Church Mission	1

CIGARETTE HOLDERS.

Per S. S. Manchuria from Bremen. Arrived July 23.

	Case
Chatham & Phoenix Nat'l Bank.	1

PIPES.

Per S. S. Lancastrian from London. Arrived July 25.

	Case
L. & A. Orlik, smokers' articles..	1
L. & A. Orlik, pipes	1

TOBACCO FROM CHINA.

Per S. S. Luceric from Shanghai. Arrived July 25.

	Case
Pacific Trading Co.	1

TOBACCO POUCHES.

Per S. S. Aquitania from Liverpool. Arrived July 26.

	Case
Meadows Wye & Co.	1

CIGARETTE PAPER IMPORTS.

For Week Ending July 24.

Consignee and Steamer From	Cases
The Surbrug Co., St. Paul, Havre	4
Donald H. Bain & Co., Port Napier, London	10
American Tob. Co., Farnsworth, Bordeaux	1,200
P. J. Schweitzer, Farnsworth, Bordeaux	165

Classified Advertisements

AGENCY WANTED

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LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. **IF IT'S LEAF TOBACCO WE HAVE IT.** 1917-1918-1919 crops.

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CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

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"Tobacco Day" at Amherst Experiment Station

New England Tobacco Growers' Association Have Meeting—Large Attendance at Massachusetts Agricultural College—Timely Topics Discussed—Notable Addresses by Dr. G. H. Chapman and Prof. E. K. Hibshman—Early Morning Survey of Tobacco Farms.

HARTFORD, August 2.—Last Friday morning the tobacco growers of Connecticut and Massachusetts started early for Amherst, Mass., to attend the "TOBACCO DAY" as arranged by the Massachusetts Agricultural College, where the Massachusetts Agricultural Experiment Station is also located.

The morning was an ideal one on the start and the growers made a circuit of the different tobacco growing towns in the Valley to see how the other fellows' crops looked.

The fields were all showing at their best in the early morning and the tobacco showed that the growers had had a hard time during the past few weeks of rainy weather to keep the crops properly cultivated and hoed out, but by persistent work they had succeeded in having their crops look good, and giving full promise of maintaining the reputation of again producing a fine crop of the celebrated Connecticut varieties of tobaccos.

The tobacco, outside of a few low wet spots, shows to be a very clean one, free from the "mongrel" plants and carrying a good healthy green color and with continued warm weather will make a good sized leaf and yield.

The drive through the broadleaf section between Hartford and Springfield showed some very fine fields already topped and fast filling out the rows with very broad leaves, while the other fields which were set out a little later show every promise of making a heavy crop and of good color.

It was very noticeable that the plants had a remarkable, good green color and was "blocked" out and were setting for good sized tobacco.

Arriving at Amherst, Mass., found a lot of Connecticut and Massachusetts tobacco growers there looking over the beautiful ground surrounding the college buildings.

This week has been Summer Farmers' week at the College, beginning on Monday, the 26th, and continuing each day until Friday which was "TOBACCO DAY" and an invitation was extended to the New England Tobacco Growers' Association to attend.

The college is located with fine surroundings and experimental plots are within easy access.

The growers were invited to Clark Hall and overflowed the capacity of the Hall, there being between 400 and 500 growers present.

The first speaker was Vice-President F. L. Whitmore, of the Association who took as his subject, "Problems of the Tobacco Grower" and told of his experiences in growing tobacco during the past 40 years, and the various experiences that he has had.

President J. B. Stewart, took as his subject, "General Topics," and talked very interestingly and laid special emphasis on the necessity of tobacco growers using cover crops, and told of their values. He gave definite information regarding the value of cover crops for tobacco fields.

The first samples were taken in the spring of 1919, just before plowing. Similar samples were also taken in the fall of 1919, just before freezing, and a third time in the spring of 1920, just before plowing.

The following summary indicates the results:

POUNDS PER ACRE OF ORGANIC MATTER AND PLANT FOOD IN TIMOTHY COVER CROP FROM TOBACCO FIELDS.

	Organic Matter.	Nitrogen.	Phosphoric Acid.	Potash.
Spring, 1919—				
Average 3 fields..	7,020	173	72	168
Spring, 1920—				
Average of 2 fields (Less growth than 1919)	5,876	93	48	124
Fall, 1919	2,075	56	26	46

Dr. Jenkins, Director of the Connecticut Agricultural Experiment Station summarized these results and commented upon them as follows:

1. An even, thick stand of timothy may contain, when plowed under, approximately three tons of organic matter, 100 lbs. of nitrogen, 50 lbs. of phosphoric acid and over 100 lbs. of potash.

2. The plant food thus conserved is available for the crops following without additional expense. A conservative estimate of the value of this plant food is $30 per acre.

3. The organic matter, or humus material, cannot be estimated in cash value, but represents a material addition to the soil, as it is principally derived from the air. A ton of average stable manure contains about 500 lbs. of organic matter in each ton. A timothy cover crop, consequently, is equivalent to about 15 tons of manure insofar as organic matter is concerned.

4. Whether timothy, rye or oats is used for a cover crop, a thick even even stand gives the best results.

5. Analyses taken in the fall show the importance of earl seeding in order to secure the greatest benefit and value from a cover crop.

G. L. Pelissier, General Manager, Connecticut Valley Tobacco Growers,' Incorporated, talked about the methods adopted. He said that their sales had been very satisfactory, and that they had practically sold out their packing at much better prices than had the growers who sold individually.

The talk by G. H. Chapman, Research Physiologist of the Massachusetts Agricultural Experiment Station, on "Curing and Fermentation Troubles" was very instructive and put in a plain and simple manner.

E. K. Hibshman, of the Pennsylvania State College, used as his subject "Relation of Cattle Feeding to the Tobacco Industry."

J. W. Alsop, of Avon, Conn., who was to talk on "Experiences with a combination Tobacco and Dairy Farm," could not be present. However, Mr. Hinckley of Agawam, Mass., told in an interesting way what his experiences were with such a farm.

Relation of Cattle Feeding to the Tobacco Industry

Resumé of Talk by Prof. E. K. Hibshman of Penn. State College, at N. E. Tobacco Growers' Meeting

In one of our largest tobacco districts, which produces more than 64 million pounds annually, the tobacco crop is grown as a part of the farming system and in rotation with other crops. Lancaster County, Pennsylvania, produces the greater portion of the crop in this district. In this farming system the feeding of steers plays a very important part. Any farmer who sells any quantity of hay, corn or straw from his farm is considered a poor farmer.

In this district the Pennsylvania broadleaf tobacco is produced. This is recognized as a cigar filler tobacco and compares favorably with the Connecticut broadleaf, both in type and quality. The Connecticut valley produces about 52½ million pounds of tobacco while Pennsylvania produces over 64 million pounds, most of which is grown in Lancaster County. This one county produces its crop on a rather heavy limestone soil. The farms of the county are rather small in size, averaging less than 70 acres, and are almost 11,000 in number. The farmers of this county feed annually from 60,000 to 75,000 head of steers, and in addition a large number of dairy cattle are produced and kept.

All of these farms follow a definite system of crop rotations. The most common one followed is a four year four crop rotation, as follows: tobacco, wheat, corn and grass. In this rotation the tobacco is grown in the ground which had grown corn the preceding

(*Continued on page 26*)

Important Address at N. E. Tobacco Growers' Meeting

On Curing and Fermentation Troubles of Tobacco and Their Control.

By DR. GEORGE H. CHAPMAN
Massachusetts Agricultural Experiment Station, Amherst, Mass.

Much of the trouble which tobacco growers have experienced during recent years as the result of curing conditions can be avoided. With proper attention to such factors as tightness of the sheds, regulation of the temperature and humidity in the shed, by ventilation and close attention to firing *when necessary;* the use of instruments to determine the humidity and temperature instead of relying on the sense of feel and appearance, etc.., there is no reason why pole sweat and kindred troubles should not be avoided to a great degree.

Shed Burn, Tip Burn or Pole Sweat, and Stem Rot of Tobacco

A decay or rotting of tobacco which occurs during the curing process is known by any one of these names; the specific one depending usually upon the severity of the attack. Mild cases are usually referred to as *tip burn* or *pole burn* and where more of the leaf area is affected, it is generally called *pole sweat.* In more severe cases where the decay develops later after the leaf web is cured and the mid rib or stem is affected, sometimes sufficiently to cause the leaf to drop, it is known as *stem rot.* One name for the trouble would avoid confusion, and as *pole sweat* is the one generally used in this section, it will be adopted in this publication.

Description: In mild cases of *pole sweat* small dark areas, particularly towards the tip of the leaf are noticeable. Sometimes these spots are scattered irregularly over the upper third of the leaf. The tissue in the spots has no elasticity and the texture of the leaf is much injured for wrapper purposes. In more typical cases of *pole sweat* the spots are run together and the whole leaf may be affected. Occasionally also the stem may be rotted and in such cases the molds, because of the greater amount of food and water in the stem, make a more luxuriant growth. The progress of the rot is very rapid under conditions which favor it, only a short time being necessary to render an entire shed of tobacco worthless. Even a slight amount of *pole sweat* is sufficient to reduce the value of the crop very greatly.

Casual Organisms: Unlike some of the other troubles found during curing and fermentation, *pole sweat* cannot be attributed to any single organism and may, in different seasons, be caused by different ones. Even during the same season in different sections, several different organisms have been found to be the cause. It is probably that *almost any species of mold, followed by the invasion of bacteria in some instances, developing on the dead and dying tobacco leaf will cause the trouble if conditions*

(*Continued on page 8*)

Tampa Board of Trade Declares for "Open Shop"

Resolutions Passed by Business Men's Organization—Present Conditions in Cigar Industry Pronounced Deplorable—Manufacturers Commended for Reopening Factories—Workmen Urged to Lay Aside Demand for "Closed Shop"—Every Possible Protection Pledged to Both Sides—All Good Citizens Called Upon to Assist in Preventing Lawlessness—Principles Enunciated by U. S. Chamber of Commerce, as to Industrial Relations, Adopted.

TAMPA, July 28.—Virtually declaring for the "open shop" in the cigar industry in the city of Tampa as the most satisfactory, the board of trade, through its board of governors Monday afternoon adopted a set of resolutions calling upon the cigar workers to settle their differences with the manufacturers upon that basis and return to work, promising the fullest protection to all who do so.

The resolutions were drawn up by a committee of the board of governors, and were presented by D. B. McKay, chairman of that committee, being read by Secretary L. P. Dickie. Following the reading a lengthy discussion took place, several paragraphs of the original draft being objected to on one ground or another by the different members and changes made accordingly. It was recognized that the manufacturers are not at all likely to back down on the subject of the "open shop" and the resolution declares the sentiment of the board of trade to be for the "open shop."

The resolutions were taken paragraph by paragraph for discussion and finally whipped into a shape which seemed satisfactory, the board voting unanimously for their adoption, and that a copy be furnished for publication.

The following is the form finally adopted:

"Whereas, Tampa is one of the largest cigar manufacturing centers in the world, manufacturing in normal times four hundred million cigars per annum; and

"Whereas, this represents an approximate income to the industry of twenty-five million dollars per annum, of which in excess of the million is spent in wages in this city; and

"Whereas, a deplorable condition now exists whereby the continued existence of this industry is seriously threatened; and

"Whereas, the people of this city have always pledged the manufacturing interests that in any and all events the industry will be protected and they will be allowed to peacefully pursue their business; therefore be it

"Resolved, First, That we recognize the right of the manufacturers, or any other employers, to employ such persons and upon such conditions as to them may seem proper in the successful and proper management and handling of their business, and while we recognize the right of employes to refuse to work if conditions do not suit them, we do not recognize the right of any employe, or organization of employes, to prevent any other person or persons from seeking employment or being employed.

"Second, that we commend the action of the manufacturers in reopening their factories and offering employment to competent workmen on equal terms to all and without discrimination against any workmen on account of his affiliation with any organization.

"Third, we urge the workmen to lay aside all demands for a 'closed shop,' this demand, in our opinion, being impossible, unreasonable and un-American.

"Fourth, we pledge ourselves that we will protect the workingmen and the manufacturers to the fullest extent possible to the end that property and life may be safe, and we further urge upon both manufacturers and workingmen to re-establish and put into operation, through equalization committees or otherwise, some plan by which their mutual agreements are kept and enforced.

"Fifth, we call upon all good citizens, either business men, professional men, merchants, manufacturers or workmen, to aid and assist in preventing intimidation, threats, boycotts or acts of lawlessness.

"Be it further resolved, That a copy of these resolutions be furnished to the press.

"Passed this, the 26th day of July, 1920, by the board of governors of the Tampa Board of Trade, in regular meeting assembled.

"A. W. PERKINS, Vice-president.
"Attest, L. P. DICKIE, Secretary."

Declaration of Principles

The platform setting forth twelve principles of industrial relations, promulgated by the Chamber of Commerce of the United States of America, and which was adopted by the Tampa Board of Trade, without waiting for the result of the National body's referendum vote, is as follows:

The Employment Relation

"1. Every person possesses the right to engage in any lawful business or occupation and to enter, individually or collectively into any lawful contract of employment; either as employer or employe. These rights are subject to limitation only through a valid exercise of public authority.

The Open Shop

"2. The right of open shop operation, that is, the right of employer and employe to enter into and determine the conditions of employment relations with each other, is an essential part of the individual right of contract possessed by each of the parties.

Right of Association

"3. All men possess the equal right to associate voluntarily for the accomplishment of lawful purposes by lawful means. The association of men, whether of employers, employes or others, for collective action or dealing, confers no authority over, and must not deny any right of those who do not desire to act or deal with them.

Responsibility of Combinations

"4. The public welfare, the protection of the individual, and sound employment relations require that associations or combinations of employers or employes, or both, must equally be subject to the authority of the state and legally responsible to others for their conduct and that of their agents.

Obligations to Secure Production

"5. To develop with due regard for the health, safety and well being of the individual, the required output of industry is the common social obligation of all engaged therein. The restriction of productve effort or of output by either employer or employe for the purpose of creating an artificial scarcity of the product or of labor is an injury to society.

Wages and Management

"6. The wage of labor must come out of the product of industry and must be earned and measured by its contribution thereto. In order that the worker, in his own and the general interest, may develop his full productive capacity, and may thereby earn at least a wage sufficient to sustain him upon a proper standard of living, it is the duty of management to co-operate with him to secure continuous employment suited to his abilities, to furnish incentive and opportunty for improvement, to provide proper safeguards for his health and safety and to encourage him in all practicable and reasonable ways to increase the value of his productive effort.

Hours of Labor

"7. The number of hours in the work day or week in which the maximum output, consistent with the health and well being of the individual, can be maintained in a given industry should be ascertaned by careful study and never should be exceeded except in case of emergency, and one day of rest in seven, or its equivalent, should be provided. The reduction in working hours below such economic limit, in order to secure greater leisure for the individual, should be made only wth full understanding and acceptance of the fact that it involves a commensurate loss in the earning power of the workers, a limitation and a shortage of the output of the industry, and an increase in the cost of the product, with all the necessary effect of these things upon the interests of the community and the nation.

Adjustment of Private Employment Relations

"8. Adequate means satisfactory both to the employer and his employes, and voluntarily agreed to by them, should be provided for the discussion and adjustment of employment relations and the just and prompt settlement of all disputes that arise in the course of industrial operation.

Dealing Through Representatives

"9. When, in the establishment or adjustment of employment relations, the employer and his employes do not deal individually, but by mutual consent such dealing is conducted by either party through representatives, it is proper for the other party to ask that these representatives shall not be chosen or controlled by, or in such dealing in any degree represent, any outside group of interest in the questions at issue.

Community of Interest

"10. The greatest measure of reward and well being for both employer and employe and the full social value of their service must be sought in the successful conduct and full development in which they are associated. Intelligent and practical co-operation based upon a mutual recognition of this community of interest constitutes the true basis of sound industrial relations.

Government Employment

"11. The state is sovereign and can not tolerate a divided allegiance on the part of its servants. While the right of government employes—national, state or municipal—to be heard and to secure consideration and just treatment must be amply safeguarded the community welfare demands that no combination to prevent or impair the operation of government or of any government function shall be permitted.

Public Service Employment

"12. In public service activities the public interest and well being must be the paramount and controlling consideration. The power of regulation and protection exercised by the state over the corporation should properly extend to the employes in so far as may be necessary to assure the adequate, continuous and unimpaired operation of public utility service."

Adopted in full, this, the 26th day of July, 1920, by the board of governors of the Tampa Board of Trade, in regular meeting assembled.

A. W. PERKINS, Vice-President.
Attest: L. P. DICKIE, Secretary.

Tampa Rotary Club Acts Anent Strike Situation

Resolves to Protect Those Desiring to Work—Conditions in Cigar Industry Admittedly Bad—"Open Shop" Idea Regarded as Solution of Troubles—Intimidation Opposed—Union and Non-union Workers Entitled to Identical Treatment—No Objection to Unions Nor Collective Bargaining.

TAMPA, July 28.—Resolutions, pledging the assistance of the Rotary club in preventing the use of force or intimidation against cigar workers who desire to resume their places in the factories on an "open shop" basis, were adopted by the club at its noon luncheon Tuesday. The resolutions adopted by the board of trade were first offered for consideration by the club by D. B. McKay. Dr. L. A. Bize offered a substitute, dealing more directly with the matter of intimidation and force. The substitute was amended and adopted by acclamation. It pledges the club to direct action if needed.

The resolutions adopted by the board of trade Monday afternoon were offered the club by D. B. McKay, who in a brief speech said the conditions in the cigar industry were bad and that it had reached the point where it was up to every man who believed in his home city and in the protection of life and property to stand up and be counted.

Albert Thornton, who had not seen the resolutions, but when they were read, then expressed his opinion of them as fair, just and reasonable and moved that the club endorse them. C. E. Ball seconded the motion.

J. A. Turner pointed out that the "open shop" idea is probably the solution of the city's troubles in the cigar industry but said it would be unwise to adopt so important a matter perfunctorily, urging that every man should be prepared to fight for the cause of the resolutions if it came to that point. He was strongly for the idea.

Dr. L. A. Bize said he was informed the manufacturers could put 2,000 to 3,000 men at work if it were not for the intimidation practised on them and expressed his belief that an end should be put to this.

"If intimidation is practised on the men who are willing to work, then I believe it is time for us to let the men who are doing this know we are ready to meet intimidation with firm resistance, said he.

He offered another set of resolutions in which the idea of offering protection to the men who wish to work is, perhaps, more clearly brought out than in the board of trade resolutions. They were received with great interest. It was suggested by K. I. McKay that there should be protection not alone for American citizens but to all who wish to work, an expression having been used which might be construed to mean protection for American citizens only, and the resolutions were changed to incorporate this point. They were then passed unanimously. They follow:

The Rotary Resolution

Whereas, certain cigar factories in Tampa and West Tampa have been reopened by their owners after a strike of months' duration, and the former employes of these factories are now offered work at wages and under conditions satisfactory to many of them; and

Whereas, large numbers of these former employes, willing and anxious to return to work, are deterred therefrom by a system of intimidation inaugurated and practised by others who have threatened bodily harm and insult as a penalty for so returning; and

Whereas, it is the inalienable right of every person to engage in any lawful occupation under conditions satisfactory to himself alone, in which right he is guaranteed from molestation and intimidation by law, common justice, and our most sacred American principles; therefore, be it

Resolved, first, that we, the Rotary club of Tampa, do hereby declare that any and all attempts to restrain the aforesaid cigarmakers from returning to their accustomed work, by insults, threats and intimidation, are made in violation of law, and of American ideals, and common regard for the rights and liberty of our people;

Second, that we call upon the constituted authorities and pledge ourselves as citizens to guarantee full protection to all citizens of Tampa, in the present emergency, and to deal out true and genuine American justice to those who may be found guilty of the unlawful and cowardly practises herein before mentioned;

Third, that nothing herein contained shall be construed as denying the right of any person to belong to a union, to believe in and practise collective bar-

gaining, or to refrain from work under conditions not satisfactory to him or her; the sense of this resolution being that union and non-union workers are entitled to identical treatment and that the attempts of one to intimidate and coerce another transgresses law, order, and those fundamental ideals upon which our government is reared;

Fourth, that we commend the action of the manufacturers in re-opening their factories and offering employment to competent workmen on equal terms to all, and without discrimination against any workman on account of his affiliation with any organization.

Be it further resolved, that a copy of these resolutions be furnished to the press.

Passed this 27th day of July, 1920, by the Rotary club of Tampa, in its regular meeting assembled.

U.S. Chamber of Commerce Approves "Open Shop"

Adopts Platform Regarding Industrial Relations—Referendum by an Overwhelming Vote Declares for Making Labor Organizations Legally Responsible.

WASHINGTON, July 30.—By an overwhelming referendum vote, the membership of the Chamber of Commerce of the United States has adopted a platform on industrial relations, which among other things declares for the right of "open shop" operation of the industry and for making labor organizations the same as organizations of employers, legally responsible "to others for their conduct and that of their agents."

Answering two allied propositions submitted at the same time, the members took a position that strikes in public utility operation should be forbidden by law, and that tribunals should be set up with power to fix wages and working conditions for employees of utilities. The results of both votes were made public to-day by the chamber.

The industrial relations platform, which was submitted to the referendum of the constituent bodies of the chamber in twelve sections, upon each of which a separate vote was cast, was drawn up after the close of President Wilson's first industrial conference last fall by a committee of which William Butterworth, president of Deere & Co., Moline, Ill., was chairman.

Leading provisions of this platform include declarations that limitations of commodity output by either employer or employee, when done to create an artificial scarcity, constitutes an injury to society; that an "adequate means" should be provided for adjustment of industrial relations and disputes; that employer and employe have a mutual interest in the "successful conduct and full development of their particular industrial establishment," recognition of which and co-operation upon which constitutes the true basis of sound industrial relations"; that municipal, State or National Government employees have the right to be heard as to their occupation and its requirements, but no right to enter "combination to prevent or impair the operation of government," and that "all men possess the equal right to associate voluntarily for the accomplishment of lawful purposes by lawful means."

Most of the separate platform propositions were accepted by votes of nearly 1,700 in favor to two or three against. The highest negative vote was cast against a section which said that after collective bargaining had been established and employers and employees dealt through representatives in any plant it would be considered proper by either party to ask that "these representatives shall not be chosen by or controlled by any outside group of interests." Against this 54 votes were cast.

TO FIGHT "OPEN SHOP"

Chicago Labor to War on U. S. Chamber of Commerce

CHICAGO, August 1.—The Chicago Federation of Labor today authorized its President, John Fitzpatrick to appoint a committee of fifteen for the announced purpose of "actively going to battle with the United States Chamber of Commerce on the "closed shop proposition" and to devise means of preventing open shops.

Union's Advisory Board Denies Intimidation

Protection Proffered by Tampa Board of Trade Called "Absolutely Unnecessary" — Cigarmakers "Advised to Stay Away from Factories"—Surprised at Being Urged to Return to Work Under Existing Conditions—Disclaim Picketing.

TAMPA, July 29.—Denying that there has been any intimidation of workers who desired to accept the offer of the manufacturers for work under "open shop" conditions, the Joint Advisory Board of the cigarmakers' unions here issued a statement last night saying that "protection they (the board of trade) offer anybody who is willing to work under terms dictated by the manufacturers is absolutely unnecessary, because we have never made any threats against persons," but "we have advised our members to avoid all kinds of trouble and to stay away from the factories."

The joint advisory board also comes forward with a statement that it asked the aid of the board of trade and the mayor several months ago to prevent alleged discrimination by the manufacturers against 250 members of the unions, who were dismissed, it is charged, purely because of their union activities.

The board's statement, in part, follows:

"We never expected that the board of trade could be on our side, but it has surprised us to see that they urge the workers of the cigar industry of this city to return to work, overlooking the fact that the Cigar Manufacturers' Association of Tampa has announced a reduction in the scale of wages and an increase in the hours of labor of the workers in the cigar making industry.

"It has proved to be a surprise for us, too, this move of the board of trade, because before the strike was called and at the time when 250 of our members were blacklisted and were unable to get employment at any cigar factory of this city, we called on the mayor of the city and the president of the board of trade, laying before them our case and requesting their aid. They were unable to accomplish anything and our members kept on walking the streets and their families subjects of charity. At that time we did not see any resolutions adopted by the board of trade, though the manufacturers were acting against all human and political laws.

"And the citzens of Tampa must bear in mind that if anything had been done at that time the strike could have been avoided.

"The protection they offer to anybody who is willing to work under the terms dictated by the manufacturers, is absolutely unnecessary, because we have never made any threats against those persons; neither have we placed pickets at the factories. What we have done is to always advise our members to avoid all kinds of trouble and to stay away from the factories. We were and are satisfied that except for a few tools of the manufacturers nobody would go to work."

Stripped and Booked

TROPICAL FILLERS

In or Out of Bond

Our supply of raw material guarantees the purchaser as to the stability of present prices.

There will be no increase in price for the coming year and the manufacturer is able to calculate his costs accordingly.

A trial of our fillers, stripped and booked, will convince you of the merits of this Tropical product.

Tropical Tobacco Company

161 Front Street

New York

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TOBACCO
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Remittances may be made by New York draft, postal or express money order, or cash in registered letter.

Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, AUGUST 5, 1920

SALESMANSHIP

A real salesman is one who presents his selling reasons so that a prospective purchaser will see that it is all in his interest.

A real salesman will not sell anything but that which is to the interest of the purchaser; for otherwise his work will not endure, says *Smoke,* with which we are in full accord. There are too many good things to be sold for men to waste their time and effort in unloading that which people neither need nor want.

Mention anything about advertising to the average literary man and he will at once picture someone having his portrait painted on a billboard, or filling up newspaper space with eye-catcher puzzle pictures of such phrases as "Read This!" "Call and Be Convinced!" "We Aim to Please!" or "Best by Test!" All of which is mere publicity; a waste of money, and bears no relation to real advertising. Real advertising is education. Real advertising does just what the personal salesman does. It is a presentation of the merit of the thing or service for sale.

The general principles of salesmanship and advertising should be and will be one day made a part of the public high school course; for, everybody has something for sale.

The general principles of salesmanship and advertising will teach a coming generation their real relation to each other, which constitutes a very large part of real education. They would teach the coming generation just what the real men who move the world are up against—and then, maybe, the next generation of real men wouldn't be up against so much.

A sales manager out of one of these industrial concerns could, within a half hour's talk, give a school assembly room full of young men and women more information of a marketable value than they could learn by a formal commercial course in a year.

Everybody has something to sell, and it doesn't make any difference what a young man or woman pursues in life, a knowledge of the principles of the sale of what they use will be of real value.

Industry and commerce are simply supplying one another's wants or needs, and it does not consist in getting all you can and giving as little as possible in return, which is dishonest, because it is unscientific, and unscientific because it is dishonest. The scientific way to *get more* is to *give more.* Yes, and the real way to bring about some commercial reforms is to begin teaching them in the public schools; for many of the men who control industry and commerce today, are hopelessly ignorant of their real relation to the world, and our only hope for complete reform is in the men of tomorrow.

In these big businesses there are many very simple and useful principles locked away from the world at large. They are very common knowledge to those of us who are around them every day. A knowledge of the specific facts which surround sales and selling conditions would teach people that the business methods of this country have been no better than themselves; that they must improve themselves; that reforms, like charity, should begin at home.

GREAT POET LOVED TOBACCO

Tennyson's passion for a "long pipe" is well known. The story that he never smoked the same pipe twice can be dismissed, for, like all smokers, he detested new pipes. He entertained the liveliest hatred of Florence because he could not get any decent tobacco there, and on this account promptly returned home. His devotion to the fragrant weed can only be described as intense. Carlyle, describing Tennyson, said: "Smokes infinite tobacco." His devotion to the herb became so intense that literally he could not exist without it. On one occasion, at a soiree of the Royal society, he declared he must have a pipe. A friend said he should smoke up the chimney of the library or on the roof. Tennyson chose the latter, and with his body thrust halfway through the skylight puffed away in peace, descending in a quarter of an hour greatly refreshed. Wherever he went he must be allowed to smoke. Accepting an invitation to visit Gladstone in 1876, he wrote: "As you are good enough to say you will manage anything rather than lose my visit, will you manage that I can have a pipe in my room whenever I like?"

AS TO CIGARS

Don't forget that success in the cigar business depends upon the quality of the goods the dealer offers, says a writer in the *Spatula.* There are more good judges of tobaccos amongst smokers than there are among dealers. It has often been said that the average man smokes with his eyes; this is undoubtedly true, but it does not contradict the claim that the consumer is a connoisseur. The smoker may judge by appearance as well as his palate, but it is all quality just the same, and the smoker will not continue to use a cigar merely because it looks good. He may try it once or twice on appearance, but if it has not the taste and burn, and the general character which concurs with his views of what a cigar should be, he will not stick to the brand. It is easy enough to go into the cigar business, but if you are going to stay in it, you must stick to the quality proposition; this is imperative. Let the slogan of every druggist be—Good cigars, well selected, well kept, Courtesy, Service—the smokers will flock to his store as bees around a hive, with the result that two blades of grass will grow where only one grows now.

TOBACCO

"Go where you will, from pole to pole, in the jungle and the desert, on the solid land or on the seven seas, where the solitary herdsman guards his flock, or the silent soldier keeps watch and ward, in the palace of the prince or the cabin of the peasant, in the chamber of the scholar or the shelter of the savage, in the populous city or on the lonely plain, in the icy desolation of the Arctic waste, or the hush and beauty of the palm-clad isle, in the twilight of the Christian cathedral or the shadow of the pagan temple, in the miner's pit or the prisoner's pen—anywhere, everywhere under the sun and stars wherever mortal man sets his foot, the incense of tobacco rises to perfume the air and the fragrant essence of nicotine brings calm and peace to the nerve and brain, the heart and soul of humanity. It is a blessing in a weary, wicked world."

WHY MONEY IS SCARCE

Overproduction is the well known cause of falling prices; but in this year 1920, especially in May and June, we witnessed a decline in commodity and goods prices brought on by underproduction.

It has come about that the less the laborer does, the more pay he gets for it, and that the less the farmer and manufacturer produce, the higher are the prices they get for their output.

Both producers and their employees discovered many months ago that the less they did the more they made. Correspondingly, the efficiency of both labor and capital diminished, and prices went sky-rocketing. The rule of capital was to raise prices enough to cover advances in wages, and fully maintain the margin of profit; the rule of labor was to obtain frequent advances; and the rule of the various governmental and semi-official labor and arbitration boards was to make the wage increases retroactive. The men could well afford to strike often when they were paid to do so and the sensible employer took the matter of fact position that it was easier to raise prices to the unresisting public than to fight aggressive labor unions with powerful political backing.

It became a daily occurrence, therefore, for prices to break the altitude records. But the higher prices went, the more money every firm and corporation had to borrow to carry its supplies and pay its wages. Bank loans necessarily had to expand with prices, and since there was no top to prices so long as producers and merchants could borrow, there was no limit to the loan inflation.

The shortage of funds in the hands of the people, funds with which to pay the excessive prices, may best be seen by observing the approximate income and expenditure of the whole people. Some of the items are estimated as follows:

Present annual wages and salaries	$51,937,200,000
Aggregate corporation dividends and interest	3,212,700,000
Interest income of private lenders	1,070,900,000
Total income of American people	$56,220,800,000
Cost of living at pre-war standard	44,956,800,000
Balance	$11,264,000,000

This balance over and above the estimated cost of living at the pre-war standard looks at first to be very liberal indeed; but the following items have to be paid out of it or charged against it:

Approximate 1920 war taxes	$5,000,000,000
Increaes in consumption of luxuries (estimated)	5,000,000,000
Personal savings at pre-war rate of 9%	5,059,800,000
Total	$15,059,800,000

Just at the time when merchants and producers were forced to hasten the sale of their products because they could not borrow more money at the banks, the spending money in the hands of the people ran short. According to estimates, the shortage was at the rate of about $4,000,000,000 per annum or $333,000,000 per month. Hence it required extra persuasion to sell goods; and there was nothing to do but cut prices. The question of overproduction or under-production was immaterial, for our business concerns as a whole had to have funds to meet pressing obligations, and could not get these funds except by hastening sales.—Paul Clay in *Forbes Magazine.*

First in its Field

The Standard Commercial Tobacco Company imports more than 40% of all the Turkish Tobacco brought into the United States.

We are first in the field, as shown by the following chart:

Turkish Tobacco

Imported Into the United States, January 1, 1919, to July 1, 1920

	Bales	Per cent. of Total
First in 1919 Standard Commercial Tobacco Co. - - - -	196,387	40.5%
First in 1920 (6 months) Standard Commercial Tobacco Co.	141,502	43.7%
The remainder is divided among 75 other dealers.		

As the world's largest dealers in Turkish tobacco, we handle over 2½ times the amount of the next largest importer. In addition we are growers and dealers of Turkish and American Leaf throughout the tobacco-producing world.

In a series of announcements the Standard Commercial Tobacco Company will describe its operations and explain its services, showing:

Our position in the field
The extent of our operations
Our growing and buying facilities
The picking, selecting and packing of the Turkish Leaf
Warehousing and shipping the bales
Distributing the tobaccos to manufacturers in Europe and America.

While we are describing the processes from the source of supply to the tobacco manufacturers' doors, we hope to make clear that the great volume of the Standard Commercial's business means great economy of operation—an economy that we pass on to our customers.

Even the larger manufacturers cannot import their own Turkish Tobacco as economically as they can buy from the Standard Commercial.

The Standard Commercial Tobacco Company, Inc.

Importers and Exporters of Leaf Tobacco

Home Office

Equitable Building, 120 Broadway, New York City

IMPORTANT ADDRESS

(*Continued from page 3*)

of temperature and humidity are favorable to their development.

The problem of control then becomes one of holding the tobacco in such condition that none of the causal organisms (in this case molds) can develop, although almost all of them are widely distributed in nature. Every grower should know that it is only during periods when there is a normal or relatively high air temperature and an accompanying high relative humidity that this trouble can develop, even though the causal organisms may be present. It should be kept in mind that the spores of the causal organisms are probably always present either in the shed or on the tobacco brought into it and that this disease can be controlled only if proper precautions are taken to keep the temperature and humidity in the shed at such a point as will prevent their *rapid* development

Control Measures: It can be seen then that any attempt to control *pole sweat* by eradication of the molds that cause it would be futile. The only feasible method is to regulate the curing conditions so that the molds will not become active. It is a matter very closely associated with methods of good curing.

During normal seasons the natural cure of tobacco goes on with a fair degree of success, although even at such times the quality of the cured crop could be improved with more careful attention to the regulation of temperature and humidity. It is in moist, warm weather lasting for twenty-four hours or more, that the grower, if he would avoid *pole sweat,* should be particularly careful in the regulation of the temperature and humidity in the shed.

There is little if any danger of *pole sweat* until after tobacco has wilted and begun to yellow. It is only after the leaf cells have started to die, in the so-called "second stage" of curing when the leaf is losing water rapidly, that there is much danger. After the leaf has come to color and its water content has been greatly reduced—that is, towards the end of the cure—there is also little or no opportunity for *pole sweat* to develop.

It has been found that the organisms producing the disease do not develop to any great extent where the temperature is below 60 F., nor will they develop greatly at temperatures above 95 F. and, what is more important, they do not develop when the relative humidity is less than 85%. (By relative humidity is meant the ratio of the amount of water vapor in the air at any one time to the amount which can exist in the air at that particular temperature which is saturation or 100%).

From this it is clear that the regulation of humidity is the prime factor in the control of disease. Of course, when the temperature of the air in the shed is raised, the relative humidity is automatically lowered. For every increase in temperature of fifteen to eighteen degrees, the capacity of the air for holding water vapor is practically doubled.

Since it is impossible to cure tobacco below the minimum temperatures of development of the causal molds, firing must be resorted to when the relative humidity is so high (85% or above) as to make it advisable to reduce it quickly. It is only necessary to raise the temperature in the shed from 10 to 15 above that of the outside air to reduce the humidity sufficiently to prevent all pole sweat, even in extreme weather. Of course, there must be enough top and bottom ventilation to allow the warm air, carrying a large amount of water, to pass out at the top, and be replaced by the cooler heavier air from outside. At the same time, there must be good air circulation around and through the different tiers so that the air in the shed may be uniformly heated. The temperature at the bottom tier should not be taken as a guide to the temperature of the entire shed, but it should be taken at several points, above and below.

If there is insufficient ventilation, or the firing is inadequate to heat all of the air in the shed, or it is applied for too short a time, the humidity is but slightly reduced and conditions in the shed become even more favorable to polesweat, for, under such conditions, there is a tendency for the air, laden with water vapor, to deposit the water when it comes in contact with the colder stagnant air in the upper part of the shed. Under such conditions polesweat may be looked for in the third tier of the shed. As a rule, however, if the tobacco, whether stalk cured or picked leaves, is hung far enough apart there will be little danger resulting from improper circulation after the tobacco has wilted, provided, of course that there is proper ventilation.

The only method of firing in common use is by charcoal fires. These should be small and well tended rather than large and left to take care of themselves. It is best to have small fires under every bent or at least every two bents during periods of danger, for with the small fires there is much less danger of damaging the tobacco hanging directly over them. Charcoal is the only fuel that can be successfully used with open fires; coke is unsatisfactory and wood is too smoky.

Some growers place a sheet of metal above the fire to spread the heat so that tobacco over the fire may not be over dried.

It is impossible to state the length of time firing should be carried on, since this depends entirely upon the length of time weather conditions favorable to *pole sweat* continue.

There is danger of overfiring, especially when the tobacco is in the "sponge" state, i.e., just as the cells are beginning to die, for at this stage the tobacco will be scalded by excessively hot, moist air. Under no circumstances should the tobacco be allowed to dry out during the firing to the extent that it becomes brittle or crumbly to the touch. If this happens, the curing will stop after the firing, or at least will yield a less desirable product.

While it is possible for a grower to determine very closely when weather conditions are conducive to *pole sweat,* it often happens that his judgment is wrong, and for this reason it is much safer for him to have a hygrometer to aid in determining the relative humidity during the curing season. From time to time these instruments should be standardized, but this is not a difficult operation.

Unfortunately many sheds, particularly the older ones, do not have enough roof ventilation to operate well during extremes of temperature and humidity, and to insure good air circulation. Many also are not tight enough for successful firing or, at times when actual firing is unnecessary, to exclude either dry or moist air as much as would be desirable. There should in all cases be ample roof and bottom ventilators constructed so as to be easily under the control of the grower.

During curing and particularly during periods when artificial heat is applied it should be borne in mind that the day temperature, even in muggy or wet weather, is usually higher than that at night and that the humidity is as a rule higher during the night. Ventilation should be governed accordingly and it is at this point that the tightness of the sheds plays an important part. At night the fires should be even more carefully tended than during the day.

Canker or Black Rot

Description — *Canker,* sometimes known as *black rot,* is found in the bundle, or in the cases during fermentation usually on tobacco subjected to either the "natural" or "forced" sweat. It is only occasionally found in bulk fermentation. If not discovered in the bundle or if it has not developed there, it usually becomes evident only when the cases are opened after fermentation.

The rot is easily recognized both in the bundle and the case as the affected portions of the leaves turn dark, almost black, and the least handling of the leaf will cause the rotted portions to fall away. There is also a peculiar odor which is characteristic of the cankered tobacco.

Sometimes the damage is very slight and only a few spots will be noticed, but occasionally the tobacco in a case will be entirely rotted except for a little around the outside. When found in the bundle, the rot is rather moist, but cannot be classified as a wet rot. When found in the case the moist feature is less prominent, and it is a typical dry rot.

The fungus causing *canker* is found more abundantly in warehouses in which cankered tobacco has been sorted and, owing to the presence of spores of the fungus, the infection of normal tobacco may be brought about, particularly if tobacco is in the "high case" when packed. While much infection probably takes place in the warehouse, in this section the fungus is often found in the bundle before the tobacco leaves the grower, in which case the infection comes either from the fungus being in the shed or in the soil, and, consequently, is on the leaves when cured. Cleanliness is a great factor in preventing infection.

Control—It has been observed that most of the *canker* is found on tobacco with a high per cent of moisture content. As it is necessary for the tobacco to heat during fermentation up to and above the temperature favorable for the development of canker, and as the tobacco will naturally heat up in any case if it has a sufficiently high water content, the logical method of control is to regulate the water content and to reduce it to the lowest possible point consistent with proper handling. With this accomplished, almost any desired fermentation temperature may be used. Dr. Johnson in Wisconsin found that at the temperature most favorable for *canker* development (90-98° F.) no *canker* developed in tobacco with a moisture (water) content of from 26-32 per cent., while in tobacco with a moisture content of from 33-40 per cent. there were heavy infections. Other investigators, working with other types of tobacco, found that *canker* did not develop in tobacco with a moisture content of from 22-25 per cent. With Connecticut and Massachusetts tobaccos of the sun-grown type it has been found that *canker* rarely develops in lots having a moisture content of 24 per cent. or less. With the shade type, *canker* has been known to occur in tobacco having a moisture content of 21 per cent.

In bulk sweating *canker* is seldom found, since the temperatures used generally run up rapidly to a point above 112-120° or more, depending upon the type of tobacco in the bulk. Such high temperatures, arrived at in a short space of time, are detrimental to the fungus, which is killed before it can do much damage, even if the tobacco is packed with a slight excess of moisture. When the bulk is turned and the hands shaken there is an appreciable loss of moisture, and this tends to further reduce the probability of canker.

In any case only enough moisture should be present in the leaf to insure proper handling without damage. Where tobacco is received in a wet condition, but does not show any indication of canker, the bundles should certainly be allowed to dry before being placed in the cases. One lot of tobacco that has a high moisture content is often enough to cause the start of canker when cased and placed in favorable temperatures. The slowness of the rise in temperature of cased tobacco gives the *canker* an opportunity to develop.

The occurrence of *canker* in the bundle is primarily induced by taking the tobacco down in too "high case," or too much at a time, then putting it into the bundle with a high moisture content, tight packing and making the bundles excessively large. A 40-pound bundle is probably about the proper size.

There has been too great a tendency to pack with a maximum of water to gain weight; *canker* is very apt to result, especially in large bundles or in bundles piled several tiers high.

Good judgment will indicate the proper amount of moisture where actual moisture determinations are not made, and for the grower these would, perhaps, be impractical. It is only necessary for the tobacco to handle well. Keep the tobacco as nearly on the dry side as possible and do not make the bundles too large. Store it in well ventilated places and in such a manner as to avoid any great weight of tobacco piled together. Care should also be exercised against taking down too much during a damp.

If the grower delivers sound tobacco, with the proper amount of moisture in it and *canker* subsequently develops during fermentation, the responsibility is the packer's rather than the grower's. Most of the *canker* discovered during the last two years at the time of delivery could have been prevented by close attention to the details of bundling and moisture content. It is, of course, necessary at times to moisten the tobacco when it is too dry to handle well, but some growers are careless as to this, the moisture is unevenly distributed through the leaf and *canker* develops in local areas where there is too much moisture.

Summary

Polesweat, including *stem rot,* which is in reality due to the same cause, although sometimes acting at a later date, are the most important of the diseases encountered during the curing period. In order for these troubles to occur there must be a relative humidity in the shed either by ventilation or by firing. The latter should always be done when warm, rainy or muggy weather continues for any length of time, particularly when the tobacco has yellowed and the browning has commenced. By raising the temperature in the shed 15 degrees the humidity will be reduced approximately one-half and the danger from *pole sweat* averted. When conditions are less unfavorable the firing need not be so intense, and it will be necessary only to reduce the humidity below the danger point.

Canker occurs in the bundle or in the fermentation and is caused by the fungus *Sterigmatocystis nigra,* which is usually present on the leaves of most tobacco. This trouble can develop only in tobacco having a moisture content of 24 per cent. or greater and at temperatures ranging from 60-95° F. Temperatures between these limits are usually found to exist for some little time during the "natural" or "forced" sweat of Havana or broadleaf tobacco, and with an accompanying high moisture content permit of the development of the fungus. Wet lots of tobacco should never be put in the bundle or in the case for fermentation, but should be dried out until the excess of moisture is removed. Tobacco with a moisture content of 24 per cent. will handle very nicely. In fermentation particularly the disease is bad, as it is not usually detected until the case is opened for sampling.

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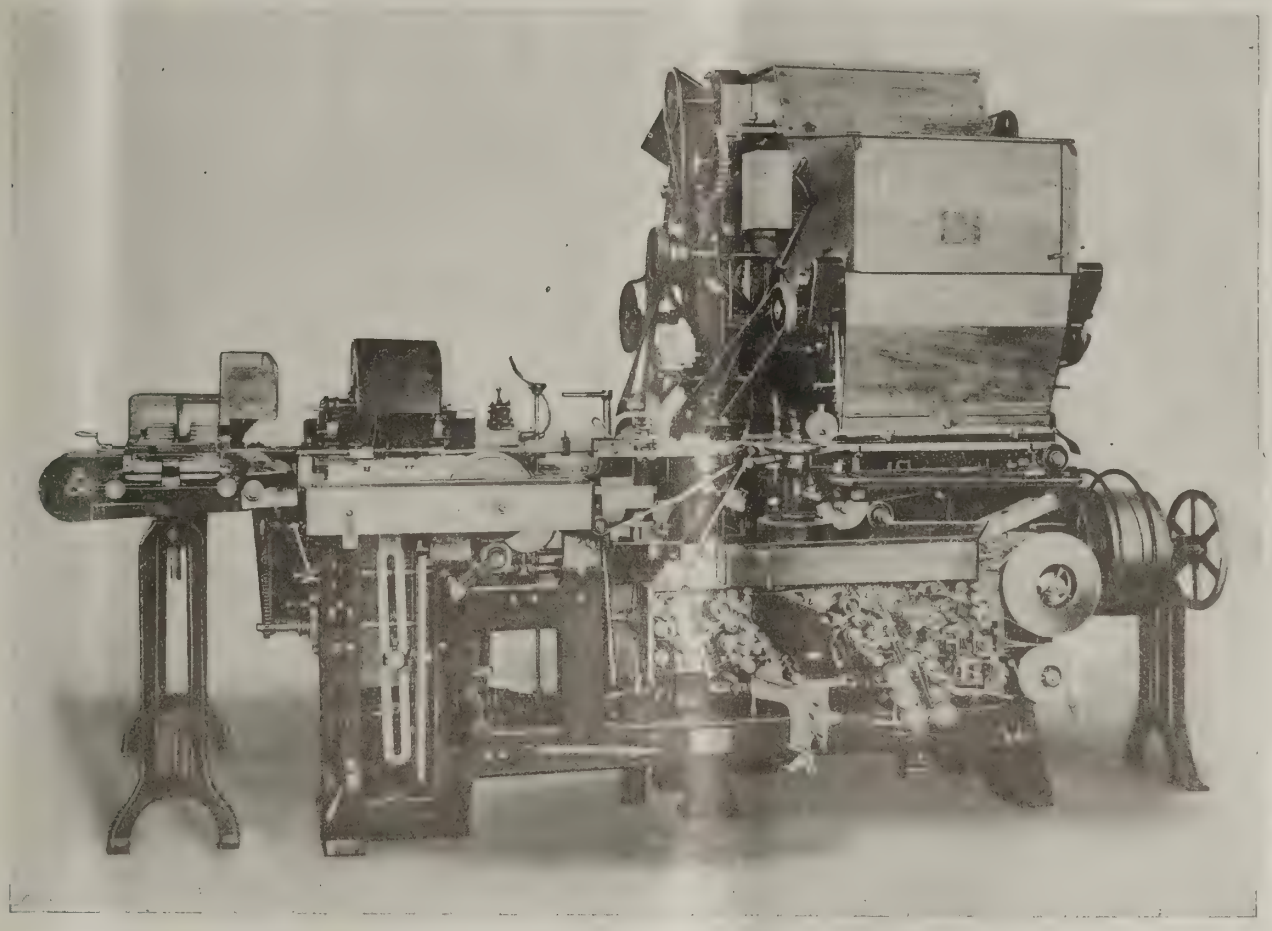

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Georgia Has Three New Redrying Plants

Attesting the Coming Importance of the Tobacco Industry—The "Imperial" at Tifton—The "China American" at Douglas—And the "Cobb-Gwynn" at Fitzgerald—All Substantially Built and Advantageously Located—Associated with the Development of Greater Business.

Coming importance of the tobacco industry in South Georgia is indicated by re-drying plants erected at Tifton, Douglas and Fitzgerald.

The factory site, building and equipment of the plant of the Imperial Tobacco Co., Ltd., at Tifton, represents an investment of more than $300,000. At the Tifton plant, probably, about 12,000,000 pounds of the 1920 crop will be handled. For, after handling all the "Imperial" purchases in Georgia, the Tifton factory, which has a "capacity of 75,000 pounds per ten hour day," will work on tobacco brought from the "Old Belt" and, later in the season, from Kentucky.

From Tifton, railway lines extend like spokes from the hub of a wheel. Excellent transportation facilities make Tifton an ideal location for receiving or forwarding tobacco.

Tobacco packed in Tifton may be readily exported via Brunswick or Savannah.

Though erected in record time, the Imperial plant at Tifton is well built in every particular. To Spooner & Cauthe, of Tifton, the contractors, is given praise for speed and constructive ability. To Joe Vest, the chief mechanic and to J. W. Gallian, the electrical engineer, also may be accorded the credit due for good work finished ahead of time.

From Douglas, Friday, the Tifton plant received its first car load of tobacco. Work has commenced and, by the first of next week, the plant will be ready to operate to capacity. S. B. Lassiter, an experienced and very competent tobacco man, is in charge of "Imperial" operations at Tifton. When working to capacity the Tifton plant will give employment to upwards of 600 people.

Because of railroad delays in the shipment of equipment, the plant of the China American Tobacco & Trading Co. at Douglas, will not be ready to do re-drying for a week or two. But, otherwise, the building is completed. On the upper floor, the company has quite a force employed, assorting and tieing tobacco. The Douglas plan will have a capacity of about 60,000 pounds per day, if two shifts are worked.

Most carefully planned, constructed substantially and well, being up to date in all respects and having every convenience, the re-drying plant of the China American Tobacco & Trading Co., is an enterprise that adds notably to the importance of Douglas. The fact that the China American Tobacco & Trading Co. is a very large buyer and exporter of the better grades of bright tobacco makes it certain that the re-drying plant will be kept busy indeed. Arthur Barber, a young man, yet having especial experience and skill, is superintendent of the plant.

The Cobb-Gwynn Tobacco Co. redrying plant at Fitzgerald was ready, practically, to begin operations this week. Spacious enough to meet present requirements at Fitzgerald, thoroughly modern in all its arrangements, the Cobb-Gwynn plant has a capacity of 50,000 pounds a day, working double shifts. F. J. Strickland, declared to be an unusually good man, is superintendent of the plant.

The Cobb-Gwynn Tobacco Co. is operating actively on Georgia markets, buying extensively for itself and also making purchases for big companies.

The re-drying plant at Fitzgerald was built by the Fitzgerald Development Co., A. J. Day, and the Standard Supply Co. being the principal contractors. It was completed July 20, at the time the market opened. At Fitzgerald, which is a particularly live and progressive city, the re-drying plant is regarded as one of the first steps toward Fitzgerald's future prominence in the tobacco industry. "In a few years" it is predicted, "Fitzgerald will be a famous tobacco market and the sales will bring to farmers millions of dollars, annually.

American Tobacco Co. Sales Double Since 1912.

NEW YORK, July 31 (Associated Press).—Sales of the American Tobacco Company increased approximately 114 per cent during the period of 1912 to 1919, according to report of the company's business for last year, made public to-day.

Sales in 1919 were $146,023,730, compared with $67,950,257 in 1912, an increase of $78,073,473.

With the distribution of a 75 per cent stock dividend in August the total capital, including the funded debt, will have been increased to $161,056,100, an increase of 67 per cent over 1913.

Tobacco Products Corporation Will Not Advance Prices.

James M. Dixon, president of the Tobacco Products Corporation says that the corporation will not increase prices because of the new freight rates granted railroads by the Interstate Commerce Commission.

"It simply means that we will have to pay 20 per cent more freight," he said. "Instead of passing this increase along we will be satisfied with smaller profit.

"It is not so much a matter of rates as it is getting transportation. We have found it necessary to use express and motor trucks and these means are expensive."

A man who is truly wise and who profits by Life's lessons often changes his mind. A fool never does!

Sylvester Bittner Killed by Fall

WASHINGTON, Pa., July 31.—Sylvester Bittner, sixty-two years old, one of the most prominent tobacco farmers in his section, was instantly killed on Thursday afternoon of last week, when he fell from the rafters of a tobacco shed. Mr. Bittner with five assistants was housing what he had called, just a few minutes before, the best tobacco crop he had ever raised.

One shed was filled and the second building was being opened to house addition tobacco. Mr. Bittner crawled to the rafters at the very peak of the roof and in some manner lost his footing. He apparently landed upon his head. An examination revealed that his neck was broken.

Cigar Molds

If anybody has had a monopoly of the cigar mold business in this country, such a monopolist is now booked for a rude awakening.

Monopolist and profiteer are almost, or quite, synonymous terms. Both seek to secure the largest returns for the least expenditures. Both are generally devoid of consideration for the rights of others.

But whether there has been any arrogant monopolist in the cigar mold business or not, certain it is there will not be any of that species in the United States hereafter.

The Standard Cigar Mold Co., of 90 Wall Street, New York, is now prepared to supply cigar molds of all kinds. Standard shapes and sizes, at reasonable prices. Quality and prompt delivery assured.

West Mayfield Market

MAYFIELD, Ky., July 28.—Forty-seven loads of tobacco were sold on the auction market in West Mayfield today at prices showing a slight gain. One load of the weed brought $27.25 per hundred for the leaf and the other prices ranged from $6 to $17 per hundred.

Lugs sold at $2.00. Yesterday's average on the leaf was $11.03, which was a gain over Saturday and Monday. Today's average is expected to show a trifle stronger than yesterday. Buying at the chute will probably continue all Summer, as all of the 1919 crop is not yet sold. Other tobacco houses in the city are receiving the weed in large quantities each day. The tobacco is bought outside of the chute methods.

From Catskill comes the information that Van Slyke & Horton, cigar manufacturers of Albany, N. Y., have made plans for an addition to the storage room of their Catskill factory. The addition will be 25 by 35 feet, two stories, and will enable to firm to employ more people and to carry a month's stock of goods on hand. Van Slyke & Horton have just completed a modern factory on Clinton Avenue, Albany.

Failures and Liabilities

There were 3,352 commercial failures in this country during the six months ended June 30, involving aggregate liabilities of $86,743,876.

CIGARMAKERS GET INCREASE

Committee and Employers Have Most Amicable Meeting—Arrange Satisfactory Scale

The cigarmakers of Manchester, N. H., have been granted a two dollar increase per thousand on hand made cigars, one dollar per thousand on mold cigars and ten cents per thousand increase for packing cigars.

The new wage scale went into operation recently and is the result of a friendly and amicable conference between a committee representing the cigarmakers' union and officials of the cigar manufacturers.

The committee representing the employees included the following members: L. Lyons, chairman; H. Faust, president of the union; E. Nace, M. Spear, R. B. Hayes.

The increases granted are equal to a similar readjustment made in the wage scale of union cigar makers throughout New England and correspond exactly with the new wage scale adopted in Boston.

The increase in wages may cause an advance in the retail price of cigars. In speaking of this phase of the matter, the cigarmakers' committee stated that the increase in wages would be only partially responsible and called attention to the fact that the price of raw materials is the highest in the history of the industry. The employees stated that the wage increase was the result of "the voluntary action of the firm" and that the new scale was accepted by them in "a most friendly and harmonious conference" held with the manufacturers.

The management of the R. G. Sullivan company in speaking of the new increase granted said: "This is in line with the recent increase in wages granted to cigarmakers in Boston last week and with similar increases granted to cigarmakers throughout New England.

"The conference held between a committee representing the cigarmakers and the management was very friendly and of the most amicable nature."

Strippers Given Increase

At the request of the cigar strippers' union the manufacturers of Manchester, N. H., have granted an increase of two dollars per week to day workers and a rate of one-half cent per pound increase to piece workers.

The increase to the strippers follows close on the heels of a similar increase granted to other cigarmakers of that city.

The conference between the workers and the manufacturers was of a most amicable nature and the increase was granted after an entirely mutual and clear understandinig was reached on all points.

Schulte Declares 50 Per Cent. Dividend

The Schulte Retail Stores Corporation has declared a dividend of 50 per cent, payable August 24 on all common stock of record on August 9

THE STANDARD CIGAR MOLD CO.

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Crop Conditions Affecting Prices at Amsterdam

Reports Regarding the Growing Tobacco Are Not Encouraging —Production This Year Likely to Be Small—The Golden Weed Has Suffered from Drouth.

AMSTERDAM, July 16.—Today a Sumatra sale took place in Amsterdam in which 19,745 bales, mostly 1919 tobacco, were offered for sale. The lots contained a large quantity of desirable tobacco for the American market, although it cannot be denied that this crop, as a whole, has quite some faults, and it cannot be called a good one. But despite the faults the prices still show an upward tendency; and as the reports about the coming 1920 crop are not so favorable, this, of course, exercised an immense influence on the market. That the 1920 crop is going to be a small one is known, but it is reported now that the crop has suffered very much owing to scarcity of rains, and although it may be expected that some estates will bring some good tobaccos, it also may be taken for granted that the quantity to pick from will be still more limited than the crop which is for sale now. The manufacturers at present in Amsterdam, seem to be very anxious to secure some tobacco in order to have a reserve for next year, and consequently they were keen competitors.

Prices were much higher than in previous sales, and for running lots, everything included, they were moving on a level of twelve to about thirteen guilders.

The best lot of the sale was Deli My/L of which H. Fendrich, of Evansville, Ind., bought 152 bales. This firm also bought 154 bales of Amsterdam Langkat/H D. together with Yocum Bros. of Reading, Pa. and Pretsfeld & Co., of New York. Senembah My/P of which 256 bales will be shipped to the United States. Pretsfeld & Yocum further bought together 194 bales of Deli Maatschy/K and 127 bales of J H/Deli/2.

The American Cigar Co. secured: 270 bales Deli-My/C, 141 bales Deli-My/E, 196 bales Medan Tob.—My/S/Lkt. and 160 bales T K L/O K/Sumatra.

H. Duys & Co., Inc., were also very strong in the market and bought 269 bales Deli My/P, 299 bales Deli My/L M, 133 bales Amsterdam Deli Co/A, 113 bales Deli Lkt/St. Cyr/II and 79 bales of the second footleaf lot of the same headmarks. Further 121 bales J H/Deli /3, 226 bales Holland Deli Co/D M /Deli and finally 120 bales 1918 crop Holl. Sum. Tob. My.

Cullman Bros. secured 362 bales Deli My/Q M and 333 bales Senembah My/.

Hinsdale, Smith & Co., N. Y., bought 72 bales Medan Tob. My/S S K/Deli, whereas Andrew Wilson, Toronto, secured 168 bales of Deli My/A.

The last sale of the spring campaign will be held on July 23 and as several houses are still badly in want of tobacco it may be expected that prices of that sale will be still somewhat higher.

Dutch Tobacco Trade and Industry Expanding

Confident America Will Pay Handsomely for Sumatra—United Dutch Cigar Factories Place New Issue of Shares—Buying Up Competitors—Factories Running Full Force—New Tobacco Trading Co.—Unfavorable Crop Reports from Sumatra.

AMSTERDAM, July 11.—Holland's tobacco trade and industry are expecting a continuance of good times and taking their measures accordingly. They are certain that America will pay handsomely for those Sumatra wrappers arrived recently, as America has always been after those leaves and ready to pay fancy quotations for them, according to trade sentiment. In the manufacturing line, the industry is going ahead full of confidence. The United Dutch Cigar Factories of Culemborg, for instance, have placed an additional issue of shares, amounting to more than a million guilders, on the market, at 108. The company has been expanding handsomely during the last few years, buying up smaller competitors here and there. The company did a business of about 2,600,000 guilders in 1916, of 4 millions in 1917 and of 8 millions in 1918. Last year it was still more and the shareholders will certainly get again a dividend of at least 12 per cent. The company is now increasing its capital for the purpose of buying up a lot of raw tobacco.

Dutch cigar factories, partly idle for some time, are now running full force, as the demand for cigars has increased materially. There are hardly any cigarmakers idle at present.

A new tobacco trading company has been formed, according to an announcement in the *Official State Gazette*. It is called the N. V. Tabakhandel Maatschappij Sumjava. The company will deal in raw tobacco, principally. However, under its charter, it is entitled to participate in other undertakings.

The United Langkat Plantations, a company in which British capital is invested in part, will pay out an intermediate dividend of 10 per cent on common stock, for the current fiscal year.

The annual report of the Holland-Sumatra Tabak Maatschappij says shipments of Dutch East Indian tobacco were delayed until the end of the fiscal year and the income derived from them will show only in next year's report. The crop of 1918 is valued 414,400 guilders for 370,000 pounds. Most of it is in Holland now. A lot of 289 bales has been sold at a very satisfactory price. The crop of 1919 amounted to 282,375 pounds and its ledger value is placed at 239,401 guilders. This crop, according to reports from Sumatra, is of exceptional value and handsome returns are expected, so much more so as American buyers are out for this tobacco, willing to pay fancy prices for the wrappers. The company limited the crop of 1920 to a maximum of 1,800 bales. As the crops of 1918 and 1919 are still unsold the company will declare a dividend of only 6 per cent on preferred stock, the same as last year.

The Tobacco Association of Valburg, having many members among the tobacco planters of Bemmel, Rijksvoorde and Elst, has sold their members' last year's crop to a tobacco firm of Arnheim, at 47 guilders per 50 kilograms. This transaction involved about 60 000 kilograms. Tobacco planters of the same district who are not members of the association and who individually sold their tobacco, got only from 35 to 45 guilders per 50 kilograms for it.

According to crop reports received in

(*Continued on page 32*)

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LEVANT TOBACCO FOR SALE

Harbor Docks Full, Awaiting Buyers —No Money Desired—Mineral Water and Brass Bedsteads Preferred

SALONIKI, July 18.—What is to become of the bales of tobacco stored on the docks in nearly all the harbors of the Levant? All this Oriental tobacco is ready to be shipped, provided the buyers will appear and take it. The owners of stored bales would gladly part with them, only they do not care to take paper money in exchange. Oriental business men are very suspicious of the inherent value of modern money. It seems those Russian and other printing presses turning out paper money, are making too much noise and the whir, heard in the Levant, is no music in Oriental ears.

The Levant wants more substantial goods. It wants, first of all, mineral water. After all the peoples of the earth have quenched their thirst in blood, they are now returning to water. Mineral water preferred. Cigarette tobacco exchanged for mineral water should furnish an excellent filler for a dromedary, Sahara or William Jennings Bryan cigarette.

But the Levant, while it prefers mineral water, does not insist upon it. It will take brass bedsteads just as well. This demand for brass bedsteads is a mystery to foreigners. Particularly the combination, mineral water and brass bedsteads, is puzzling them.

Any one having this combination to offer can make a pile of money in the Levant.

TOBACCO FROM GREECE

During First Three Months of 1919, 710,600 Pounds Left Patras for New York

The 1920 tobacco crop in western Greece is only fair. The quantity is estimated between 4,000 and 5,000 tons, with prices ranging from 4 to 14 drachmas the kilo (1 kilo=2.204 pounds; 9 drachmas=$1). The principal tobaccos grown in western Greece are known to the trade as myrodata, tsebelia, aromatic, palofylla and ntogues, says U. S. Consul George K. Stiles, stationed at Patras.

The 1918-19 crop was about 6,000 tons, or 1,000 tons above the present year's output. Last year's increased production was attributed to the increased American demand, which is much weaker this year.

There has also been a great decrease in orders from Egypt, the Netherlands, Switzerland, and especially Germany, which had been expected to buy largely.

The American demand centers on the aromatics, the choicest carrying a leaf not more than 5 or 6 inches long, bright yellow, light in weight, and extremely fragrant.

Amounts Shipped

During the first three months of 1919 tobacco to the amount of 710,600 pounds left Patras for New York. In the first quarter of 1920 the amount was 425,591 pounds. The present market is decidedly sluggish, and there seems strong reason to believe that American buyers are reluctant to take on more stocks at ruling prices.

Bolivian Tobacco Business

The best tobacco in Bolivia is grown in the Province of Azero, whence it is carried to Sucre to be made into cigarettes in the factory of the *estanco*. All the tobacco is grown from old native seed, says Trade Commissioner W. L. Schurz.

The principal factory of the Government tobacco *estanco*, or monopoly, is also situated in Sucre. It is a clean and well-lighted establishment, equipped largely with British machinery, though there are a few French and German machines, and it employs 62 workers. During the second half year of 1919, there were manufactured 2,707,300 packages of cigarettes out of a total of 3,732,050 packages made in all the factories of the *estanco*.. In addition, 2,087 pounds of pipe tobacco were produced.

TOBACCO TRADE IN SAMSUN

Tobacco Production of the Sanjak Has Shown Signs of Material Increase—Shortage of Cultivators.

Pre-war trade conditions have not been reestablished in Anatolia. General conditions have not permitted attempts to resume foreign trade on an extensive scale. The adverse exchange situation, together with exchange fluctuations, has reacted against direct trade with European countries or with the United States. Merchants in Samsun prefer, in most cases, to buy from Constantinople, where they maintain agents and where there is a considerable supply of merchandise in stock of the kind imported into Anatolia prior to the war. They can thus assure themselves, at least partially, against exchange losses, and are willing to pay higher prices in order to avoid the freight rates they would have to pay in importing directly from foreign countries, says Consul S. Pinckney Tuck, Jr., stationed at Samsun, Anatolia.

Previous to the war tobacco headed Samsun's chief exports. Since the cessation of hostilities the very important tobacco production of the Sanjak of Samsun has shown signs of a material increase, although, owing to the deportation of large numbers of experienced cultivators during the war, it will be some time before the output approaches in quality and quantity that of pre-war times.

TURKISH SMOKES SURVIVE

More Imported Tobacco Than Ever in U. S.

Do not worry, Turkish tobacco addicts; while you have been wondering where your Turkish tobacco was to come from, now that all the men who ought to be engaged in its culture are busy fighting each other, the women and children of the Turkish tobacco regions have been hard at work, says the New York *Evening Sun*.

C. C. Skinner, head of the Turkish leaf department of the American Tobacco Company, stated recently just before he sailed for the Near East to perfect organization methods in the growing areas and at the ports of shipment, that the 1920 tobacco crop will be 75 per cent. of normal. Moreover, Mr. Skinner stated, there is at the present moment, contrary to the belief of most persons, more Turkish tobacco in New York than there ever has been.

Enormous quantities of this tobacco have been coming into this country ever since the signing of the armistice. Vast quantities of the leaf had been stored at various points waiting for hostilities to cease so that shipment to the United States could be had. From one port alone 75,000 bales of Turkish tobacco were shipped to one company in the United States immediately after the armistice.

Burma's Tobacco Trade

The value of tobacco exported from the Port of Rangoon, Province of Burma, British India, to all countries (including other provinces of India), during the three fiscal years, 1917, 1918 and 1919, was as follows (according to the Annual Statement of the Seaborne Trade and Navigation of Burma for the fiscal year 1918-1919): 1917, $434,740; 1918, $1,652,015; 1919, $1,383,384.

The value of tobacco imported into Burma the same three fiscal years (according to the Report on the Maritime Trade and Customs Administration of Burma for the official year 1918-19), is given thus: 1917, $1,914,481; 1918, $2,435,197; 1919, $2,248,972.

Tobacco occupies the anomalous position of being both an important export and an important import, says Consul Lawrence P. Briggs, at the Port of Rangoon. The better quality of Burma tobacco is exported to Europe, while manufactured tobacco, cigars, and cigarettes are imported from foreign countries, and raw tobacco is imported from India for the manufacture of Burma cigarettes and cheroots. Excepting cigarettes, most of the tobacco imported into Burma comes from India.

LARGEST-SELLING CIGAR IN AMERICA!

It is not accident that WHITE OWL only a few years after its introduction has won the highest rank in numbers sold. Smokers know outstanding value when they get it. The mellow leaf, slowly cured by time—the handsome, full-size Invincible shape—and the moderate price—combine to make WHITE OWL an outstanding achievement, even for the General Cigar Co., Inc.

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5, 10, 20 lb. Clay Jars
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Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF
1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF
Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF
Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

Shipments of Tobacco from the United States to Alaska.

ARTICLES	MAY— 1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.	ELEVEN MONTHS ENDING MAY— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco, manufactures of:										
Cigarettes .....M.	1,448	$10,932	5,160	$43,285	13,267	$84,213	14,813	$100,895	24,576	$210,345
Cigars & cheroots, M.	403	24,337	785	65,004	4,847	350,139	3,934	235,093	4,357	289,359
Plug .....lbs.	10,192	6,750	8,793	8,539	102,886	57,273	97,255	59,903	129,172	91,122
Smoking .....lbs.	22,870	17,756	20,851	16,396	308,199	164,369	199,895	133,882	232,691	179,757
All other	.....	3,393	.....	6,656	.....	47,886	.....	77,327	.....	50,280
Total manufactures	.....	$63,168	.....	$139,880	.....	$703,880	.....	$607,100	.....	$820,863

Shipments of Tobacco from the United States to Hawaii.

ARTICLES	MAY— 1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.	ELEVEN MONTHS ENDING MAY— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco, manufactures of:										
Cigarettes .....M.	2,233	$17,576	6,218	$51,628	52,983	$306,387	51,184	$419,048	60,776	$521,737
Cigars & cheroots, M.	167	8,458	618	16,676	4,591	232,448	4,429	120,911	3,745	166,312
Plug .....lbs.	6,702	3,668	7,941	3,824	34,051	15,378	52,415	27,298	51,936	29,362
Smoking .....lbs.	57,391	29,239	83,926	48,368	1,126,458	429,297	1,186,560	640,962	877,404	516,762
All other	.....	159	.....	634	.....	2,104	.....	35,624	.....	28,765
Total manufactures	.....	$59,100	.....	$121,130	.....	$985,614	.....	$1,243,843	.....	$1,262,938

Shipments of Tobacco from the United States to Porto Rico, by Articles.

ARTICLES	MAY— 1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.	ELEVEN MONTHS ENDING MAY— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco, manufactures of:										
Unmanufactured .lbs.	.....	.....	577,723	$189,495	1,,913,178	$612,696	.....	.....	3,268,165	$1,351,621
Manufactures of	.....	$33,996	.....	105,765	.....	105,845	.....	$988,788	.....	323,450

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Block, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

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H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, fiinancial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

TOBACCO STOCKS

	Bid	Asked
Am. Cigar com	125	130
Am. Cigar pf	78	85
Am. Mach. & Fdy	140	155
Am. Snuff	97	102
Am. Snuff pf	77	87
Am. Sumatra	80½	81
Am. Sumatra pf	81	85
Am. Tobacco	100	115
Am. Tobacco B	107	115
Am. Tobacco pf n	88	89
Conley Foil (new)	23	26
Consolidated Cigar	62	64
Consolidated Cigar pf	80	82
General Cigar	58½	60
General Cigar deb	78¾	82
General Cigar pf	—	92
Geo. W. Helme com	155	165
Geo. W. Helme pf	85	93
Imperial Tobacco	9	10
Johnson Foil	100	115
J. S. Young	128	136
J. S. Young pf	85	95
Liggett & Myers	130	140
Liggett & Myers pf	120	130
Liggett & Myers pf	101	102
Lorillard, P.	132¼	134
Lorillard, P, pf	92	105
McAndrews & Forbes	105	115
McAndrews & Forbes pf	75	85
Porto Rico Am. T	112	120
R. J. Reynolds "A"	600	630
R. J. Reynolds "B"	440	400
R. J. Reynolds pf	98	100
Tobacco Products	62	62½
Tobacco Products pf	85	85½
United Cigar Stores	130	175
United Cigar Stores pf	95	105
United Drug	108	115
United Drug 1st	40	48
United Retail Stores	65¼	65⅜
Weyman Bruton com	160	170
Weyman Bruton pf	85	93

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Avail yourself of our complete statistical department which is always at your disposal **gratis**, should you at any time desire information regarding any **tobacco securities, address**

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Phone Rector 8720

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 27

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

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Direct from source of production to our clients.
Samples and quotations upon request.

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Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

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Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

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Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

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NY

Cable: "Nanyang" Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO

680 FIFTH AVENUE
NEW YORK

Head Offices, Hongkong and Shanghai

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

New S.S. Service Between Richmond and New York

Important Tobacco Men Instrumental in Forming Organization —Col. T. M. Carrington, Col. W. T. Read, J. P. Taylor, E. S. Carleton in Directorate—Harris, Magill & Co., Inc., Operating Director—Steamer Lake Francis to Make Maiden Trip August 9 from New York—Boon to Virginia and Caroline Tobacco Interests.

Backed by the commercial interests of Richmond, Petersburg and Hopewell a new steamship service will be inaugurated from New York to Richmond within the next few days. Announcement was made last week that a group of prominent business men in these Virginia cities had purchased two small steel steamers, the Lake Francis and the Lake Sterling, from the Shipping Board and that they would be operated between the two terminals. Harriss, Magill & Co., Inc., has been designated as the operator and manager of the new service.

For the formation of this corporation, great credit is due to Col. T. M. Carrington, president of the Tobacco Association of the United States, and Col. W. T. Read, president of Larus Bros. & Co.

The new line will be of immense importance to the tobacco interests of Virginia and the Carolinas.

The directors of the corporation are among the most prominent business and financial men in the South. The officers and directors are as follows:

President, J. Scott Parrish, president of the Richmond Foundry & Mfg. Co.

Vice-President, H. W. Ellison, president of the Albemarle Paper Co., and president of the Universal Motor Co.

Treasurer, H. S. Binswanger, president Binswanger & Co., Inc.

Secretary, James P. Ryland, secretary and treasurer Standard Paper Mfg. Co.

Directors

J. Scott Parrish.

Walter F. Pinder, president of the Virginia-Carolina Hardware Co.

W. S. Rhoades, president and treasurer of the Miller & Rhoades, Inc.

E. B. Sydnor, president of the Rich-Dry Goods Co.

H. W Ellison.

W. Meade Addison, president of the Planters' National Bank.

Jacquelin P. Taylor, president of J. P. Taylor & Co.

E. S. Carleton, managing director of the Imperial Tobacco Co.

Wm. T. Read, president of Larus & Bros. Co.

Milton Cone, president of the Spotless Co., Inc.

T. M. Carrington, president of T. M. Carrington & Co.

John H. Branche, president of the Merchants National Bank.

S. D. Crenshaw, vice-president and secretary of the Virginia-Carolina Chemical Co.

While the New York terminal and the sailing dates of the new line are to be announced later, the Richmond business interests have purchased the terminal formerly used by the Old Dominion Steamship Company. There is at the present time an unexpended balance of $200,000 appropriated by the Government for the dredging of the James River. Inasmuch as the small Great Lakes ships, loaded, do not draw more than 17 feet, if will be possible for the vessels to go up the James River to the dock. They will call at City Point to take on cargo, which is to be forwarded to and from Petersburg or Hopewell. When the $200,000 has been spent on dredging it is anticipated that there will be a 20-foot channel up to Richmond.

The new line will be known as the Richmond-New York Steamship Company. The company was formed by a group of Richmond business men, headed by J. Scott Parish, who is president of a large manufacturing plant, to provide for adequate transportation facilities. Already $1,800,000 has been subscribed by the various interests, of which $1,200,000 has been paid in. It is said that the banks have offered to accept the shares in the company at 75 per cent of their face value, and they are assisting the new venture in every way.

The company will have a capital of $2,500,000, an amount which it is believed will prove ample to enable it to build up a service and facilities that will provide adequate accommodations for the business offering. The movement to organize the company resulted from the discontinuance of the service of the Old Dominion Line, which for many years furnished a coastwise water connection between New York and Richmond. Since this line was stopped the business interests of the Virginia cities are understood to have become impressed with the need for a shipping service to this port, and the organization of the company is a step to remedy this situation.

Announcement of the new line was received with more than average interest because of the cooperative nature of the backing of the enterprise. Conditions confronting the companies operating in the coastwise trade have recently been anything but satisfactory and the institution of a new line at this time, when the tendency is to curtail and abandon services, comes as something of a surprise. The development of the line will be closely watched by shipping men who are inclined to express admiration for the enterprise displayed by the Southern communities in starting it. Steamer Lake Francis will sail from New York, Aug. 9, on her maiden trip.

TO ENLARGE DANVILLE PLANT

Imperial Tobacco Co. to Erect Large Drying Machines and Extend Facilities

DANVILLE, Va., Aug. 2.—Improvements and additions which are being made to the Imperial Tobacco Company's plant on Craghead street will enable this company to handle virtually all of the tobacco usually sold on this market. Four enormous drying machines larger than anything seen here before are to be erected and the capacity of the plant is being increased on such a scale as to enable the company to take care of its business here for several years to come. Recent real estate purchases give the Imperial company almost a city block of intercommunicating ordering and rehandling plants.

SOUTH CAROLINA PRICES UP

Eagerly Bidding on All Good Tobacco —Primings Not Wanted—No Profit for Planters

DANVILLE, Va., Aug. 2.—Buyers here from South Carolina say that the Export Leaf Tobacco Company and the Imperial are bidding eagerly on all good tobacco. The prices in South Carolina are higher than they were this time last year but the inferior grades are not in the demand they were last year and the prices have largely subsided. One and two dollars per hundred paid for early primings render it unprofitable for the planters to bring this variety to market and in some instances the growers have preferred to carry the primings home, converting it into fertilizer. Recent rains are said to have done some damage to the South Carolina crop, but moisture is needed in this immediate section.

IMPERIAL TO BUILD

Tobacco Company to Erect New Branch Buildings at Richmond.

RICHMOND, Va., August 2.—Purchase of two lots of land on Brook Turnpike by the Imperial Tobacco Company featured trading on the local real estate market last week. The lots will be improved as the Richmond branch of that concern. The first lot was acquired from Bishop D. J. O'Connell and has a frontage of 120.65 feet on the turnpike at the northeast intersection of Mitchell street. The purchase price was $20,000.

The second lot fronts 147 feet eight inches on the east side of the thoroughfare, commencing at the north corner of Oak street and extending back a distance of one block to Chamberlayne avenue. T. Sol Cutchins and L. O. Wendenburg, special commissioners, sold this lot for $17,500.

Don't Expect Any "Scrap"

KINSTON, N. C., July 31.—The Eastern Carolina tobacconists' decision to reject "scrap" the coming sales season will give little concern to local planters, it was stated by experts here today. The average quality of the crop in this part of the belt is so high that there will be comparatively little of the weed in the scrap class this fall. "Finest curings in history" are reported from many points. Jones County growers report some losses from the last fortnight's excessive rains.

New Tobacco Co. At Drakes Branch

The Currin-Magee Tobacco Company has been incorporated at Drakes Branch, Virginia, with $100,000 capital stock. Cameron Dunlop is the president.

TO CELEBRATE OPENING

La Grange Planning "Gala Day" as Starter of Tobacco Season in September

KINGSTON, N. C., Aug. 2.—La Grange is planning to celebrate the opening of the tobacco season in September with a "gala day" to be observed by the entire population of the town and that part of Lenoir county. The chamber of commerce has taken the initiative in the matter. A committee from the body is planning for the event. The festivities, which would be of carnival nature, would not be permitted to interfere with the business of opening day proper, the busiest twenty-four hours in the year for every tobacco town, but would be held two or three days before the formal inauguration of the sales season. A parade, concerts, aeroplane flights and other features are being considered for the program.

SEEK EXPERT TOBACCO MAN

Currituck County, N. C., Farmers Want Tobacco Expert to Coach Them in Harvesting

KINGSTON, N. C., Aug. 2.—A tobacco expert is being sought by Currituck county farmers on the cooperative plan, it was announced at the agricultural office here today. The crop there is about ready for the curing, and the growers are seeking a man to coach them in the harvesting and curing work. "A number of Currituck farmers are growing the crop for the first time," it was stated. "It is understood they have made a good crop."

When the weed was first grown in this part of the eastern belt a generation ago experts were brought in to educate the farming community in preparing the product for market. There are now many experts in the territory. These find no difficulty in securing employment, and none is idle at this season when millions of pounds of the yellow leaf are in the drying barns. In nearly every tidewater county tobacco is being grown this year, though merely for experimentation in some places. Experts say the soil and climate of the entire eastern part of the state are ideal for its culture. The Pinkney Arthur type, the most popular of the varieties grown in the section and of local origin, is being grown successfully in a number of new producing districts.

FAIRMONT TOBACCO MARKET

Good Grades Bring Extremely High Prices—Up to Eighty-five Cents

FAIRMONT, N. C., July 31.—Prices avcraged higher than ever before at the opening of the Fairmont market this week. Good grades are bringing extremely high figures. Practically all the tobacco sold this week was first curings. The poorer grades, however, are not selling as high as they sold last season. Prices at the Fairmont market have ranged from six to 85 cents.

A half million pounds were sold on the Fairmont market on both Tuesday and Wednesday.

Lumberton Tobacco Market

LUMBERTON, N. C., July 31.—This has been another good week on the Lumberton tobacco market, large sales having been conducted every day. Bright, ripe tobaccos have sold very satisfactorily, all good tobacco selling from $30 to $60 the hundred. The grades have been much better this week, practically all of the primings having been sold.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

O. W. DUDLEY SONS, INC.

Dealers in all grades of
Virginia, Carolina and Kentucky Leaf Tobacco and Strips
DANVILLE, VA., U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample Facilities for Redrying by Steam or Natural Season
Samples Furnished Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

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F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

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R. L. SWAIN & CO. Leaf Tobacco Merchants

ENFIELD, N. C., U. S. A.

VIRGINIA—CAROLINA—KENTUCKY—MARYLAND

Direct from Planter to Our Clients. We respectfully solicit your inquiries.

CIGARETTE TOBACCO

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BRIGHT OUTLOOK IN GEORGIA

Movement of Tobacco Crop Under Way — Much Rivalry Between Towns Operating Warehouses

MACON, Ga., Aug. 2.—Movement of the tobacco will be at its height within the next three weks, according to the report brought back from Dooly, Crisp, Wilcox, Ben Hill, Irwin, Coffee, Tift, Worth, Dougherty, Lee, Sumter and Macon counties by C. O. Carpenter and J. E. Player, representatives of the Fourth National Bank, who visited these counties last week.

Although the acreage this year is smaller, the crop will be larger and better prices will be paid for it, they predict, on account of the fact that the growers have gained experience in handling the product, and because of the favorable weather conditions which have prevailed this season.

Buyers and warehousemen were pleased with the quality of the product, they stated, and a gradual extension of the acreage throughout the territory was expected as long as the price holds up. Considerable rivalry was noted among the market towns in the territory. Warehousemen were doing all they could to obtain reasonable prices, with the result that some of the tobacco has sold as high as $9 a pound.

New Plants Established

"One of the important developments with reference to the tobacco output of that section has been the establishment of large stemming and drying plants at Fitzgerald, Douglas and Tifton," Mr. Carpenter stated. "In the future Georgia tobacco will be prepared for export without being shipped to older tobacco growing sections.

"From a business point of view, tobacco is attractive because it is one more money crop for our farmers, and it brings in money at a time of the year when farmers, merchants and bankers are somewhat pinched because of the fact that business is waiting for the sale of the cotton crop.

"We found farmers and bankers of the tobacco growing section quite optimistic over the business prospects this Fall. With favorable weather during the next two or three weks, the farmers of that teritory will make a fair cotton crop, conditions having improved materially during the last twenty days. If fair weather prevails during August, that particular territory will make at least 60 per cent of a normal cotton crop, and some sections will make an even better average. The people of that section state that they feel confident they will make a better cotton crop than they did last season."

Ashburn Tobacco Market

ASHBURN, Ga., July 24.—Total tobacco sales for the week amounted to 22,536 pounds, at an average price of $31.28 per hundred pounds. Buyers present were, R. S. Neal, Imperial Tobacco Co., T. C. Young, Export Tobacco Co., R. C. Stokes, Jr., American Tobacco Co., B. S. Bridges, J. P. Taylor & Co., F. J. Cowley, and Ashburn Tobacco Co.

Nicholls Tobacco Market

NICHOLLS, Ga., July 31.—Tobacco sales for the week amounted to $65.408. The average price was $37.50 per hundred. Total sales to date amount to 106,988 pounds.

Hickory Has Finest Tobacco Ever

HICKORY, N. C., July 29.—Farmers have the finest tobacco, corn and cotton ever grown in this section.

LYONS MARKET PROGRESSING

Total of 75,000 Sold to Date—Prices Average 32 Cents—Higher Anticipated

LYONS, Ga., July 31.—Lyons tobacco market closed the second week of the 1920 season today with sales higher than heretofore. A total of 75,000 pounds has been sold on this market to date. The crop is late and farmers have hardly started curing. An average of 20,000 pounds per day is expected next week.

Fifteen hundred acres were planted in this section and the crop is reported to be in good condition. The leaf sold to date has brought from ten cents to seventy-five cents, the average being thirty-two cents. As the grade is getting better higher prices are anticipated.

Next Thursday it is expected that not less than 100,000 pounds will be sold on the local market. Business houses here are all enjoying a brisk trade and deposits are increasing, giving ample evidence of the value of the tobacco industry to Lyons and vicinity.

TOBACCO HAS GOOD WEEK.

Better Grades Bring as High as $1.50 Per Pound at Nicholls, Ga.

NICHOLLS, Ga., July 30.—The Nicholls tobacco markets closed this week's sales today with an exceptionally high average for the large quantity of tobacco sold here this week. Fine tobacco seems to be selling at fancy prices, ranging from 50 cents to as high as $1.50 per pound. The better grades of tobacco will appear on the market next week if weather conditions are favorable and all previous high records are expected to be broken as there seem to be good demand for ripe tobacco of bright color.

Tobacco has been selling in Nicholls during the week from five South Georgia counties, and other counties are expected to be represented here during the next few days as the tobacco growers with their motor trucks are finding it to their advantage to investigate the various markets.

BLACKSHEAR AND DOUGLAS

Average Prices of Tobacco at Blackshear $42.66 Per Hundred Pounds —At Douglas $34.21

BLACKSHEAR, Ga., July 31.—Pierce county tobacco sold in Blackshear Friday at an average of $42.66 per hundred pounds for the day. The Douglas market average for the same day was $34.21 per hundred pounds.

In keeping with the custom of the trade in the old tobacco districts of North Carolina, the farmers of Pierce county so far have marketed only their first pickings or primings. Georgia tobacco is not strictly graded and tied as it is in North Carolina. All lots of tobacco sold in Georgia contain many grades and for this reason the top prices paid in North Carolina for the best grades cannot be realized in Georgia. The condition of the tobacco crop in Pierce county is fairly good and if the farmers receive an average at least 40 cents for this year's crop they will probably continue its culture another year.

Bamberg Warehouse Incorporated

BAMBERG, S. C., July 31.—A charter was granted to the Bamberg Tobacco Warehouse Company of Bamberg. The capital stock is $25,000 and the officers are Jones A. Williams, president and treasurer; May B. Williams, vice-president and secretary.

Kentucky Tobacco Markets

Hogshead Leaf Trade

LOUISVILLE, July 29.—Trade was fairly active on the local leaf breaks yesterday. A total of 258 hogsheads was offered, including 235 burley, 23 dark. Original inspections were 197 and reviews 61. Prices ruled about steady.

First sales Thursday at the Kentucky warehouse.

Wednesday's sales follow:

Planters-Farmers warehouse sold 4 hhds. of dark at $8.90 to $10.75 and 69 hhds. of burley at $6.60 to $35.

Tenth street warehouse sold 25 hhds. of burley at $6.60 to $24; 2 hhds. or dark at $4.45 to $7.40.

Louisville warehouse sold 52 hhds. of burley at $3 to $46.

The Kentucky and Peoples' warehouse sold 56 hhds. of burley at $4 to $46 and 16 hhds. of dark at $10.25@14.75.

The Main street warehouse sold one dark at $4.55 and 26 burley at $4.50 to $22.50.

LOUISVILLE, July 30.—Total sales on the local breaks yesterday were 229 hogsheads, all being burley. Original inspections were 197 and reviews 32.

First sales Friday at the Main-street warehouse.

Thursday's sales follow:

The Kentucky and Peoples warehouse sold 74 hhds. of burley at $4.70 to $36.

The Planters-Farmers warehouse sold 68 hhds. of burley at $5 to $52.50.

The Louisville warehouse sold 42 hhds. of burley at $4.60 to $28.

The Turner warehouse sold 54 hhds. of burley at $4 to $32.50.

Requested to Oppose Tax

LOUISVILLE, July 29.—A request of tobacco dealers that the Board of Trade express opposition to the proposed city tax of 50 and 75 cents a hogshead on tobacco, made yesterday, was referred to a committee of which Robert F. Vaughan is chairman.

Paducah Market Report.

PADUCAH, Ky., July 30.—The movement of loose tobacco has been very much lighter during the past week than it has been for several weeks. The main reason for this is that we had a storm on the 24th, and the weather turned very cool and has been ever since. Tobacco hanging in the barns has been bone dry and bulks could not be moved without casing them. Another reason is that the greater part of the crop has moved and we may not expect another glut this season. In one way it is rather fortunate because dealers who were active in the market were crowded, and it would have been hard to have taken care of the stock if deliveries had continued as heavy as last week. The Planters' Protective Association houses are crowded the same as other dealers, and all are having a chance to work their stocks down.

There has been some tobacco moving and sales have continued throughout the week. Prices on low and common leaf have been irregular and a shade easier, especially on the very low grades. Long tobacco has continued firm, and so has leaf of merit of most any class, hence we would say the market was unchanged except on the low and common grades.

Ordinarily, factories or prize houses have completed their year's work by the middle of July, but many of them will run into the fall months before getting through. The reason for this is the bulk of the crop did not begin moving until in the spring, then the extra large crop that was grown last year. We have estimated the probable yield of the 1919 crop at 105,000,000 to 110,000,000 pounds. It is apparent now that the crop will run considerably above the outside figure and may go to 115,000,000 to 120,000,000 pounds.

The growing crop is looking fine, and a great deal of it has been topped. Taking the crop through the district I will say that I never saw a healthier growth or better prospects for a good crop than we now have, but the greater part of it is late, and it depends on the weather conditions from now on as to the quality and yield.

Yours very truly,
W. B. KENNEDY.

Clarksville Market

CLARKSVILLE, Tenn., July 29.—Tuesday was another busy day in tobacco circles. Wagons from the county brought to market about 65,000 pounds, the great portion going to loose floors, this regular sale day. All houses sold stock since last Thursday, aggregating about 70,000 pounds. A lot shipped in hogshead is held. Prices were low enough.

Lugs, $2.00 to $4.00; leaf, $6 to $18, except a few good lots which sold from $18 to $24. Most of that sold is of very common type and several buyers have quit. The growing crop looks well.

Hopkinsville Market

HOPKINSVILLE, Ky., July 31.—Usually the Hopkinsville tobacco market at this time of the year has been closed for weeks, but tobacco is still rolling into town and the bi-weekly report shows sales aggregating 821,470 pounds. Most of the weed is odds and ends, nothing good being offered. The average price was $10.52, and the range was as follows: Trash, $3 to $5; common lugs, $5 to $7; medium lugs, $7 to $10; low leaf, $8 to $18; common leaf, $16 to $20; Medium leaf, $20 to $30. The loose floor sales for the season are the largest ever known, amounting to 36,761,660 pounds and the average price is $16.68.

Paducah Movement Lighter.

PADUCAH, Ky., July 31.—Movement of tobacco to the Paducah market has been much lighter during the last week because of unfavorable weather conditions. Delivery at the warehouses will continue through the fall months, it is stated. Prices on low and common leaf have been irregular. Prospects through the district for the new crop are good.

Mayfield Market.

MAYFIELD, Ky., July 30.—Seventy-eight loads of tobacco were sold through the chute today. The highest price paid was $19 and the lowest was $6. Thirty-five loads for over $10 and 43 below $10 were sold. Three loads of lugs sold for $4.50; four loads for $4 and the rest for $2. Yesterday's average for the leaf was $10.35, and today's will probably be lower.

Paris Market

PARIS, Tenn., July 31.—Up to the present date the two local tobacco prizing houses in Paris have prized about three million pounds of tobacco, and it is said that the prizing season will likely not close before Sept. 1, whereas it usually closes early in July. The delay is owing to the unusual conditions of the markets. From 5 to 20 per cent of the tobacco, it is estimated, is being held by the farmers for better prices.

Tobacco in Greene County, Tenn.

Reports from all over Greene County indicate the best tobacco crop in years. Unless something unforeseen occurs, more money is going to be paid out the coming season for this crop than at any time before in the history of the market. Local tobacco men state that the price for good tobacco is going to remain high.—*Greeneville (Tenn.) Democrat.*

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SOUTHERN MARKETS HIGHER

Second Week of South Carolina Sales Show Advances — New Georgia Marts Booming.

The eyes and the minds of the Richmond leaf tobacco dealers, as well as of the cigarette manufacturers, are now centered upon the South Carolina and Georgia bright tobacco markets which are in full blast, says the Richmond *Times-Dispatch.*

The second week of auction sales in those markets witnessed higher averages in prices paid and an apparent increased eagerness of the big companies to gobble up all the weed offered.

However, the increased average in South Carolina markets is at least partially due to the offering of better grades of tobacco than were on the ware house floors the first week of the opening of the markets. The average in South Carolina was around $22 per 100 pounds, against $18 the previous week, and the sales in the various markets aggregated something like 6,500,000 pounds.

There were larger sales on the Georgia markets last week than the week before, and all reports from that State agree that the prices were stiffer, the average for all stocks offered being around $38. There was a large increase in the deliveries of the better grades of the weed, some of which sold as high as $60 and $70 per 100 pounds.

Eastern North Carolina Encouraged

The Eastern North Carolina growers of the weed are taking great interest in the, to them, encouraging reports from the markets of the Palmetto and Cracker States. The warehouses will be opened in all of the Eastern Carolinas marts for the sale of their bright weed on the first day of September, and they, as well as the warehousemen, are looking for prices to be higher than they were at the opening of last season, that is if their crops turn out to be of as good quality as they are now hoping for.

Just now the Eastern Carolina crops are at the critical stage. So far the outlook is for a fine but lightweight crop, but all depends upon the seasons for the next three weeks. Unfavorable weather would lessen the value of the general crop thousands upon thousands of dollars,while just the right weather will make it the most valuable ever grown in those sections of the Old North State.

Favorable Reports from Old Belts

The crop reports coming in from the old belts of Virginia and North Carolina are most favorable and the growers, encouraged by the favorable opening of the South Carolina and Georgia markets, propose to exercise unusual care in curing up the finest crop for many years, so they say. Most, if not all, of the markets in the old belts will open the selling season on September 15.

The reports coming into Richmond warehousemen, leaf dealers and manufacturers promised good crops of the sun-cured leaf, but in the main smaller than last year. It is believed from the reports that the crop of dark shipping tobacco will be fully as large as last year and equally as good, the seasons so far having been very favorable.—*Richmond Times-Dispatch.*

Best Prospect Ever

GREENSBORO, N. C., August 2.—"Never finer," is the answer men in touch with the situation give a question as to prospects for the Greensboro tobacco market the coming season. They declare that unless all signs fail there will be more of the weed sold on the local market this year than ever before. On every hand there is evidence that facilities for an enormous business are being put in order preparatory to the opening of the market about September 15, says the Greensboro *News.*

What seems to please a big majority of those interested is the fact that all of the big five buyers will be represented here throughout the season. Each is equipped to do business the right way, having adequate prize rooms and all other necessary facilities. In this respect Greensboro will be on a par with Winston-Salem and other big centers, and away ahead of many places that rank as leading markets. There will, of course, be local buyers also.

There will be two big warehouses operating, and the managers of each are frank to state that they fear they are going to be worked to death. They declare, however, that they will be found capable of taking care of an enormous business. M. L. Kendall Sons & Company will have charge of the Farmers' warehouse, and T. S. Graham is now erecting a big new warehouse on North Greene street. Both have large capacities.

The Imperial Tobacco Company is having work rushed to get in shape its mammoth drying plant in the eastern part of the city. Here will be stored hundreds of thousands of pounds of the weed this company will buy in this part of the state.

Looking at another side of the situation—the crop prospect—a rosy picture indeed comes to view. Never in all the history of this section has such a large acreage been planted to tobacco, and never has the outlook for a bumper crop been so good. Yesterday so said a man vitally interested in the condition of the crop and who has visited around quite extensively. Another man who grows tobacco on a big scale said a day or two ago that, thanks to the finest crop season he ever saw, he has acres of plants six feet high and promising to produce some of the finest grades of tobacco ever marketed in Carolina.

As to price, it is said to be too early to predict anything. It goes without saying, however, all are agreed, that owing to the strong competition there will be on the Greensboro market this season, prices will be as good here as anywhere in the state if not slightly better.

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LARGE INCREASE INDICATED

Tobacco Production for 1920 Looms Large in Government Report for July, by States

The estimates of the 1920 domestic tobacco crop, as contained in the July report of the Department of Agriculture, shows a probable increase in production of 111,342,000 pounds over 1919, in spite of the fact that the tobacco acreage is only 97.8 per cent of last year.

The total production predicted for 1920 is 1,500,800,000 pounds, compared with 1,389,458,000 in 1919.

The average condition of the crop in the 21 tobacco growing states was 84.3 per cent on July 1,

In the cigar leaf producing states a decrease of 12,200,000 is indicated.

The states, the acreage and the forecasted production, as taken from the Department of Agriculture's report, are as follows:

Massachusetts—10,200 acres—15,100,000 pounds.
Connecticut—24,800 acres—38,000,000 pounds.
New York—2,400 acres—3,000,000 pounds.
Pennsylvania—38,100 acres, 51,800,000 pounds.
Maryland—31,900 acres—25,600,000 pounds.
Virginia—246,100 acres—186,300,000 pounds.
West Virginia—13,800 acres—11,200,000 pounds.
North Carolina—581,700 acres—386,400,000 pounds.
South Carolina—135,000 acres—92,600,000 pounds.
Georgia—26,700 acres—20,900,000 lbs.
Florida—4,200 acres—4,100,000 lbs.
Ohio—76,500 acres—68,900,000 lbs.
Indiana—17,900 acres—16,400,000 lbs.
Illinois—700 acres—600,000 pounds.
Wisconsin—49,000 acres—55,400,000 pounds.
Missouri—3,900 acres—3,700,000 lbs.
Kentucky—495,000 acres—437,600,000 pounds.
Tennessee—97,900 acres—80,800,000 pounds.
Alabama—2,700 acres—1,600,000 lbs.
Louisiana—500 acres—300,000 pounds.
Arkansas—700 acres—500,000 pounds.

TO STOP TOBACCO DISEASE

Expert Tells Bluegrass Growers Importance of Drastic Steps

LEXINGTON, Ky., July 31.—Immediate steps to safeguard the 1921 tobacco crop from the ravages of diseases now inflicting great damage in Central Kentucky were urged by Dr. W. D. Valleau, plant pathologist of the Kentucky Agricultural Experiment Station at a mass meeting of Bluegrass farmers held in the Fayette County Court House this afternoon.

The programme formulated to insure the good physical quality of next year's crop includes the bagging of seed pods in diseases, free fields to prevent infection, abandonment as tobacco land for next year, at least of fields on which infected tobacco has appeared, incineration of infected plants, the steaming next spring of all seed beds and careful selection of seeds.

The three diseases declared to be causing damage in Kentucky were black root, wild fire and rust. The latter has caused considerable trouble in the West Kentucky area.

Black root should cause farmers more alarm than the other two diseases, it was declared at the meeting. This infection rots roots of plants and stunts their growth, when two or three inches high.

The only remedies are resting the land and cultivating it with resistant tobacco plants, it was held.

NOT BUYING POOR GRADES

Bottom Primers Going to Waste with Loss to Growers in South Carolina, Says Graham

T. S. Graham, well known Greensboro tobacco warehouseman, returned Saturday from the tobacco markets of South Carolina and the lower edge of North Carolina, and reported sales in full blast there, with excellent prices for the better grades of the weed. He said, however, that the poorer grades, especially bottom primers and plant bed leaves, are not being bought at all, and that this has proved a disappointment to southern growers, many of whom expended much money and labor getting the lower grades ready for the market.

Mr. Graham said he did not believe it would pay growers of the Piedmont section to gather these small plant bed leaves at all. He believes there will be no demand for this grade here, judging from his talk with various buyers in South Carolina. It requires a great deal of work and expense to harvest and dry these leaves, and this is all proving a dead loss there, and probably will do likewise here, says Mr. Graham. He pointed to the fact that the Eastern Carolina Warehouse Association has already decided to receive none of this grade, which is taken to mean that none of the buyers want it.

Prices paid in South Carolina for the better grades, said Mr. Graham, were very good. Business is brisk there; with Kentucky, Ohio, Virginia and North Carolina markets yet to open all tobacco men have rushed to the sister state to the south.—*Greensboro (N. C.) News.*

Market for Tobacco Manufacturing Machinery in Bahia, Brazil

In a recent report on a market for tobacco-manufacturing machinery in Bahia, Brazil, Consul Bevan states that there are four large cigarette factories in Bahia alone which have an estimated annual output of about 750,000,000 cigarettes; only one of these establishments is equipped with machinery. Throughout the district there would appear to be a good demand for such machinery, and the consul suggests that the best way in which to introduce it would be through the sending of a salesman to Bahia to deal direct with the local manufacturers. According to Brazilian statistics, 38,115,761 kilos of leaf tobacco were exported from Bahia in 1919.

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San Felice Cigars
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Week of Tobacco-Making Weather in Connecticut

Growers More Hopeful—Expect to Harvest Crop of Good Quality—Anticipate Highest Prices Ever Known—Buyers Keeping Close Watch on Growing Weed—Dealers Looking for Stocks in Cases—Steane, Hartman & Co. Increase Capitalization—Connecticut Valley Growers to Have Outing August 7—Crop Reports from Various Points.

HARTFORD, August 2.—Last week was tobacco "making" weather and the new crop made rapid growth; topping was the order of affairs during the week. The heavy electrical storm of Saturday, a week ago, looked dangerous, but other than an excessive rainfall, was not severe, as only in varied spots was there a little touch of hail, and in some places the crop blew down and had to be "set up."

However, the actual damage to the crop was not as great as at first reported. In low lands tobacco has responded wonderfully during the past week of sunshine.

The growers hope that the rainy spell has been broken and that clear warm weather will prevail for the next six weeks, and if it does, it is safe to assume that there will be a crop of Connecticut tobacco that will be eagerly sought for by the trade.

Tobacco grows during the month of August. However, the low lands are probably "drowned out" and are beyond resurrection, and the older growers who have seen similar conditions, existing since "setting" time, say that with warm bright weather the 1920 crop will be a fine one.

It is very noticeable that in the sections that have had frequent rains, the roots of the plant have not yet spread out into the rows, nor gone down with a "tap" root, as they have had sufficient moisture to feed on in a very small space of ground, and with the warm sunshine the ground will dry out and force the plant to send its roots out in all directions after plant food which has not yet been called on.

Outside of the very low wet and high knolls, the tobacco has a remarkably healthy green color, and is very free from "calico" or mongrel plants.

Growers now begin to feel that they are going to get a good crop; that it will be a good quality, and command the highest prices ever known. There will be a shortage in the acreage, principally due to failure on the low lands.

Some growers already claim that their crop, despite the past conditions, is far better than they have had for several years.

Buyers are riding daily and are watching the crop very closely. A large influx of out of town tobacco men were in Hartford last week making purchases of cased and old goods, and incidentally going out to see the new crop.

In Massachusetts, where showers have not been so frequent, the crop is looking in the "pink" of advancement, and the growers have the "smile" that never comes off.

While some priming was done last week, this week will see more starting, and the work of harvesting will be on in full swing, until finished. Stalk cutting will not be down until after the 15th.

Local dealers are scouting the country for tobacco in cases, but are not having much success in finding tobacco held in the growers' hands.

Steane, Hartman & Co., Inc., of this city, has filed with the Secretary of State a certificate authorizing the issue of 1,095 additional shares of preferred stock to the value of $109,500, the outstanding capital stock thereby becoming $500,000. Shares of the newly issued stock are held as follows: A. A. Olds, of Windsor, Conn., 435; F. H. Whipple, of Hartford, 435; G. Hartman, of Hartford, 60; E. M. Hartman, of Hartford, 60; I. J. Steane, of Hartford, 60; and Max Hartman, of New York, 45.

A large number of growers from Connecticut attended the midsummer meeting for tobacco growers at Amherst, Mass., Friday, and the addresses made on the subject of tobacco, were very interesting and instructive.

Some of the growers of Havana seed in West Suffield, Conn., have begun to prime and others will start this week.

A. N. Shepard & Son, who conduct a large warehouse in this city, are reported as having brought several lots in the vicinity of Suffield, and at prices ranging from 55 to 65 cents per pound in the bundle.

It is also reported that other buyers were looking over crops in Suffield, and made several offers ranging from 45 to 50 cents per pound in the bundle for cut tobacco of the broadleaf type, but no sales are reported as closed up.

Members of the Connecticut Valley Tobacco Growers' Association are to have an outing and field day on Saturday, August 7, at the Shaker Farms, at Shaker Station, Conn.

Members of all local associations, both in Connecticut and Massachusetts, have been invited.

The purposes of the field day are to get acquainted with other tobacco growers, hear what other associations are doing and what progress is being made by the central agency for selling. Headquarters of the agency are in this city.

Directors of the Connecticut Experiment Station, Dr. E. H. Jenkins, and Sidney B. Haskell of the Massachusetts Experiment Station will address the meeting on the need for investigational work on tobacco diseases.

President C. F. Ward and General Manager F. G. Pelissier of the Connecticut Valley Tobacco Growers' Association will explain the matter of selling tobacco through a central agency.

Jerome Fisher, of Rosenwald & Bro., of New York City, was at the firm's East Hartford warehouses last week.

Mr. Fisher says business is good. Shipments recently were made by this house to Chicago, St. Louis, Sacramento and Key West.

The Enfield Tobacco Growers' Association recently elected the following officers: President, E. Woodward; Vice-President, W. P. Allen; Secretary and Treasurer, R. M. Smythe, with the following as Directors: E. M. Lynch, M. J. Conners, E. P. Garney, John and Bernard Quinn.

The reports show that the association is doing a big and successful business, and the officers are all live wires in the business.

Tobacco around Glastonbury, Conn., is from two to three weeks late, very little has been topped. Too much rain has damaged the tobacco so much that some of it may not mature. In Hampshire County there is about 2,500 acres of tobacco looking well and topping is being done. In the section around Middletown the Broadleaf is doing very well. The tobacco at Conway, Mass., is a little late but prospects are favorable for a good crop.

X. Y. Z.

Checks Sent to Association Members

BALDWINSVILLE, N. Y., July 31.—The Central New York Tobacco Growers' Co-operative Association sent out checks today to the members of the association, it being the first amount paid for the 1919 crop. The checks amount to 10 cents per pound, bundle weight not including trash. The amount disbursed aggregates $54,152.20.

Total Tobacco Stocks

WASHINGTON, July 31.—Leaf tobacco stocks July 1 aggregated 1,452,962,024 pounds, compared with 1,400,963,823 a year ago, the Census Bureau announced today.

Stocks by types:

Chewing, smoking, snuff and export, 1,013,719,134 pounds.

Cigar, 350,692,935 pounds.

Imported, 88,549,955 pounds.

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(Acknowledgment to New York Telephone Co.)

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REMEDIOS

Selectors' Committee Makes Public Statement

Executive Body Objects to Creation of Surplus of Selectors—Balk at Piece Work Production on Time Wage—"Piece Work Not Without Evils," Chiefly "Excessive Speed"—Reject "Invitation to Become Own Executioners"—"Strike Is Still on and Our Determination Firmer Than Ever."

TAMPA, July 30.—The following is a copy of reply which the Executive Committee of the Selectors' Union gave out in reply to the proposal of the Manufacturers in opening their shops:

"The Manufacturers' Association has placed its "open shop" declaration before you, together with their proposed wage scale and working conditions for Selectors, which have as their object the immediate reduction of wages of approximately $20 per week and the future destruction of our trade and its standards.

"The Selectors have never discriminated between the employment of boys and girls as apprentices. The manufacturers, however, have selected boys because they could be used at various objectionable odd jobs about the factory during their term of apprenticeship.

"We do demand that the proportion of apprentices to journeymen shall not operate to create large numbers of unemployed journeymen Selectors, at the same time supplying every bonafide need of the manufacturers for trained Selectors. These, with standard wages and conditions, have been our only demand or interference in our department.

"The manufacturers propose to place our work on a time basis, which, as we have said before, amounts to a wage reduction of about $20.00 per week. There has never been a curtailment in production because of a shortage of Selectors. The piece work agreement was signed by the manufacturers as a working contract between this organization and their association. Their new low-wage proposal nullifies their signed agreement.

"Piece work, we admit, is not without its evils, and its chief evil is excessive speed, whch the manufacturers now propose to profit by, adopting the high standards of production set by piece workers and using them for time workers at $20 lower wages per week.

"The piece work basis, since the signing of the contract with the manufacturers on Sept. 18, 1919, has proven to be the most satisfactory system, and one by which the employer pays for what he gets and that only. They now propose to nullify their contract and get what they do not pay for—piece work standards of production at a low rate time work wage.

"This contract, which the manufacturers now consider a mere 'scrap of paper,' was based on the rates of wages paid in Key West and Havana, and which are being paid at these places at this time. It permits them to employ as large a number as they see fit without adding a wage cost to the product, besides allowing the distribution of the work equitably among the workers throughout the dull season as well as the rush periods.

"The Manufacturers' Association, it is plain to be seen, have one chief object in their present stand: lower wages to the workers—greater profits for themselves. They hope to accomplish this end by first inaugurating their pet hobby, the "open shop" at an immediate wage reduction. Succeeding in this, with its attendant disorganization of workers, further reductions would be comparatively easy. Their whole scheme is one of greed for greater profits at the expense of the workers.

"But their bluff stands 'called' and their dream will end in a rude awakening. We reject their invitation to become our own executioners, and assure you and them also that our refusal is final, definite and permanent. Starvation was their only weapon and it has missed fire. We stand a solid block for decent wages and conditions and the right to protect them by collective bargaining.

"The strike is still on, and our determination firmer than ever.

"THE EXECUTIVE COMMITTEE
OF THE SELECTORS' UNION."

The Cigar Packers Union Also Makes Statement

Issues Circular to "Refute Misleading Statements in Daily Press"—Says, "Pickers and Packers Are Made the 'Goats' "—No Objection to American Girl Apprentices—"Have Never Had Power Enough to Hold Anybody by the Throat."

TAMPA, July 30.—In a circular distributed around the city the cigar packers' union sets forth its position as follows:

"In regard to the break between the cigar manufacturers and the cigar workers of Tampa would say that those of us who are vitally interested in the matter understand the situation perfectly. It is in regard to the public's conception of the trouble between the manufacturers and the workers that we feel called upon to refute misleading statements in the daily press, feeling quite sure that once the public understands the EXACT cause of the break that they will give the workers a fair and impartial judgment.

"In the present controversy the pickers and packers are made the 'goats.' The Cigar Manufacturers' Association

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.

Havana Tobacco Stripping Co.

Tobacco Strippers and Commission Merchants

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COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

says the efforts of the pickers and packers 'to maintain the autocracy which they have enjoyed for many years' is the 'crux of this controversy today,' that they have 'had the manufacturers by the throat and have exacted any demands they saw fit to make and have prevented the expansion of the industry. Under the old system apprentices were virtually prohibited in the packing room. There has been a shortage of packers and selectors here for years. Several of the large factories were forced to close for several weeks during the latter part of last year because there were not enough packers available to pack the cigars made. A tremendous volume of business was lost to Tampa manufacturers on this account.

"We are accused of autocracy. There has been a mutual agreement of long standing between the manufacturers and the pickers and packers in regard to the prices and apprenticeship. To the 470 pickers and packers there are 6 apprentices. Is there any other trade in Tampa with a like proportion? And yet 'apprentices were virtually prohibited.'

"While it is true that during the rush season of last year some of the factories were closed for a few days on account of not having the packers, this is not a regular congested condition, but one brought about because of the strike of the pickers and packers, while the cigar makers continued to produce cigars. We are perfectly willing and able to prove any interested party or parties that we are of sufficient number to handle the output of cigars, and if they can prove to the contrary we are perfectly willing to supply the shortage. Fair, square and above board is understood.

"We have been publicly accused by the manufacturers of being opposed to the apprenticeship of the American girls. We publicly deny this, and go a step farther and say we welcome them, but —and here is the 'crux' of this controversy—that they receive the same wages as the men. To prove this we are willing to enter into contract with the city authorities that all new apprentices, be they American girls or boys, will receive our conscientious and best instructions. They to be the judges whether they receive fair treatment or not.

"We in turn accuse the manufacturers of trying to lower the wage scale by introducing the German style of packing, the reduction being 75 cents less per thousand than the union prices. Now let the public take into consideration the wage reduction with no protection, as opposed to the living wage and protection of the union for the American or any other girl, and judge for themselves who is the fair and who the false friend.

"While all the necessities of life are mounting higher and higher we are against any reduction of wages and against any attempt at the breaking of our union, which is our only protection against wolves in sheep's clothing.

"We have never had power enough to hold anybody by the throat, neither do we propose to allow anybody the power to hold us by the throat. And to prove it, rather than accept the humiliating conditions imposed by the manufacturers, we, the Cigar Packers' Union, No. 474, of the C. M. I. U. of A., most solemnly declare that for us the factories are closed forever."

MORE FOR THE "OPEN SHOP"

Wholesale Merchants and Auto Dealers Fall in Line

TAMPA, July 31.—The Wholesale Merchants' Association and the Tampa Automobile Dealers' Association have joined the stand of the Board of Trade, Rotary and Kiwanis for the "open shop." The wholesale merchants met this noon in their regular luncheon and unanimously adopted the following resolution:

"The wholesale merchants of Tampa, representing a large and important portion of the commercial life of the city, are deeply concerned on account of the present deplorable conditions in the cigar manufacturing industry.

"As loyal and patriotic citizens, with love of home and country in our hearts, and with an earnest desire to see all our people profitably and contentedly employed, we have from the beginning of the present strike viewed with alarm the demands of unwise and radical labor leadership, that the goal of the present strike should be a closed shop for the cigar factories of Tampa.

"We saw with pity the thoughtless thousands of prosperous, well paid and happy workmen desert the factories, not because of unsatisfactory wage conditions but for the purpose of forcing upon the industry the un-American principle of union dictatorship.

"We have foreseen from the beginning of the strike and the deliberate rejection of employment at high wages, that there would be much suffering and want, and that innocent women and little children would soon become victims of intolerable conditions for which they would be in no wise responsible.

"We are now reliably informed that a large number of cigarmakers desire to return to work, but are hesitating to do so on account of intimidation and fear of harm. We well know it to be a certain fact that certain acts may be 'within the law' and yet the methods of performing these acts may be morally wrong. We regret having heard

(*Continued on page 27*)

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Cattle Feeding—Tobacco Industry

(*Continued from page 3*)

year. Another rotation quite frequently followed is a three year rotation of tobacco, wheat and grass. In this system, tobacco is grown in sod ground, and a part of the sod is plowed for corn. Under both of these systems many of the farmers are beginning to grow alfalfa, either along with the clover or else in place of the clover, and with very good success.

The Lancaster stock yards offer an excellent opportunity for the tobacco farmers of this county to produce feeders in the fall of the year. During the busy season of the fall months these farmers handle from three to four hundred carloads weekly. The cattle purchased are of a beef type which have been shipped in from Canada, the northwest, or the southern states. The weight of the cattle ranges from 800 to 1,100 pounds, although sometimes lighter cattle are purchased early in the season. These steers are stabled in October and November and are usually fed until the following April, May or June and are then sold, the most of them going to the Philadelphia and New York markets.

The Lancaster County farmer appreciates the value of a manure and takes very good care of it. He also realizes that 75 per cent to 80 per cent of the plant food value of the cotton seed meal and other concentrates which he feeds to his steers remains in the manure, and by proper care this serves as a fertilizer to his tobacco crops. The fertilizing system for tobacco consists of heavy applications of manure, supplemented with acid phosphate, and in addition to this there is a good clover and timothy seed plowed under, one every three or four years.

It can readily be seen that under this system of farming, whereby all of the hay, corn and straw is utilized right on the farm where it is produced, and in addition to this large quantities of cotton seed meal are produced, that the fertility is bound to be more than maintained. In other words, the raw material which produces these crops is used over and over again on the farm. The tobacco crop may rightly be considered as the cash crop under this system of farming.

When we consider the seasonal distribution of labor on these farms, we find that there are no cattle to be taken care of during the growing season of the tobacco crop. The cattle are purchased after the tobacco is in the curing barns and are fed during that period when the crop is being stripped. This system also provides for a rather constant demand for labor throughout the entire year. This enables most of these farmers to hire their labor by the year, which is also an advantage.

It has been interesting to study the financial relation of the steer feeding industry to the banking institutions of the county. There are 49 banking institutions in the county and a survey has shown that these institutions advance annually to the farmers for the purpose of buying cattle in the fall of the year more than two million dollars. More than 60 per cent of these loans are paid off when the tobacco crop is delivered during January and February. These same banking institutions advance also more than four million dollars to local packers to finance the packing of the crop.

Almost thirty years ago there was organized the Lancaster County Tobacco Growers' Association. This organization has been active throughout this entire period and has been responsible for a great deal of educational work which has been conducted in cooperation with our State Experiment Station and Federal Department of Agriculture. This organization has also fostered the development of a Farmers' Packing Association which entered the field two years ago and has conducted a successful business.

The experimental work is under the direction of Mr. Otto Olson, and experiment stations are maintained at Ephrata and at Lock Haven. In 1919 the station began the study of a large number of strains of Pennsylvania broadleaf tobacco. These strains were grown side by side and studied. Careful records were kept of the yield and qualities compared, and it was finally found that one known as Slaughter was superior in yield and quality. After this was thoroughly demonstrated, the Growers' Association undertook to distribute the seed of this strain. To-day a large acreage of this one type of tobacco is being grown in the county. Demonstrations of the importance of the sterilizing of the beds were first made in 1912, and to-day this practice is almost universally followed. Experiments in fertilizing, breeding, high and low nicotine work are being conducted. For a period of several years, the curing problems have been studied and valuable information on this very important question is being obtained. This year work has been started on the root rot problem.

In 1913 the County Farm Bureau was organized and the services of a County Agent secured. The Farm Bureau immediately took up the steer feeding problem, advocating the use of silage and cotton seed meal in preference to the old system of corn, bran and hay. Hundreds of silos have been erected over this county as the result of the steer feeders' meeting and feeding campaigns.

On Monday, August 23, 1920, the Growers' Associations of Lancaster, York and Clinton Counties will assemble at the Experiment Station at Ephrata to study the results of the experiments and to participate in the picnic. This is an annual event where the growers get together and get acquainted and exchange experiences.

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NEW CIGAR FACTORY

The W. K. Gresh & Sons Co. Open Branch at Baltimore—Start With About 100 Employees.

BALTIMORE, July 31.—A new plant in Baltimore to manufacture cigars, and employing 100 skilled workmen, has been announced by the Industrial Bureau, Board of Trade.

The W. K. Gresh & Sons Company, of Norristown, Pa., is the firm, and has leased three floors of the Leathers, Wood & Co. warehouse, Light and Lombard streets. Operations have been begun with about 100 men employed, among them 75 cigarmakers. The scarcity of skilled men in this class of work, officials said, prevented the firm from employing twice that number.

The output will exceed 100,000 cigars per week, and this will be increased as more workmen are obtained.

National Bank of Cuba Deposits

As an evidence of the prosperity of Cuba, J. T. Monahan, Vice President of the National Bank of Cuba in New York, the local associate bank of the National Bank of Cuba, announced recently that in the first six months of the year the National Bank of Cuba, which is the depositary and fiscal agent of the Cuban Government, had increased its deposits by $90,000,000. Deposits, according to the general balance sheet of June 30, were $194,506,648, compared with $145,597,274 at the end of 1919. The National Bank of Cuba now has 123 branch agencies.

More for the "Open Shop"

(*Continued from Page 25*)

well authenticated reports that workmen desiring to return to the benches have promptly felt the subtle and pernicious influence of the unseen boycott, of veiled threats and secret intimidation—all strictly 'within the law,' but none the less effective.

No Fight Against Union Labor

"'With malice toward none, with charity for all,' we declare our convictions, and therefore be it resolved:

"First—We recognize the right of all men to organize and we have no fight against union labor so long as men who do not belong to the union are given the privilege of working under equally favorable conditions if they so desire.

"Second—We declare our unwavering belief in the principle of the open shop, giving every citizen the right to work under conditions that are satisfactory to him.

"Third—We at this time pledge our full support and whatever influence we may have as citizens to all men who wish to work in the cigar factories of Tampa, whether they be union men or independent workmen.

"Fourth—We call upon all citizens and all civic organizations of this city who believe in the principle of the 'open shop' to publicly assert their belief in order that the opinions and the desires of the majority of our citizens may be known at this time."

Auto Dealers Are in Line

A set of resolutions, which thoroughly endorses the stand taken by the Tampa Board of Trade, Rotary and Kiwanis clubs in regard to the "open shop" matter, were unanimously adopted by the Tampa Automobile Dealers' Association at its regular weekly luncheon and meeting Thursday at the Eagle Cafe. President Ray Cralle presided at the meeting.

Wisconsin Tobacco Market

EDGERTON, Wis., July 30.—The heat of the latter part of last week and the continued dry weather and bright, sunshiny days have not been favorable to the growing crops. Where the soil is strong and the growers busy cultivating, no serious damage has been done so far, but a continuation of another week of this kind of weather will not benefit tobacco. The earliest planting is at the greatest disadvantage just now, as it is hurried into a premature blooming stage. It is not till within the present week that any apprehension has been felt for the safety of the 1920 stand. Rain is needed now. Corn, potatoes and pastures are also approaching a point where prolongation of dry weather will materially cut down the estimate made a week ago. The interdependence of feed crops and tobacco culture in Wisconsin is so intimate that the suffering of one will jeopardize the other. The market is very quiet; the warehouse season is practically over. A lull for a little while. We are almost ready to step into the month of August, and the packers have the sampling of the 1919 on their hands. Every indication points to early sampling this year. Before this task is finished, the harvest will be on. But just now the minds are filled with the fervent hope of an early rain.

Our northern correspondent says: "We have had another week of cool, dry weather in this section. It has been excellent for small grain, but not so good for the tobacco. The cool nights have been a redeeming feature."—*Edgerton Reporter.*

GROSVENOR NICHOLAS & CO.
INCORPORATED
DIRECT IMPORTERS OF HAVANA CIGARS
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Telephone: Broad 3108-3109

Romeo y Julieta — *Ramon Allones*
Por Larranaga — *Punch*
Giaconda — *El Trovador*
Rey del Mundo — *Partagas*
Belinda — *Castaneda*
Mi Nècha — *Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.
Price list upon application

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK
Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
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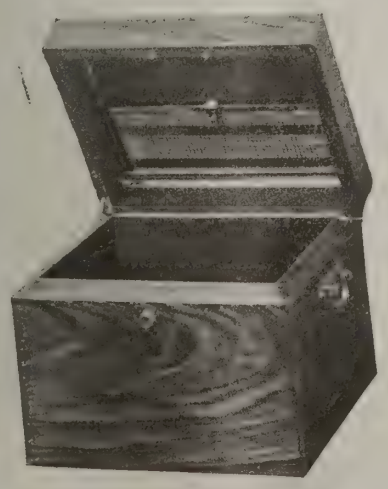

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of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars
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Philadelphia Association Has Another Meeting

Committee Appointed to Draft Constitution and By-Laws—Members Have Luncheon and Discuss Organization—Prospects for Permanent Success Growing Brighter—Practically Every Jobber Lined Up—Federal Reserve's Tobacco Report for July—Cressman's New Price Quotations—Loss of Life and Heavy Property Damage in Disastrous Fire—Sig. C. Mayer & Co. Suffer from Second Fire Within Few Months—Another Fire Damages Congress Cigar Factory.

PHILADELPHIA, August 3.—Now that an organization of the Philadelphia jobbing trade has been decided upon by the unanimous vote of all who attended the first call for a get-together session, held a week ago at the Hotel Adelphia and representing fully 99 per cent. of the trade, the next step to make that organization perfect has been taken. On Friday afternoon and evening last the committee appointed to draft the constitution and by-laws of the new organization (which it will be recalled, as told in TOBACCO, was inspired by the T. M. A. convention in Washington) was the guest of Acting President H. Stewart Moorehead at his apartments in the Gladstone. There was much discussion, a bit of luncheon, then more discussion and finally a very comprehensive, and it is believed entirely satisfactory, draft of a governing chart to be acted upon at another mass meeting of the trade to be held on Thursday evening, again in the Adelphia. Discussing the prospects, Mr. Moorehead said this week: "I was most agreeably surprised at the large turnout last week but more so at the enthusiasm which was manifest. I had so often been disappointed in the past that I was rather dubious this time. All my doubts, however, now are gone. I am absolutely confident that we shall have a real working body and one which will function for the best interests of the whole trade."

Another of the leaders of the movement, now culminating in success, said: "I take no stock in the suggestions of a few remaining Doubting Thomases, that our next step should be to require all who propose to join the association to put up a bond that they will live up to its rules and regulations. It is my opinion that the strongest bond which will keep all together is the self-interest which prompted the meeting. And moreover, if a man is placed on his honor, I believe he has the very strongest inducement to play the game fair. I do not want to suggest that there is a single member of the trade, either among those who attended, or among the several others who in the haste of the call were overlooked, but who certainly will be invited to be present next week, who cannot be trusted. But if there is such a one he soon will be discovered. We shall make no attempt to compel membership, nor shall we make any effort at price enforcement, even if that were legal and possible. But we shall in our deliberations forcibly bring out the fact that the jobbing business as now conducted, particularly with regard to the sale of cigarettes, yields no profit to anyone, and that a state of complete demoralization exists. I have no doubt we shall have unanimous observance of the suggestions for procedure along perfectly proper and legitimate business lines, which will be made in our meetings.

"While I join with Mr. Moorehead in jubilation over that which seemingly was impossible has now been accomplished—the welding together into a harmonious whole elements that hitherto have pulled apart, because they did not get each other's point of view, and having not come into personal contact did not understand each other—I still am of opinion that our biggest task still is ahead. It was important to get all together; it is far more important to keep all together. And yet I am confident that this, too, can be done."

Mr. Moorehead reported receiving during the week many letters from points beyond the city, from Scranton, and from Boston particularly, from interested jobbers who read of the new organization in the columns of TOBACCO. The action of the Philadelphians was highly commended. What was most pleasing to him, however, was the fact that several local dealers, overlooked in the first call for organization, had advised him of that fact, and had expressed a willingness to join if their membership was desired. Of course, Mr. Moorehead assured them that it was the desire of the association to have all direct jobbers in the city and nearby join the organization. There is forecast for the meeting Thursday night a virtually 100 per cent. representation of the metropolitan Philadelphia tobacco jobbing interests.

Convincing proof that the peak is not yet here comes with the announcement by Allen R. Cressman's Sons of an advance, and through reports that other manufacturers also will increase prices.

Under date of July 29 the Cressman company sent out the following:

To Our Customers:

Continued increases in costs—particularly in tobaccos—make necessary the following adjustment in prices:

Sizes.		Counsellor.	Retail Selling Prices.
Rothschilds	1/10th	packing $61 per M	8c Straight
Rothschilds	1/20th	" 62 per M	8c Straight
Londres Grande	1/10th	" 61 per M	8c Straight
Specials	1/20th	" 73 per M	10c Straight
		Manuel.	
Conchas Perfectos	1/20th	packing $92 per M	2 for 25c
Londres	1/20th	" 92 per M	2 for 25c
Panetelas	1/20th	" 92 per M	2 for 25c
Perfectos	1/20th	" 110 per M	15c Straight
Perfectos Extra	1/20th	" 115 per M	15c Straight
Presidents (Foil)	1/20th	" 125 per M	3 for 50c
Imperiales (No Foil)	1/20th	" 125 per M	3 for 50c
Imperiales (Foil)	1/20th	" 135 per M	20c Straight

Add $3 per M to 1/20th prices for 1/40th packing.

Quantity trade discounts and cash discount same as heretofore. All orders now on file will be shipped at *old* prices.

The story of how Philadelphia stood in the tobacco trade in July is told in the statement of business conditions just issued by the Philadelphia Federal Reserve Bank. Readers of TOBACCO are in a position to realize how the bank's summary of the month was anticipated by the weekly reports in these columns. The Federal Reserve statement follows:

"Demand Is Still Running High"

"The scarcity and high prices of boxes apparently constitutes a real problem for the cigar manufacturer. Reports from all sides indicate that cedar, from which the boxes are made, is almost impossible to obtain, and the price is steadily advancing.

"The transportation situation has affected the tobacco industry by slowing up collections and tying up capital in merchandise, which merchandise is very much delayed in transit.

"The demand for tobacco is stilll far in excess of the supply. Prices have been going higher and higher, but it is thought that the peak has been reached. Labor has been receiving the highest wages in the history of the industry, and for some time past raw materials have been very scarce and have brought excessively high prices. In the Government crop report for July there is indication of a relief from this condition, as a greatly increased tobacco crop is expected. At the close of the war the countries of Europe purchased such large quantities of tobacco from the United States that the amount exported during 1919 was considerably in excess of that exported in 1918. This depleted the supply of raw material and sent the price up. This year a more normal export condition is expected, and this lessening of the export trade together with the larger crop which is looked for will result in a larger raw material supply, with a consequent lowering of prices.

"The tobacco area planted this year in Pennsylvania is estimated at 93 per cent. of last year's acreage, or 37,000 acres. The condition of the crop on July 1 was 90 per cent. of normal, indicating a yield of 1,359 pounds per acre and a total production of 55,719,000 pounds as compared with 54,500,000 last year, and 55,704,000 pounds the average production of the past ten years."

There exists in the trade no general agreement with the bank's statement that that the peak of prices has been reached. Indeed, nearly all the manufacturers are of opinion that further advances will be required to meet the adverse conditions of continuously rising costs of raw materials, including boxes and of rapidly increasing overhead, due largely to congestion in delivery incident to a choked up freight service and to the expensive expedients of express, automobile and parcel post deliveries.

For the many thousands of dollars worth of tobacco which went up in smoke this week or was damaged by flame or water, insurance companies will pay Although heavy loss was sustained, far greater damage was narrowly averted.

The greatest damage was done to the temporary factory of Sig. C. Mayer & Co., occupants of the old M. Zifferblatt factory, at the southeast corner of Fourth and Cherry streets. The fire originated from explosion of vapors from liquid used for coating chandeliers in an adjoining factory, and spread with unbelievable rapidity through that plant, and then through the entire structure, the third, fourth and fifth floors of which were used by the Mayer factory. Hundreds of employees were still at work when the fire broke out late Friday afternoon, and they were marched out in order and without confusion down the stairway on the Cherry street side of the building. But the wind carried the flames northward from the place of origin, through the Mayer factory, and here the loss probably was most severe of all. Indeed, at this writing, it is not known, but it is feared that many lives were lost. Charred bodies were found after the fire, and search of the ruins still is progressing. The Mayer factory and stock were completely destroyed, either by flame or by smoke and water, but the extent of the loss is not yet known. This is the second misfortune the Mayer company has had this year. In March its old factory at 306 Cherry street, within a stone's throw of the present temporary location, was completely destroyed. It is now in course of rebuilding, and work will be pushed, so that when operations are resumed in a few weeks, if not before, they can be begun in the reconstructed old home. M. Zifferblatt estimated the loss on the property at over $25,000. He said that less than two months ago the property was thoroughly inspected by fire officials, and that repairs and installations to make it conform to modern regulations had been made.

The tobacco trade loss was not so great, although the imminent possibilities of far greater destruction existed at a $1,000,000 fire on Thursday afternoon in the neighborhood of Third and Locust streets. The only cigar factory directly affected was the Congress, but the fire was checked before it seriously damaged the building in which the Congress factory has a floor. The fire was the most disastrous in recent history of the city; six alarms were sent in, calling out nearly every fire engine and firefighter in the city, and for a time it seemed certain that the entire block from Third to South American, or even back to Second street, and from Locust street to Spruce street, on the south, and to Walnut street on the north would be swept away. In this larger area are the factories of Bayuk Brothers, Allen R. Cressman's Sons, and Seidenberg. The substantial walls and a north wind kept the Bayuk plant out of danger, and the control which the firemen got over the flames saved the other factories. Operations at all these plants are now going on as usual.

The meeting of creditors of Mendel & Co., recent involuntary bankrupts, as told in these columns, will be held this week. It is hoped and believed that some arrangements can be made whereby operations at the factory can at once be resumed.

Sale of the Segal & Lloyd retail stand to M. Bazier is reported off. A purchase money deposit was made but subsequently was returned.

The humiliation of having a team run into and half upset by a flivver was suffered Thursday afternoon by Murphy Brothers, of Camden, at Second and Chestnut streets. Damage, however, was not serious.

G. Peckham, at present engaged in the retail cigar business at 8th and Lombard streets, and H. Feldman have formed a partnership, and have leased a store at 8th and Chestnut streets. They will open August 10 as a cut-price cigar establishment.

E. Walter opened on Monday last a retail cigar store on Second street, just above Spruce.

Samuel Popolove, formerly in the Bobrow Brothers employ, has purchased the Morris Building stand hitherto conducted by Harry Rosenthal.

Thieves, with a liking for good smokes cheap, last week broke into the factory of the Reply Cigar Company, 224 Pine street, and stole several thousand cigars.

Three thieves last week entered the store of Benjamin Lipshutz, 1717 South Fifth street, and struck him over the head with a blackjack, rifled the cash drawer of $50, and then escaped in a waiting automobile. One of the robbers, tripping as he ran down the steps, almost suffered capture. Shots were fired after the fleeing auto, but evidently went wild. After the attack, Lipschutz walked to Mt. Sinai Hospital, where ten stitches were taken in his scalp.

Joseph Graf, widely known in business circles in Tioga, a residential section of the city, died last week at his home, 1917 Westmoreland street, at the age of sixty-nine years, after an illness of several months. For the past fifteen years he was proprietor of a cigar and tobacco business at 19th and Westmoreland streets. He was a member of Kenderton Lodge No. 266, Independent Order of Odd Fellows, the Tioga Liedertafel and the L. K. U. V. Lodge. He is survived by his widow, Mary Graf, two sons and a daughter. Services were held from his home and interment was private.

Harry Lewis, for many years connected with the Yahn & McDonnell store, and lately stationed at the wholesale branch, Juniper and Sansom streets, is now with the Schulte store at 52nd and Market streets.

J. G. Bridgeman, from headquarters, is now in the city conducting a vigorous campaign for the In-B-Tweens, for which Duncan & Moorehead are distributors.

The Stratford Co. last week appointed Charles H. Krull & Co. as one of the distributors for Philadelphia, in conjunction with the factory.

Darmstadter & Wachter last week opened the new branch store, 51 North 11th street.

Manager Wilson, of the stock label department of the American Lithograph Company, was a visitor to the city during the week.

Promote frugality and industry by example, encouraging manufactures, and avoid dissipation.—George Washington.

FORE!

You won't need a "Caddie" to hunt your sales "ball" if you stock Prince Hamlet for your select trade.

Prince Hamlet has "pulled" many a cigar store owner out of a difficult "lie" and driven him over the "bunker" to a "long-green" "fair-way."

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Also 10c. and 11c. sizes

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Our Car-Card advertising makes the course in "79" regularly. "Match" up with our campaign.

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Manufacturers of the Famous "Mapacuba" Cigars

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New York, 119 Lafayette St., Phone Franklin 3166

E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City

Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE

For

MAKING LONG FILLER BUNCHES

With

UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

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Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

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Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

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Samples cheerfully submitted upon request

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BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

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Good Prospects for Greater Business Up-State

"Big 6" Smoking Good Lookers—September Inscriptions May Bring Forth Crocodile Weeps—In-B-Tween Baggage Gets Accommodation—Tareytons to Be Kept in Mind—The Cigar That Put Bethlehem on the Map—One-Eleven to Climb Capitol Hill—A Way to Beat the Safe Trust—Receiving Overdue Shipments.

New York State Capitol District,
Week of the Typo, 1920.

"Hey, Sam, what are all those guys comin' up the street?" sang out Jim Stubb, standing in front of the Stubb & Ash, Inc., retail entrance, and peering at the peerade. "Are they prohibitionists, democrats, or cigar salesmen?"

"See-gar salesmen, huh?" grunted Sam Ash, also leaving the rampant retail counter for a squint down State street. "Why, them birds ain't nu see-gar salesmen, nor even cigaret peddlers! Nu! Lookut how happy they should be, laughin' an' singin' such as a Tammany delegation should do, unnerstan me. Where should yuh find it anney see-gar or cigaret fellers like that, I ask yer?"

"Well, then, Sam, they must be cigar manufacturers," Jim Stubb reasoned, trying to make out what the blue and gold banner behind the band had to announce, "for where in the world, Sam, had you ought to find a happier class o' chaps than a bunch o' proprietors of prosperous cigar factories?"

"Yeh, them goofs should mebbe be laughin', too, with even Java tobacco, y'unnerstan, now worth so much as cord tires," Sam Ash scoffed, going back into the store to wait on a customer who wanted a Porto Rican cigar for six cents. "But, accordin' to my idears, I bet yer, they should be more anxious to cry, especially after them there September inscriptions."

"Shucks, Sam, these fellows in the parade are all smoking pretty good looking cabinet-coronas, anyway," observed Jim Stubb, at last able to read the fluttering gonfalon, indexing the crowd of arriving strangers as the 'Typo-Big-Six.' "And, being printers, Sam, I guess a few thousands in convention here this week won't spoil business much, eh?"

"Trade ought to be bang-up all through here this month," remarked J. M. Redmond, leaning toward the floor of the Hot Chair Club to rest his Kraus & Company Baltimore baggage of In-B-Tweens with the Committee on Accomodation. "With your Albany tourists, three or four conventions, Saratoga and Adirondack season in full swing, I don't see why the Capitol District merchants won't sell some cigars."

"And cigarets—don't forget the Tareytons," warned Sir Arthur Dixon, Bart., V. S. T., E. T. C., also parking his Falk Tobacco Company bag-o'-briefs with the Chief Clerk o' the Chit-Chat-Circle. "For I really think our Tareyton brand shows the largest increase of any high-grade cigaret on the Eastern marets."

"You may be right on cigarets," allowed Charlie Ferber, trying to obtain a reservation in the Hot Chair Club of sufficient space to put his Capital Cigar Company samples, "but on cigars, men, look up the records of the Hudson County Tobacco Company's Eighty-Four invincible. That's the cigar which made Bethlehem, Pa., so famous before Charley Schwab opened his first steel mill there."

"Uh-huh, you tell 'em, Charley, I stutter," stammered Sam Ash, selling a rushed smoker just the cigar he finally desired after ten minutes search of the cases. "But yuh should wait until Leo Greenwald waddles offen the night-boat tomorrow morning before yuh say it such things. Because, unnerstan me, Leo also admits his Inter-Boro Cigar Company is producin' a few see-gars."

"Gosh, Sam, I thought Leo went away for his health, like George Thompson, to South America and all points pleasant," Jim Stubb commented, resuming his seat with the Amalgamated Association of Aerologists. "Anyway, George writes that he has checked in his Liggett & Myers Tobacco Company trunks with the Kingston, Jamaica, folk after considerable travel through Porto Rico, San Domingo, Cuba, and other cool spots south.

"And, in passing, George mentions that he'd give a pack o' Fatimas for a few sniffs o' air from the Ten Eyck Hotel roof, just now. You notice he doesn't say it's warm, but from a suspicious drop o' what looks like sweat on the letter, I wouldn't be a-tall surprised if the climatic conditions, down there, are hot enough for any cigaret salesmen looking for vacations with the rara avis."

"Sure, mebbe a cigaret man should git it a vacation where it should be cool as a Knickerbocker Ice Factory, unnerstan me," sputtered Sam Ash, letting a cash customer get away from him because it was too hot to argue whether the alfonsos were claro or maduro. "But, I bet yer, these here American Tobacco Company rara avis, or whatsoever yuh should name 'em, ain't gonna git it anneymore this year.

"Because, in the first place, the fellers at 111 Fifth avenue, Hylantown, are gittin' ready to send a new cigaret up this way, y'unnerstan. It'll be called 'One-Eleven,' too, I unnerstan, with the face o' Sittin' Bull for the Injun trademark as a centerpiece.

"Some say it'll go the trade for $6, less the usual discounts, makin' a fifteen cent proposition of the brand, unnerstan me. An', after deductin' ten per cent, two per cent, as jobbers' an' retailers' discounts, theys just $5.29 left for a $3 tax, two-an'-three-quarter pounds o' tobacco at, say, forty cents the pound, or $1.10.

"So outa the big balance o' $1.19, net, the manufacturer has gotta git it his production charges, transportation, an' sellin' expenses, which should also-as-well include advertisin', an' that'll be a pretty close shave, as the barber said to the crow which tipped him one of those there aluminum beer checks."

"Cripes, Sam, your old chum Dick Rove had a close shave on Broadway yesterday," gasped Jim Stubb, throwing a four inch butt on the floor for Benny to sweep up. "He had just paid thirteen cents for a Peter Schuyler perfecto in the G. W. Van Slyke & Horton store at number 471, and was drawing a deep breath for the first full puff as he stepped out the door, when, blooey! down came that eight ton safe the Albany Trucking & Storage Company was removing from the third floor to the new V. S. & H. offices in the factory on Clinton avenue.

"Yep, Dick heard somethin' slip, he says, and it turned out to be the bran new hawser which Dan Long's boys had slipped over the windlass on the truck. And before the guide standin' on the copin' could holler 'Gangway!', the lil' baby crashed through copin', plate glass front, and all!

"No one got jammed, for a wonder,

(*Continued on page* 40)

BENJ. SCHWARTZ

EXCLUSIVELY

PACKER PENNSYLVANIA BROAD LEAF

AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A

rrespondence
Co Solicited

EPHRATA, PENNA

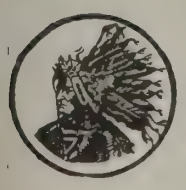
It is the desire and policy of

The American Tobacco Co.
INCORPORATED

to extend to its customers the maximum of service and every courtesy within its power.

WRITTEN in large letters, framed and hung upon the walls of all our offices is that business motto. It is put there to catch your eye as you come in, for we want you to KNOW what our policy is BEFORE you deal with us. We are confident that we can prove it to you AFTER you become our customer. It embodies everything that is worth while in business dealings. We CANNOT do more; we WOULD NOT do less.

Hung on our walls it keeps us, as well as you, mindful of our policy. From General Manager through salesmen to office boys, there can be no deviation. Every representative that goes out from our office has the slogan ringing in his ears: "SERVICE," "COURTESY." It establishes and maintains our business as well as yours. It is the basis of friendship; it is the keynote of success.



The American Tobacco Co.
INCORPORATED

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Established 1867 **Original Factory No. 1**

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

Foreign Trade in Colonial Tobacco Holland's Hope

Tobacco Planting in the Netherlands, Born of War Necessity, Is Disappearing While Prices Are Dropping—Buyers Offering Half the Price They Paid Last Year for Domestic Leaves—Foreign Trade That Seemed to Slip Through Dutch Fingers in War, Now Returning to the Old Channels.

AMSTERDAM, July 20.—The tobacco world seems to be returning to its pre-war establishment, its custom, preferences and peculiarities. The return is being brought about slowly but nevertheless surely, it would seem. Apprehension that the foreign trade in tobacco, built up in centuries of hard work, would be wiped out by a comparatively short spell of war, is disappearing. Trade is returning to the old channels, but some of our staid old mynheers are still covered with gooseflesh. They can't get over the idea that Holland, on account of a war in which she took no active part, should lose her tobacco trade.

As a matter of fact, Holland did lose the trade. She is now merely recovering it. And she is mighty glad to recover, for the experiment of planting tobacco on home soil, undertaken during the war when the British blockade shut up Dutch vessels in their home ports or requisitioned them for Allied war purposes, thus separating the Dutch colonies from the motherland, is not a success. Many farmers who took up tobacco planting have given up the venture entirely. Since colonial tobacco is coming in plentifully, there is no longer any demand for the home article. Consequently the prices are tumbling. Buyers are now offering 50 per cent of the price they paid for the domestic week only a year ago.

In the Betuve where tobacco planting was booming during the war, the tide is ebbing. Farmers are abandoning tobacco as quickly as they patriotically jumped into the business while it looked like a gold mine. The farmers think they have no chance in competing with the colonies, since England has again open the seven seas to Dutch freighters.

Of course, new wars are threatening, if not already in action, that may again stop all sea traffic. Then there will be another chance for tobacco planters in Holland. In fair weather, however, Holland, as a whole, thinks more of her plantations in her distant colonies than of her home farmers, who may plant tulips and onions as well. Amsterdam merchants feel little sympathy for the planters of Afferden who realized only 56 guilders on their yellows. The bales that come from oversea is what the gentlemen of the warehouses and the counting rooms care about.

Our merchants are just getting over their fright, only just realizing how frightened they were. Henri Dentz, writing in *Sumatra Tabak,* referring to the overshadowing peril, says:

"America had bought little of the crop of 1915, and in 1916 she could not get anything from Holland (on account of the blockade). Consequently there was a tremendous demand for wrappers in America. Holland failing her, America had to explore new channels in order to get what she needed. Thus the so-called direct purchases in the Dutch Indies, including direct shipments from the land of origin to the land of consumption, were inaugurated. They began in May, 1917, and now, like a horrid nightmare, they are disappearing again.

"Holland could not blame the Americans. American merchants and manufacturers went to Java and Sumatra to buy. Although they lacked the experience they tried to buy anything in sight, as long as they could ship it. And Dutch plantation companies were only too glad to sell. It was the only way to get rid of their accumulated stores and turn them into money. If it had not been for those American buyers the Dutch planters would have had to stop planting.

"Americans led the way and other foreign buyers followed in their wake. Any country that needed Dutch East-Indian tobacco sent her agents to the colonies and bought them. Even our Dutch merchants themselves did the same, in order to save some of the stores for themselves.

"While this system might be excused as a war necessity, it would destroy the Dutch tobacco trade, should it continue after the war. If every country would buy directly from our colonies, where would we come in? Holland must be the same tobacco world market it was before the war. We must strive with all our might to regain the position we lost, otherwise the glory of our former days will be gone forever."

Mynheer Dentz knows what he is talking about, for he is a tobacco broker himself. Unless the world buys its tobacco in Holland, Dutch tobacco brokers would be as superfluous as a mouse in church.

Still, it seems the world prefers to buy tobacco in Holland if it can. There are some advantages, no doubt. Buyers have a large assortment to select from when they come to Holland. That is much easier than to go scouting in the colonies. Thus Holland expects to maintain her title as the tobacco trade center of the world, expects to assemble on her docks the crops of the East, offering them in selected form to any buyers, and expects to get paid for her pains.

Mynheer's gooseflesh is disappearing.

Dutch Tobacco Trade and Industry Expanding

(*Continued from page* 11)

Deli, says the *Sum. Post,* the weather was extraordinarily dry and warm in the month of May. In fact, it was hotter and dryer than for many years. Fortunately, the last few days in May had some showers of rain. So the planters' fears will not come true, the crop will not be a total loss. Of course, the lasting dryness has had some effect upon the plants, for reports on the new growth are nothing to be bragged about. There is not a report from a single plantation that could be called good. The best that some of them may sav is that the crop will be satisfactory. Some reports openly concede that the plants have suffered from the last dry heat. Experts think the crops might improve should there be more rain. Only a small part of the crop is in the sheds. And this part is nothing to boast of, according to expert traders. The leaves are said to be too fat and deficient in color, as a result of lacking rain. Stocks on hand left over from previous crops have now all been shipped to Holland, says the *Post.*

In Amsterdam 50 bales of Chinese tobacco were sold recently. The average price was 100 cents.

SUMATRA EAST COAST TRADE

Large Quantity of 1918 Tobacco Held Over Until 1919—Almost Entire Crop This Year Sold in Amsterdam.

The total exports from the Sumatra East Coast for 1919 were valued at $84,133,215 and the total imports, $34,855,410, or a total trade of $118,988,625. The trade balance in favor of the East Coast in 1919 was $49,277,805, against $33,675,942 in 1916. The latter year is considered as representing normal conditions and a normal expansion of trade. It is therefore probable that for the immediate future the balance of 1916 will be maintained between exports and imports, according to reports from U. S. Consul A. E. Carleton, stationed at Medan.

There is no proverb in the whole catalogue of them more true than a penny saved is a penny got.—GEORGE WASHINGTON.

IT'S MILD!!!

A Manila Cigar is the MILDEST EVER!

There is a Mighty Big Class of Smokers in the U. S. A. who want them that way!

That's one reason why the Importation of Class C Manila cigars has Quadrupled in Four Months!

Smokers are very willing to BUY MORE and to PAY MORE when they find the type of cigar they want.

THE call from Maine to California is for better Grades of those MILD, FREE-BURNING MANILA CIGARS.

Considering the FAVORABLE CHARACTER and the HIGH QUALITY of Manila cigars their cost, comparatively, is very little.

THERE IS QUALITY IN MANILAS
THERE IS MONEY IN MANILAS

List of Manufacturers and Distributors on application

Manila Ad Agency (Chas. A. Bond, Mgr.), 609 West 127th St., N. Y. C.
Phone Morningside 6204

Hope to Restore Life to Association in Chicago

To Issue Call for "Revival Meeting"—Schulte Stores Offering Bargains—New Packing of Drummond's Natural Leaf—Jonathan's Up $5 Per Thousand—Schermerhorn, Inc., to Feature King Adolph—Max Ginsburg a Newcomer—The Fair Made Big Offerings—El Predomino "Humming"—James H. Wells Back in Cigar Business—Personal Paragraphs Picked Out of the Busy Throng.

CHICAGO, July 29.—It is being asked around "What has become of the Chicago Retail Cigar Dealers' Association?" and, "What are its officers going to do for its members?" Some of the vice-presidents are going to call a special meeting to get the members together and continue the association. It appears that the lack of interest manifested by the association's guiding head, due, it is said, to the defeat of a friend who did not get the support of the association's members in the late city election for Mayor, was the cause of its going to sleep. But now new life is to put Chicago on the map once more.

The Schulte stores offered 120 Camels, Lucky Strike or Chesterfields for $1; and 100 Omar or Fatimas for $1.05. The sale went over big.

Doc Raphael, head of the Ryan & Raphael Cigar Co., is back from a business trip that took him to New York and Tampa.

A new packing of Drummond's Natural Leaf is on the market. Eighteen 50-cent plugs are packed to a caddy; 5 and 10 cent cuts to a plug.

All sizes of Jonathan mild Havanas cigars have advanced $5.00 per 1,000.

The 12th Street store offered 200 Camels for $1.47; 200 Fatimas for $1.98, and 200 Melachino No. 9 for $1.59.

Goldberg and Bennett, the "stars" on the sales force of Grommes & Elson, are on an auto trip through the Wisconsin Dells. Goldberg and Bennett are known as the "Cigar Peddlers," in the Chicago trade, and have a large following.

Ed. Littman, owner of the Prairie Cigar Co., has left on a boat trip that will take him as far as Buffalo.

Schemerhorn, Inc., has placed an opening order with the Alvarez, Valdas Co., of Tampa, and will feature the high grade King Adolf seed and Havana brand. Doc Rosobro closed the deal for the factory.

Louis Nathanson, head of the Louis Nathanson Co. chain of retail stores of Minneapolis, spent a few days in Chicago.

Max Ginsburg, a newcomer in the cigar business, is here representing the Fernandez & Fernandez Co., of Tampa, maker of the Estos Si brand of mild Havanas. He has several jobbers handling the brand and many dealers have it in stock already. "Max" is a real live one and the trade likes him.

The Kaskaskia Tobacco Co. of Shelbyville have closed to distribute Romeo-Garcia, and the Pana Wholesale Grocery Co., of Pana, Ill., will distribute the Kelly 1-2-3 brand, made by Harris & Son, Inc.

M. B. Seigel, a retailer here, is about to leave on a motor trip through the East. His three retail stores are showing increased sales.

George Knight, Jr., is no longer selling Alamo cigars for the Max Bergman Cigar Co. George has left the cigar game and gone into the oil business.

"America's finest domestic cigarette," English Ovals, are repeating. New paper window signs are up on many stores.

Charlie MacFarland came in from Minneapolis to try and get the El Predomino Cigar Co. to speed up shipments of Della Casa cigars to his customers.

The Powers Building cigar store, on Wabash aveue., shows a large window display of Jonathan mild Havana cigars.

Thomas Harbich reports that Tunis Bros. are making good shipments of Garcia Fama cigars to his distributers, P. J. Rubey & Co., of South Chicago.

Joseph L. Osthemer, manager of Sol M. Bernstein & Co.'s store, has returned from a vacation which he spent at his old home in Greenville, Ohio.

Della Casa, in 3 sizes, has been stocked by Henry E. Ackerburg, of 187 West Madison street. Della Casa is a fine mild Havana.

James H. Wells, who recently sold his large loop drug and cigar store to Lowenthal & Furstenan, has again entered business, having bought out Leffingwell's, one of the largest drug stores on the north shore, located in Evanston.

La Fendrich Boswick is in town visiting Ruhstrat Crowley & Co., who distribute the Charles Denby brand made by H. Fendrich & Co., of Evansville, Ind.

The Wm. F. Monroe Cigar Co., Tribune Building, shows a fine window display of Gonzales De Guzman, made in Ybor City by the Demmi Cigar Co.

Rubini, clear Havana Luxuries, packed 5 in a box, each cigar foil-wrapped, is on sale with the dealers. The box of 5 retails for 75 cents.

Shorty's Smoke Shop, 3032 Indiana avenue, shows a large window display of Murad cigarettes.

Sam Farber, at 940 North State street, now offers 4 sizes of the El Producto cigar.

Charles Daly, manager of the large Wengler & Mandell retail store, is spending his vacation at McHenry, Ill.

L. P. McKittrick, one of the heads of the Tobacco Products Co., stopped off for a brief visit with the trade.

Around town we have had, recently, Sig. Mayer, of F. Lozano & Co.; Joe Garcia, of Perfecto Garcia & Bro.; Jack Rosenberg, of the Preferred Havana Tobacco Co.; Herb Mesick, of Cuesta Rey & Co.; Geo. Becker, of Park & Tilford; Doc Rosobro; Fred Oakes, of E. H. Gato Cigar Co.; P. J. Cassidy, of Martinez & Co., of Tampa; Al Spellman, of San Telmo Cigar Co., and Harry L. Harris, of Harris & Son Cigar Co., of New York.

WE HAVE

2,000,000 Manila Cigars For Immediate Delivery

AND WE ARE RECEIVING

2,000,000 CIGARS MONTHLY

We have 17 of our own registered brands in various sizes. Classes A, B and C. Quality Guaranteed. Brands given to jobbers for exclusive use in their territory.

WE GUARANTEE TO DELIVER ALL ORDERS PROMPTLY

We Will Submit Samples and Prices Upon Request.

COHN BROS. CIGAR CO.

325 W. Madison St., Chicago, Illinois

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

Better Freight Conditions at San Francisco

Prosperity Abounds in Country Districts—Traveling Salesmen in High Good Humor—S. Haas, of Cincinnati, and Charles W. McCormick, of New York, Calling on Coast Trade—J. H. Nightingale on Trip to Portland and Other Points—Eduardo H. Gato, Jr., Has Interesting Views.

SAN FRANCISCO, July 27.—Slightly better freight conditions and an improvement in business, all down the line, are the satisfactory conditions reported in trade circles this week. The country districts are prosperous and, the further the process of harvesting goes along, the more prosperous the rural population is growing.

It is a poor farm hand who cannot earn $100 a month and all found. Five dollars to $7.50 a day are average laborers' wages in the farming districts. This prosperity naturally affects the tobacco trade in the farming centers, and small town prosperity is putting some of the traveling salesmen in high good humor. It is also leading some of the large jobbers to believe that business in the city will be good during the coming fall.

Sidney Rosenthal, salesman with H. L. Judell, is one of those who recently returned from the road with the report that business is fine. He has been on a trip through Sonoma and Marin Counties and everywhere found prosperity and a disposition to buy.

S. Haas, of Haas Brothers, Cincinnati, is in town and was calling yesterday on H. L. Judell, who handles the Watt cigar, of which the Haas Brothers are the manufacturers. Another cigar which this firm finds to be a good seller is the Norwood cigar, a popular ten-cent seller. C. W. McCormick, representing A. Siegel & Sons, of New York, manufacturers of the Norwood, is in town at present, calling on the trade. The La Abilidad, wrapped in foil and made in Los Angeles, is another ten cent cigar which is taking good hold.

No date has yet been set for the opening of the new Bercovich store, in the Monadnock Building, 679 Market street. As soon as the workmen are out, the business will be formally thrown open. In the meantime, stock is being arranged in the handsome show cases and it looks as if everything would be ready, directly the last bit of polishing and painting has been accomplished.

S. Friedman finds business improving, right along, at his cozy new store at the northwest corner of Mission and Second streets. He is specially featuring Monte Cristo cigars and states that he is meeting a satisfactory response, on the part of the public.

The fixtures, etc., of the Bercovich cigar store, at the northeast corner of Market and Front, are for sale and notice is posted up that the store will be closed on the 31st inst. The firm has a well equipped new store at the northwest corner, on the opposite side of Front street.

With the intention of making a three weeks' trip of the Northwest, J. H. Nightingale, Vice President of the American Tobacco Company, of the Pacific Coast, left for Portland last week. He will visit Tacoma, Seattle and other points before returning to this city.

It is stated that the General Cigar Company has now caught up on shipments of the Owl with the brown band, but not on the White Owl.

Morgan Gunst has returned from his Northwestern trip.

While on his first visit to San Francisco, Eduardo H. Gato, Jr., has been making S. Bachman & Co.'s his headquarters. He and his brothers own the famous Gato cigar business of Key West. He himself is the factory manager and seems to have made a life study of cigar makers and their habits and customs. Apparently he thinks that the union rule of only one apprentice to each factory is killing off the industry.

The Liberty store, at Kearney and Market streets, belonging to the General Cigar Company, is to be remodelled and made highly attractive. Work is about to begin and it is thought that business will only have to be suspended for a few days while the place is being remodelled.

J. Rossi, of Rossi & Anderson, St. Helena, Cal., was run down and killed by an automobile on the 23rd inst. Mr. Rossi, whose business was a general merchandise store, was highly respected and was regarded as one of the most responsible merchants in the county. He was 68 years of age.

C. M. Walcott has bought out C. Isaacs of 427 Fourth street, Santa Rosa.

Roy Harmon has bought out Madgalene & Marango, of 149 Main street, Petaluma.

Oscar Lauff, of Crescent City, Del Norte County, is in San Francisco for a few weeks.

Julius Unger, manager of the Island's business of the General Cigar Company, is scheduled to sail for Honolulu tomorrow. He has been enjoying a vacation on the Coast, having taken in the recent Shriners' convention at Portland. He also toured through the Northwest and took in the sights of the Yellowstone Park.

The wholesale tobacco and candy business of Prindle & Kurlander, of Santa Rosa, has been purchased by the Glaser Brothers. George H. Prindle and Sidney Kurlander will have the management and the business will be known as the Glaser Brothers, Santa Rosa Branch.

The Haynie System of Distributing Cigars

The Haynie System, with offices in the Commercial Building, St. Louis, is sending out an interesting little folder, describing the Haynie System of Cigar Distributing and Cigar Manufacturing, also the Old and New Way of Selling Cigars, from which we take the following paragraphs:

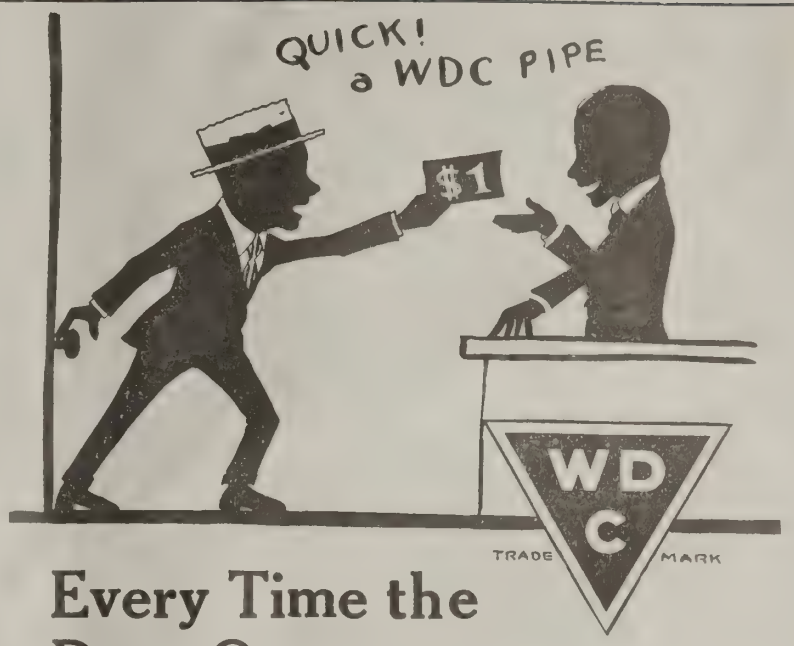
"The Manufacturing End

"The Haynie System acts as a selling agent for more than forty cigar factories in America, Porto Rico, Manila and Cuba, and it also owns a substantial interest in four large factories producing high-grade cigars; and it is the policy of the system to handle only the finest grades, and all of the deals made with the manufacturers and distributors are made in person by Mr. Haynie, and the manufacturing of our cigars is done under the supervision of expert cigar manufacturers who have spent their whole lives in the construction of cigars—and they also have their entire fortunes invested in the cigar industry. Consequently, you need have no fear when purchasing cigars of us, as we deal only with reliable manufacturers.

"Creates Its Own Distributors

"Throughout the United States there are many fine wholesale drug houses and grocery houses who have never handled cigars, and who are manned with the highest type of American citizens, who have on their books thousands of retail merchants throughout their respective sections. It has been the good fortune of the Haynie System to secure the cigar privilege from these houses for the sale of their cigars exclusively. Consequently, the Haynie System has been very successful in creating its own distributors, realizing that no manufacturer can be successful for any length of time with-

(Continued on page 39)



Every Time the Door Opens a Dollar Blows in

And a satisfied customer goes out to return again.

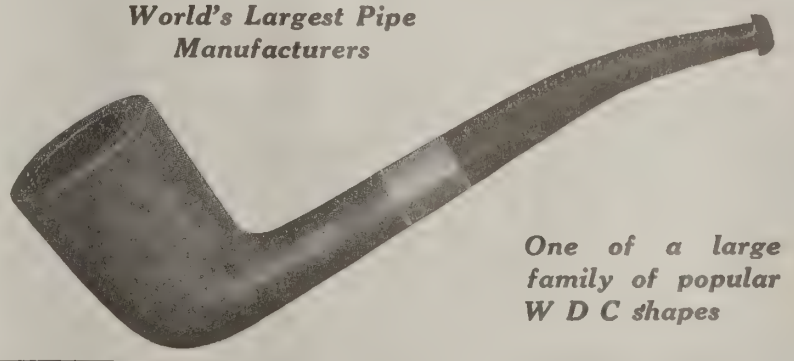
That's the way W D C Pipes and Triangle Tubes keep business bouncing.

One doesn't have to work hard to sell these favorites-of-the-discriminating-smoker. They're very efficient salesmen themselves when kept up in the daylight where they can see and be seen.

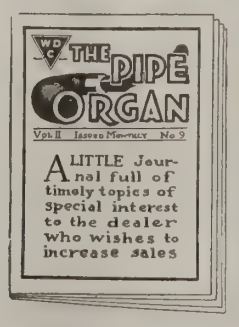
Give them a chance to show the stuff they're made of. Drop an occasional word into the ear of each customer. Then get out your paper baling press and be ready to bundle up the dollars that are sure to blow in.

P. S.—Why not send your distributor a refill order to fill those holes in your cases?

WM. DEMUTH & CO.
NEW YORK
World's Largest Pipe Manufacturers



One of a large family of popular W D C shapes



Send this coupon for "The Pipe Organ"

Please place my name on your mailing list for "The Pipe Organ." It is understood there will be no charge and that I will not be obligated in any way.

Name .....

Street and No.....

City and State.....

FROM THE FIRING LINE

Personal and Trade Jottings

Ray Clark, the Quanjer, Inc., "live wire," made a trip through Pennsylvania last week.

—

A. Tannenbaum, of Tannenbaum Bros., of Atlanta, Ga., is in New York on a business trip.

—

Gerson Brown, manager of the J. B. Moos Co., of Cleveland, was in New York last week.

—

The Pandora Cigar Co., of New York, has increased its capital from $50,000 to $100,000.

—

G. J. Helmerichs, leaf dealer, of St. Louis, is visiting Water Street this week.

—

The Daley Cigar Co., of South Bend, Ind., has increased its stock from $150,000 to $250,000.

—

King Pin chewing tobacco is a new product of Liggett & Myers being featured in the South.

—

The Superior Tobacco Co., manufacturers of cigarettes, has increased its capital from $60,000 to $100,000.

—

National Cigar Box Manufacturers Association will hold its convention in New York, August 12-14.

—

Isadore Rappaport, an exporter, with headquarters in Bombay, India, is on a business trip to New York.

—

Ostrand Bros., of Langford, So. Dak., have sold their cigar and pool business in that place to C. and F. Johnson.

—

The Acme Cigar Co. is the name of a new firm doing business at Second and Sycamore streets, Mt. Vernon, Ind.

—

Harry Mendelsohn, of Mendelsohn & Levison, of Havana, Cuba, left for home on the Havana steamer on Saturday.

—

The Metropolitan Tobacco Co., the largest jobbers in New York, has increased its capital from $3,000,000 to $10,500,000.

—

Frank J. Gleichman, a cigar salesman well known throughout the United States, died at Jacksonville, Fla., Sunday, July 25.

—

C. A. Just and E. C. Harms, of the Peter Hauptman Tobacco Co., big jobbers of St. Louis, were in New York last week.

La Paix, Newark, N. J., has been incorporated, to operate restaurants, newstands, deal in tobacco, etc.; capital stock, $125,000.

—

The Lincoln Square cigar store, New York, owned by Weinstein Bros. for several years, has been purchased by Schneider & Appelbaum.

—

Harry Jacoby, representing the American Exchange Cigar Co., has recently been calling on his customers in Baltimore, Washington and vicinity.

—

El Neco, the King-Ferree Co. leader, steps out with a handsome band in red and gold. El Neco cigars are going better than ever in the new dress.

—

Fred Hirschorn, president of the General Cigar Co., who has been spending several weeks in Colorado, returned to his New York office on Monday.

—

The Virginia-Kentucky Cigarette Co., of Louisville, has been incorporated by C. Dunkerson, J. M. Phillips and B. S. Washer. Capital stock, $25,000.

—

Vic Tannenholz has an attractive window display of Condax cigarettes in his nifty store, corner of East Thirty-eighth street and Sixth avenue, New York.

—

Richard C. Bondy, vice-president of the General Cigar Co., left New York Sunday for Wyoming, where he will spend some time on a ranch with his family.

—

The Silver Cigar Co., of Boston, announce the new prices for M. C. A.'s Londres in 10th, 20th and pocket packets, $106; the mold cigar, $108, in 10ths $59; in 20ths $60.

—

Marcelino Perez & Co., one of the few manufacturers manufacturing "Made in Bond" cigars, make the special brand for the big Milwaukee Athletic Club, Milwaukee.

—

The officers of the Alles & Fisher Co., of Boston, elected recently are as follows: President, M. Hanauer; vice-president, M. J. Hamilburg, and treasurer, R. Gryzmish.

—

Albert Miller, who has been conducting a cigar business in connection with a pool parlor, in Marshfield, Wis., has disposed of the business to Frank Tardeau and Sam Seidler.

The Union American Cigar Co., of Pittsburgh, has declared a liquidating dividend of 20 per cent on the preferred stock, payable Sept. 1, to stockholders of record Aug. 16.

—

Gradiaz, Annis & Co.'s cigarmakers requested an increase in compensation ranging from $2 to $5 per thousand, according to size and shape. The request has been granted.

—

Benito Rovera Co. say that they find shipping cigars by water, through the Panama Canal to San Francisco, beats rail shipments by about ten days. The latter requires about thirty-five days.

—

Albert Falk, vice-president of the Tobacco Products Corporation, who has been in ill health for some six months, is so much improved that he hopes to be back at the office shortly.

—

The French Process Cigarette Paper Mills, of New York, has been incorporated, with an authorization of $250,000. Incorporators are P. Mellmann, L. H. Harris and P. J. Schweitzer.

—

The Tobacco Stripping & Booking Co., of New York, has been incorporated with a $10,000 capital stock by H. E. Herman, S. H. Sundell and M. C. O'Neill, 154 West Eighty-fourth street.

—

Alles & Fisher, of Boston, announce new prices for their J. A.'s as follows: J. A.'s packed in 1/10ths, $106; packed in 1/20ths, $107. Ponies at $55 and A. & F. 63s are $60 and $59, according to packing.

—

The Erinamber Co. has been incorporated in Manhattan for $25,000. The firm will deal in smokers' articles. The incorporators are W. Periman, S. Cohen and L. Gottheimer, 1811 Waterloo Place, Bronx.

—

In Canada 20-cent cigarettes sell for 45 cents, which leaves American travelers in no doubt as to why the Canadians complain that necessities instead of luxuries are too highly taxed.—*Pittsburg Gazette-Times.*

—

The McCaffrey Cigar Company, of Mason City, Iowa, has been incorporated with a capital stock of $300,000. Incorporators and officers are: C. McCaffrey, president; W. D. McCaffrey, secretary and treasurer.

—

The General Cigar Co. is remodeling and modernizing its store at Kearny and Market streets, San Francisco, and when the finishing touches are put to it, it will be one of the finest retail stores in the country.

John Ruskin ♦ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

The Babbitt-Wetter Co., manufacturers of smokers' novelties at 244 Watkins Street, Brooklyn, N. Y., has been incorporated for $10,000. The incorporators are Charles Wetter, Maurice N. Babbitt and Fred E. Wetter.

—

William Best, Jr., and F. W. Harwood left New York Sunday for Chicago, where they will meet M. H. Esberg and Morgan Gunst, and together they will hold a general conference with the western supervisors of the General Cigar Co.

—

J. W. Jones & Co., of Greensboro, N. C., are selling big lots of their cigar leader, Garcia Grande, which they introduced on that market some few months ago. The factory is now able to supply the demand and shipments are being made more promptly.

—

G. O. Tuck, vice-president of the International Planters Corporation and of G. O. Tuck & Co., of Louisville, Ky., returned to the United States on Thursday, after spending several months in Europe visiting the various foreign branches of the corporation.

—

Arthur Schwarz, son of Max Schwarz, of La Primadora fame, returned to New York a few days ago from a two weeks' business trip to Cuba. Mr. Schwarz reports that tobacco prices on the Island have increased very materially since his previous visit a few weeks before.

—

The Haas cigar factory which began operations in the Brubaker factory building on East Chestnut street, Ephrata, Pa., is preparing to occupy the large factory building owned by J. B. Eshleman, on Poplar street, between Church street and Park avenue, in the same town.

—

The Metropolitan Tobacco Co., having taken on the distribution of the Fitzpatrick & Draper line lately, is having a flattering success with the brand. Preston Herbert, Jr., is doing missionary work in Greater New York for Fitzpatrick & Draper in connection with the new distributors.

—

Glaser Bros. have purchased the wholesale tobacco and candy business of Prindle & Kurlander, of Santa Rosa, Cal. The business will be conducted under the style of Glaser Bros., Santa Rosa Branch, and will be under the management of George H. Prindle and Sidney Kurlander.

—

Mrs. Charles Peyser, wife of Charles Peyser, a cigar manufacturer, of Ocala, Fla., arrived on the S. S. *Lenape*, of the Clyde Line, on Thursday to spend the Summer with her nephew, Billy Sam, vice-president of the Tobacco Salesmen's Association. Mr. Peyser owns the cigar stand in the Ocala House and features his own brands, Grand Royal and El Tropical.

—

Committeeman R. N. Loomis, of the American Tobacco Co., a few days ago, called together M. F. Reed, of Detroit; J. L. Carlton, of Saginaw, Mich.; F. G. Nolan, of Grand Rapids, Mich.; C. C. Prickett, of Terre Haute, Ind., and J. B. Ambrossia, of Indianapolis, all supervisors of the various territories. The object of the meeting was to talk over the conditions in the respective territories covered by them.

—

Captain Jos. Cullman, Jr., of Cullman Bros.; A. Bijur, of E. Rosenwald & Bro.; Alfred Schmid, of L. Schmid & Co.; Hugo Muller, of Hugo Muller & Co.; J. H. Duys, of H. Duys & Co., Inc.; Howard Yocum, of Yocum Bros., Reading, Pa.; Ed. Pretzfeld, of Pretzfeld & Co., who have been attending the inscriptions in Holland, all returned yesterday on the *S. S. Nieuw Amsterdam.*

Sam Forman, the popular leaf dealer of Philadelphia, has been in the city during the past week stocking up with a good line of Turkish Basma and bright Ohio. Mr. Forman is the eastern Pennsylvania representative of the Gensior Tobacco Co., of this city. He reports the leaf trade in his territory quite active for this season of the year, with good prospects for booming business in the early fall.

—

The Thomas & Howard Co., of Greensboro, N. C., has taken on the new cigar of the Carolina Cigar Co., O. Henry. This Greensboro-made cigar comes in two prices, a 10-cent straight and foil wrapped two for a quarter size. It is one of the handsomest packages put out by any cigar factory and has received the most favorable comment wherever introduced. Thomas & Howard Co. will handle the distribution of the O. Henry cigars for central and western North Carolina.

—

A. P. Avery, of St. Petersburg, Fla., was a visitor in Greensboro last week from the St. Petersburg summer colony near Hendersonville. Mr. Avery is president of the W. H. Streeter Cigar Co., the American Banking & Real Estate Co., the Avery & Roberts Marine Ways Co., a shipbuilding firm, and treasurer of the West Coast Telephone Co., all of St. Petersburg. Mr. Avery, while in the city, closed with the Callum Tobacco Co. to represent his cigar firm in North Carolina in the sale of "Cuba del Rey" cigars. The Callum Co. will introduce this brand in the Old North State and will have exclusive distribution. "Cuba del Rey" comes in four shapes and three prices, 10 cents, two for 25 cents and 15 cents straight. They are made with a clear Havana filler, a Connecticut broad leaf binder and a Connecticut shade grown wrapper. The cigars will be on the local market in a very few days.—*Greensboro (N. C.) News.*

An Important Decision as to Recovering Loss from Railroad for Lost or Damaged Goods

I have just received the report of a decision of the United States Supreme Court in a case involving the amount which a shipper or receiver of freight can collect from a railroad when the goods are lost or damaged. The case is important because it overturns a decision of the Interstate Commerce Commission, which worked so that in many cases the shipper could not collect his full loss.

The provision in the bill of lading which was under consideration here was that

> "the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property AT THE PLACE AND TIME OF SHIPMENT under this bill of lading, including freight charges, if paid."

The point was this: take a case where the market on a certain article at the time it was shipped was a dollar. By the time it reached its destination the market had advanced to $1.25. In spite of that the owner, if the goods were destroyed, could only collect from the railroad on the basis of a dollar, although his actual loss was on the basis of $1.25. Of course the provision helped the shipper when the market declined, but the road must have had reason to believe that advance happened oftener than decline, or it would not have put the clause in.

In the case decided by the Supreme Court the owner of some grain shipped it from one State to another, under a bill of lading containing the above language. (Virtually all bills of lading contain it now.) When the grain was shipped it was worth $1,200.48, when it arrived it was worth $1,422.11. In some way it was lost, and the railroad paid the owner $1,200.48 and claimed that was all it had to pay. The owner, in spite of the clause in the bill of lading, appealed to the lower United States Court on the ground that from every standpoint of equity, a railroad should pay the *full* value of the goods it lost. The Interstate Commerce Commission had decided this very question before in favor of the road, but despite this the lower court gave the shipper a verdict and when the case was carried to the Supreme Court, that body affirmed, thus settling the question forever.

The heart of the decision is that under a recent act a railroad is liable for the full value of goods it loses and that it cannot limit its liability by any such provision as the one I have quoted. The following is from the decison:—

"The Cummins Amendment to the Interstate Commerce Act, Act of March 4, 1915, provides that the carriers affected by the act shall issue a bill of lading and shall be liable to the lawful holder of it "for any loss, damage or injury to such property * * * and no contract, receipt, rule, regulation or other limitation of any character whatsoever, shall exempt such common carrier * * * from the liability hereby imposed;" and further, that the carrier "shall be liable * * * for the full actual loss, damage or injury * * * notwithstanding any limitation of liability or limitation of the amount of recovery, or representation or agreement as to value in any such receipt or bill of lading, or in any contract, rule, regulation or in any tariff filed with the Interstate Commerce Commission; and any such limitation, without respect to the manner or form in which it is sought to be made, is hereby declared to be unlawful and void." Before the passage of this amendment the Interstate Commerce Commission had upheld the clause in the bill of lading as in no way limiting the carriers' liability to less than the value of the goods, but merely offering the most convenient way of finding the value. In a subsequent report upon the amendment it considered that the clause was still valid, and not forbidden by the law.

"We appreciate the convenience of the stipulation in the bill of lading and the arguments urged in its favor. We understand that it does not necessarily prevent a recovery of the full actual loss and that if the price of wheat had gone down, the carrier might have had to pay more under this contract than by the common-law rule. But the question is how the contract operates upon this case. In this case it does prevent a recovery of the full actual loss, if it is enforced. It seems to us, therefore, that the decision below was right, and in our opinion, the conclusion is required by the statute."

The many subterfuges used by the railroads in order to avoid having to make fair settlements with owners of goods lost or damaged en route, have now been pretty effectually smoked out by one court decision after another. There is very little in the bill of lading to-day which hurts a shipper or receiver, if he will read it and act upon it.

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EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

CIGAR CANS

Standard Square Round Corners For 25 Cigars | Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies | Large Round For 50 Cigars | Round Humo-Tray For 25 Cigars | Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING DETROIT, MICHIGAN — SAMPLES ON REQUEST

The Haynie System of Distributing Cigars

(*Continued from Page* 35)

out the sincere cooperation of the distributor, and that no distributor can be successful in selling cigars without the honest cooperation of the manufacturer; consequently, the two work for one common cause—in the payment of honest dividends.

"The Old Way of Selling Cigars

"A great deal of selling of cigars is done on supposed friendship, or rather what some term as 'hot air'—and we will illustrate it as follows:

"Mr. Brown, an old-time drummer from Boston, who claims to be a personal friend of many cigar buyers, hires to the New York Cigar Co., to represent their factories throughout the United States on a salary-and-commission basis; and he starts out and naturally calls on the largest wholesalers first, and very often a large dinner, as well as a fat order follows, with many promises which are seldom kept.

"Mr. Brown at a later date enters another line of business; consequently, the wholesaler winds up overstocked on cigars which have no market value, and if these cigars are not eaten up by worms they are usually sold at a great sacrifice. It is safe to say that the loss incurred every year by wholesalers selling cigars amounts to millions of dollars, and this loss can be eliminated by purchasing your cigars from the Haynie System of cigar factories.

"The New Way of Selling Cigars

"The Haynie System desires the friendship and co-operation of all those interested in the cigar industry, and its policy is friendship in business based on honest dividends. In other words, the system adds to honest wealth and does not destroy.

"The foundation of the Haynie System is character and quality first, attractive labels and nice-looking packages; and then you must have an outlet for your product through honest channels.

"The Haynie System is now operating twenty-two cigar departments on a profit-sharing basis.

"First, the manufacturer who manufactures cigars for the Haynie System must manufacture on an honest basis, and make only an honest profit; and the distributor who deals with the Haynie System must sell cigars on an honest basis, at an honest profit; and the salesman, who plays an important part in the system, must do his full duty in distributing cigars in volume.

"In other words, to be successful in the marketing and selling of cigars in this day of close competition, in order to give the consumer the best quality for his money, the profits of the distributor, salesman and manufacturer as one must be divided into three parts; and to illustrate this: If the Haynie System tries to make too much profit, and the jobber tries to make too much profit and the manufacturer too much profit, the entire system will be a failure. Consequently all must work on an honest, honorable dividend-paying basis and give to the American smoker the finest cigars produced—and on any other basis the Haynie System would have been a failure.

"And, to illustrate our modern way of selling cigars: Six years ago, when this system was inaugurated, we went to one of the largest wholesalers in America and said to the president: 'We are looking for a large output of cigars in your section, and we want to go into the cigar business with you on a profit-sharing basis.' And the wholesaler replied: 'We have tried the cigar business a dozen times, and we have lost money every time.' And after going into the situation in detail we could see just why he lost money.

"First, he bought cigars without making arrangements to sell them, and Mr. Brown and his factory did not keep their agreement. At any rate, the wholesaler finally agreed to give our system a six months' trial, and six up-to-date cigar salesmen were employed before we sent orders to the various factories for cigars. In other words, we inaugurated a system to sell the cigars before we bought them, and within three months the wholesaler said: 'We know now why we were failures in the cigar business, and we can congratulate the Haynie System; and so long as it is as successful as it has been, the system is welcome to every dollar's worth of our cigar business.'

"So you can see that it is not only good business to pay dividends, but it is also wisdom.

"Our Distributors

"The Haynie System sells over one hundred large wholesale cigar dealers in practically every State in the United States, and they operate up to this date twenty-two large successful cigar departments with twenty-two of America's most wonderful wholesale druggists, wholesale grocers and wholesale cigar merchants.

"A Few Words About Its Director

"W. W. Haynie, the Director of the Haynie System of cigar distributing, has been in the cigar business for more than twenty years, and thoroughly understands every branch of the cigar industry. In fact, Mr. Haynie made a scientific study of the cigar business in all of its branches from buying of the raw leaf from the farmer, manufacturing all grades and the distributing of these cigars through wholesale houses; and for this reason his knowledge of all branches of the cigar industry is thorough in every detail."

Clever Window Displays

J. L. Little and J. L. Lashley, representatives of the Liggett & Myers Tobacco Company, have just completed a number of exceptionally attractive and novel window displays featuring Fatima, Chesterfield and Piedmont cigarettes in Greensboro, N. C. Mr. Little, who travels this territory, states that unusually good business is being enjoyed, the three brands having made enormous gains in public favor. Mr. Lashley works the Eastern Carolina territory and he reports record-breaking business in his district.—*Greensboro News.*

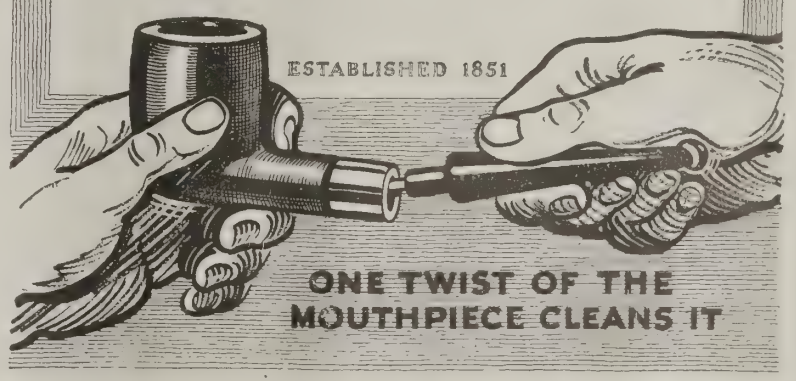
TRADE C.P.F. MARK

PANAMA
ALUMINUM CANAL

ITALIAN BRIAR

MOUNTED WITH SOLID VULCANITE BITS AND HIGHLY POLISHED NICKEL BANDS

KAUFMANN BROS. & BONDY
THE OLDEST PIPE HOUSE IN AMERICA
33 EAST 17th ST., NEW YORK, N. Y.



Don Julian
Distinctive Havana Cigars
Manufactured By
GRADIAZ ANNIS & CO.
75th Street and East River, New York

For Men Who Want Quality

ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by

ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Classified Advertisements

AGENCY WANTED

ADVERTISER, well introduced to manufacturers, is open to undertake UNITED KINGDOM AGENCY for TOBACCO, CIGAR and CIGARETTE MACHINERY and appliances. ADDRESS E. F. HAYLOCK, PURFLEET, ESSEX, ENGLAND.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

SHIPMENTS FROM HAVANA, CUBA.

Per S. S. Monserat. Arrived July 25.

To Barcelona, Rep de la Compania Arondatea de Tobaccos, 4 boxes cigars; 2 boxes cigarettes and cigars, 4 boxes cigars.

TOBACCO FROM SHANGHAI

Per S. S. Luceric. Arrived July 23.

Consignees:

New York—	Cases
American Pacific Trading Co....	1

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
89 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prade 123. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 113
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufaoturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacoo
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacoo
West Suffield, Connecticut

Good Prospects for Better Business Up-State

(*Continued from page* 30)

and even the old money-box, which was the one the original George Van Slyke started in business with when the Up & Up cigar made the jack to fill the till, wasn't much more than scratched a bit! So Dan Long and his huskies dug the 16,000 pounds outa the Peter Schuyler display in the window, rigged it up with a more experienced rope, and off they went to set it up where it will finally stay 'til Uncle Gabriel blows the bugle for the assembly of the famous Van S. & H. brands, among which the old Not Left, Moon Spot, Ridgefield, and so on once made the money to buy nice lil' safes like that."

"Uh-huh, them jack-pots uster be made so heavy as a oscuro seed wrapper," yawned Sam Ash, selling a five-cent cob pipe to a crabby old party for the usual eight-cents. "But now they make 'em lighter than Connecticut shadegrown, y'unnerstan, because they ain't nu fires so good as we uster have, an' the burgle-boys don't bother with anneything lesser than United Cigar Stores now."

"Sure, what's the use of a heavy safe, Sam, even in a United store?" demanded Jim Stubb, kicking his Keds under the Sigma Delta Chi seat o' the Hot Chair Club. "They don't need 'em. All the dough they take in, Sam, they put in deliciosos cigar boxes in the seven-cent humidor, and who in the world would think a'lookin' thru the Class B stuff for real mazuma?"

"Is that so? Well, then, mebbe yuh should ask Bob Callahan about that," scoffed Sam Ash, gathering in twelve more coppers in his tambourine for an imported Jersey City Rivoli puritano. "On account Bob now knows it all about the United System, havin' connected up with Mister Whelan at the 42nd street store near 8th avenue in N'Yawk, y'unnerstan, since he quit Willie Hearst here in Albany."

"Well, I'm quitting Albany myself," announced Izzy Fleischmann, gathering up his samples o' yeast, turk-towels, and cigars, as he farewelled his old customers o' the Metropolitan Tobacco Company. "My successor in the State Capitol District will be the New York Herald, otherwise Brother Herald here of Adams, Massachusetts and intermittent points east.

"But I don't intend to forget the local trade entirely. For I will retain my job with the Metropolitan as district sales supervisor, running in to see everybody who handles Que Placers and the rest of our brands. Also, I'm on my way to Saratoga, merely to see if the crowd up there is really as large as our sales would indicate."

"Yuh're sales should be even more yet, Fleischmann, now that the Metropolitan has extended its jobbin' territory from the Newburgh headquarters so far as Hudson, y'unnerstan," retorted Sam Ash, who had just had a customer complain about a hoodoo $2 bill in his change. "Comin' through the Hudson Valley so far, unnerstan me, looks as though yuh'd soon be in Albany, Troy, an' Schenectady with yuh're ford-flivs."

"Yes, and if they have the kind of flivs we got, they can fly like a hydroplane the other thirty-five miles up the River," commented Bill Plass, trying to stick a Velvet poster on the Stubb & Ash pipe case before the firm observed the improvement. "Because, when Boss Watts and I were floating through Washington Park, the other day, Watts suddenly cupped his ear, listened, looked, shook his head, and asked me:

"'Say, Bill, what the deuce is that flappin?'

"'Flappin?' says I, looking from right to left and back again. 'Flappin'? That ain't a flap, that's a knock.'

"'Knock nothin', Bill,' says the Boss, leanin' far over the starboard taffrail. 'There's wings on this bird, sure's you're alive. Your mud-guards are loose, and they're makin' a noise like the eagle on a silver dollar, flyin' off with the sixteenth and last chance of the one time Bryan had of bein' President o' the Prohibition Party!"

"Trouble is, he waited too long," remarked A. J. McAvoy, stopping for recess with the Income Committee o' the Hot Chair Club. "Just as the Dearstyne Brothers Tobacco Company sometimes has to wait so long for delayed shipments from the big tobacco and cigaret manufacturers.

"Then, suddenly, out of a blue-sky, in come all the back-orders which we have filed with the salesmen and the factories for the last six months. That is invariably the case, unless the goods are lost in transit. And we certainly have some nice claims on the transportation people for that cause.

"For instance, we run shy on Hoffman House Magnums and Fatima cigarets. So we urge the various salesmen and the main offices of the companies to rush a few anyway. Then they advise a small shipment. We wait. We wait a long while

"Just about that time, in shoots more stuff of the sort than we imagined the manufacturers ever had. Why? Simply because the R. R. folk were tied up, the factories were likewise, and they both overcome their troubles at about the same time. But, remember this: the Dearstyne Brothers Tobacco Company had to pay for this merchandise in ten days, and the goods have been on the way six weeks!"

"Hard to get action," admitted Clarence Fennessey, opening up his Vulcan Match Company imported samples of good lights. "So we're shipping everything to the tobacco trade with reservations about delivery. Nevertheless, we're getting fair service from the Steamboats and Railroads, and our business is very good indeed in the territory I have west to Utica."

"Good enough here, too," Governor Billy Hughes affirmed, limping into the Hot Chair Club with two feet very sore from tramping around the Capitol District promising deliveries on Edgeworth cigarets. "In fact, it's so decent that I hate to tell 'em we're oversold."

"Don't tell 'em—they've heard nothing except that for the last two years," sighed Jim Stubb, folding his seat in the Orchestra Circle o' the Hot Chair Club, and preparing to ride home, providing he could discover a tourist going his way with the proper car. "What they want to hear now, Governor, is where they can get some nickel cigars, three-for-five stogies, and a thirty-day note discounted at the Second National for an amount sufficient to carry 'em through the balance o' the gasoline season without having to hock the house, or try to sell conchas especialles at three-for-a-dollar to customers who have always been pretty good friends."

"Whadyemean, pretty good friends?" wheezed Sam Ash, gently pushing out of the pulpit o' the Hot Chair Club the last sleeping member. "Ain't it the truth, I ask yer, if these here bluebacked salmon should even be so quick as a razor clam to grab off busted wrapper see-gars yet, providin' yuh should be so foolish mebbe an' sell such goods even as short coronas, when yuh're 'pretty-good-friends' has it a hunch, y'unnerstan, that them there prices has advanced to the seleccion de luxe class, since Harding an' Cox has been notified theys runnin' for President o' the Seegarmakers Union this year, whether they like it or nu!"

THE SMOKER.

Silver Eagle Has Moved Into New Quarters

SACRAMENTO, Cal., July 29.—The Silver Eagle Cigar Factory has moved into new quarters at 1025 Front street, where a modern factory has been fitted up in a two-story brick building. A large cement basement assures perfect condition of tobacco in all seasons. The working rooms are clean, sanitary and modernly equipped and the entire establishment is a credit to the industry.

The Silver Eagle Perfecto has been continuously manufactured in Sacramento for eighteen years. The factory was acquired at the first of the year by Samuels Smoke Houses and W. M. Cohn, and is under the supervision of the latter. The demand for the cigar is increasing throughout the State by leaps and bounds and it will be but a short time before Sacramento has one of the largest cigar factories on the Pacific Coast.

Domestic Exports of Tobacco

For Month of June, 1920, from New York

Unmanufactured Leaf Tobacco.

	Dollars	Lbs.
Azores	5,250	10,364
Belgium	136,460	446,291
Denmark	5,647	22,390
France	123,808	384,320
Germany	9,308	36,387
Gibraltar	1,304	7,670
Italy	13,225	10,400
Netherlands	135,808	382,097
Norway	17,736	45,293
Spain	10	42
Sweden	113,244	240,391
Switzerland	10	16
England	523,396	675,020
Panama	7,103	15,660
Mexico	825	579
Newfoundland	10,000	17,045
Trinidad	172	610
Other Bri. W. Indies	7,575	23,657
Danish West Indies	315	1,200
Dutch West Indies	1,057	2,830
French West Indies	2,251	9,000
Haiti	32,423	108,964
Brazil	41,685	43,368
Columbia	1,391	2,500
British Guiana	11,453	38,676
Dutch Guiana	2,633	10,182
China	492,344	890,706
British India	18	25
Japan	111,309	248,069
Australia	941,825	1,169,835
New Zealand	26,569	20,891
British Oceania	2,990	8,795
Philippine Islands	78,434	120,869
Belgian Kongo	1,600	4,841
British West Africa	585,803	1,544,846
British South Africa	6,147	4,044
Canary Island	57,585	117,744
French Africa	135,929	392,749
Kameroon	47,820	133,737
Liberia	930	2,870
Portuguese Africa	13,900	38,100
Spanish Africa	1,130	3,270
Egypt	18,352	43,682
	3,726,784	7,280,020

Stems and Trimmings.

	Dollars	Lbs.
British West Africa	423	3,019
	423	3,019

Cigarettes.

	Dollars	Thous.
Belgium	3,000	1,000
France	1,110	160
Germany	15	5
Italy	214,012	57,521
Netherlands	2,420	420
Norway	7,748	925
Sweden	2,645	250
Switzerland	6,163	1,800
England	76	11
Bermuda	331	55
British Honduras	487	150
Costa Rica	466	108
Guatamala	1,635	170
Honduras	47	5
Nicaragua	1,853	493
Panama	34,876	10,186
Newfoundland	894	195
Barbadoes	622	193
Jamaica	16,200	3,925
Other Bri. W. Indies	591	198
Cuba	4,058	770
Danish West Indies	1,520	370
Dutch West Indies	623	225
Haiti	4,013	877
San Domingo	3,557	866
Argentina	64	5
Bolivia	950	80
Chile	500	40
Columbia	937	221
British Guiana	163	55
Dutch Guiana	542	105
Peru	792	230
Aden	400	200
China	229,941	135,610
British India	381,535	127,651
Straits Settlements	250,641	80,580
Dutch East Indies	8,099	2,025
Hong Kong	490	100
Japan	10,520	1,200
Persia	16,500	6,000
Siam	18,270	14,500
Australia	1,444	406
British Oceania	1,267	240
Philippine Islands	5,850	1,500
British West Africa	8,775	2,925
British East Africa	5,775	2,100
Egypt	3,000	1,000
Poland	1,749	500
	1,257,159	488,121

Cigars.

	Dollars	Thous.
Germany	125	1
Italy	88,083	4,050
Norway	67	1
Haiti	1,023	23
Argentine	480	20
Chile	540	20
Uruguay	3,000	100
British India	616	10
New Zealand	525	30
British West Africa	190	4
	94,649	4,259

Plug Tobacco

	Dollars	Lbs.
Norway	1,594	2,670
Sweden	27,970	37,375
England	2,005	2,200
Scotland	58	60
Ireland	67	75
Bermuda	848	2,096
Canada	640	800
Nicaragua	74	120
Panama	8,906	22,457
Miqu.	249	624
Newfoundland	130	100
Barbadoes	490	1,040
Other Bri. W. Indies	3,782	8,168
Cuba	5,596	12,766
Danish West Indies	105	168
Dutch West Indies	345	902
Haiti	48	40
San Domingo	326	564
Brazil	12	24
China	630	1,600
British India	571	1,056
Straits Settlements	242	528
Australia	48,028	83,113
New Zealand	39,293	55,912
British South Africa	280	620
Egypt	290	305
	142,579	235,383

Smoking Tobacco

	Dollars	Lbs.
Belgian	16,845	31,237
Denmark	1,650	3,112
Gibraltar	19,845	161,134
Italy	18,800	69,485
Norway	3,164	3,592
Sweden	4,375	4,500
England	29	65
Bermuda	134	297
British Honduras	9	13
Honduras	86	75
Nicaragua	116	150
Panama	3,393	4,830
Mexico	113	113
Newfoundland	245	254
Jamaica	118	125
Other Bri. W. Indies	1,154	2,426
Cuba	1,711	2,559
Danish West Indies	27	45
Haiti	462	374
San Domingo	1,581	1,741
Argentine	893	1,125
Chile	136	139
Columbia	174	171
Dutch Guiana	1,027	2,796
Uruguay	31	90
China	1,632	2,152
British India	1,697	2,600
Straits Settlements	2,000	2,860
Dutch East Indies	210	300
Japan	350	500
Siam	155	144
Australia	55	56
New Zealand	7,194	14,000
British West Africa	2,691	5,894
Canary Islands	20	19
Poland	1,186	2,000
	93,308	320,973

Other Manufactures of Tobacco

Gibraltar	2,876
Switzerland	4
England	19,250
Nicaragua	82
Panama	96
Barbadoes	900
Jamaica	1,289
Trinidad	20
Other British East Indies	70
Cuba	320
Danish West Indies	45
Dutch West Indies	152

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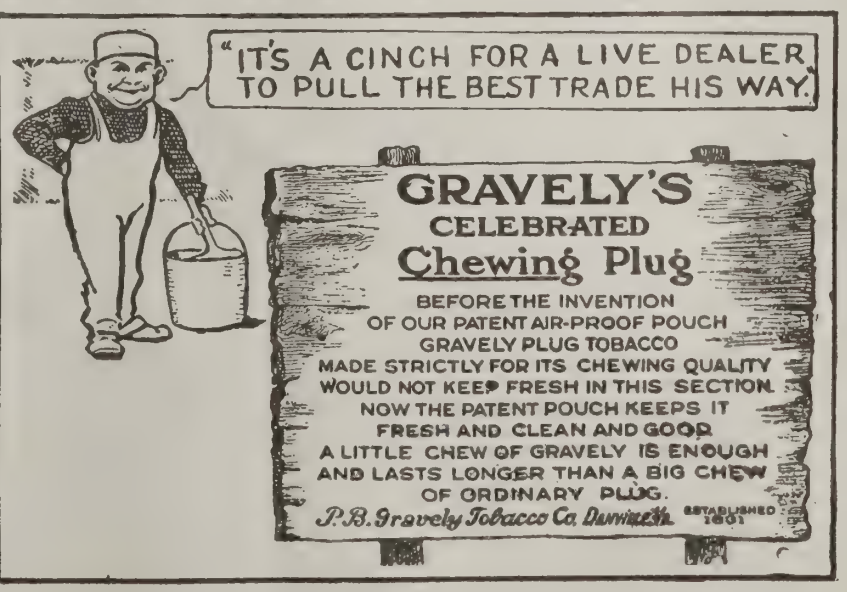

Haiti	61
San Domingo	85
Columbia	42
British India	703
Australia	6,985
Canary Island	1,830
French Africa	627
Portuguese Africa	300
	35,738

TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived August 3.

W. B. Shaw	204
Porto Rican Am. Tobacco Co.	100
Rosenstadt & Waller	115
Porto Cuba Corporation	99
American Sumatra Tob. Co.	350
L. Hirsch	168
Goldsmith & Block	58
Durlach Bros.	235
H. Duys & Co., Inc.	93
M. Gans & Sons	165
Hamburger Bros.	93
H. Sola & Co.	47
American Cigar Co.	638
A. Philippi & Co.	205
E. Rosenwald & Bro.	122
P. Lorillard Co.	35
Stern-Mendelsohn Co.	150
Lanza & Co.	25
Porto Rican Exp. Co.	3
M. Lopez & Co.	40
J. B. Lichenstein & Co.	100

CIGARS FROM PORTO RICO.

Per S. S. Coamo. Arrived August 3.

Pedro Costa	2
P. R. American Tobacco Co.	361
United Cigar Stores Co.	262
Acero Export & Import Co.	6
Villar Lanza & Co.	8
F. Bonilla	6
Welcher Bros.	27
P. R. Express Co.	15
Infanzon & Rodriguez	25

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. San Juan. Arrived July 28.
Consignees:

New York—	Barrels
Samuel Alvarrez	152
Leo Hirsch	71
Total	223

SCRAP FROM PORTO RICO.

Per S. S. San Juan. Arrived July 28.
Consignees:

New York—	Bales
Rosenwald & Bro.	100
Stern, Mendelsohn Co., Inc.	25
Durlach Bros.	50
Total	175

CIGARS FROM PORTO RICO.

Per S. S. Margaret. Arrived July 26.

Consignees: New York—	No. of Cigars	Cases
United Cigar Stores Co.	31,500	67
P. R. Amer. Tob. Co.	815,000	168
Total	846,500	235

STRIPPED FROM PORTO RICO.

Per S. S. San Juan. Arrived July 28.
Consignees:

New York—	Bales
Samuel Alvarrez	5
W. Schall & Co.	18
Rosenwald & Bro.	50
Total	73

Consignees:

New York—	Barrels
Rosenwald & Bro.	50
Hamburger Bros.	100
Total	150

CIGARS FROM PORTO RICO.

Per S. S. San Juan. Arrived July 28.
Consignees:

New York—	Cases
Villar, Lanza & Co.	10

LEAF FROM PORTO RICO.

Per S. S. San Juan. Arrived July 28.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc.	20
	Barrels
Stern, Mendelsohn Co., Inc.	50

LEAF TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Noordam. Arrived July 29.
Consignees:

New York—	Bales
L. Schmidt & Co.	472
Hugo Müller & Co.	21
J. Waxelbaum & Co.	9
Max Maier	3
H. Duys & Co.	1,120
Morris Rosenberg & Co.	9
	Barrels
Order	712
	Bales (in cs.)
Robert Schubert & Co. (Java)	27

UNSTEMMED TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. Noordam. Arrived July 28.
Consignees:

New York—	Bales
Prussen & Gransberg	212
	Cases
N. Rosenberg & Co.	5
Irving National Bank	8
Cullman Bros.	26
S. Rossin & Sons	5
Max Maier	19
Amer. Sumatra Tob. Co.	79
H. Van Doorn & Co.	104
Hugo Müller & Co.	27
E. Rosenwald & Bro.	60
	Packs
S. Rossin & Sons	8

TOBACCO FROM ROTTERDAM,

Per S. S. Noordam. Arrived July 29.
Consignees:

New York—	Boxes
Am. Sumatra Tob. Co. (samples)	1
Hugo Müller & Co. (samples)	2
Chas. J. Waxelbaum & Co. (samples)	1
	Cases
S. Rossin & Sons	5
General Cigar Co.	405
Order	120

TOBACCO FROM SHANGHAI.

Per S. S. City of Colombo. Arrived August 1.

	Bales
S. Caplan & Co.	2

TOBACCO FROM MANILA.

Per S. S. Telemachus from Manila. Arrived August 2.

To order, barrels scrap	266
To order, barrels stripped	25

TOBACCO FROM DUBLIN.

Per S. S. Castle Point from Dublin. Arrived August 2.

	Cases
Dibrell Bros., Inc.	2

TOBACCO FROM HAMBURG.

Per S. S. Michigan from Hamburg. Arrived August 2.

	Cases
Tobias & Co.	3

LEAF TOBACCO FROM BAHIA, BRAZIL.

Per S. S. Lake Cilicusum. Arrived July 30.
Consignees:

New York—	Packs
E. Rosenwald & Bro.	1

TOBACCO FROM PORTO MEXICO.

Per S. S. Ocmulgee. Arrived July 31.
Consignees:

New York—	Bales
C. Leoni & Co.	112

CIGARETTE PAPER.

Per S. S. Patria from Marseilles.

	Cases
P. J. Schweitzer	82

Per S. S. Britannia from Marseilles.

	Cases
P. J. Schweitzer	84

Per S. S. Olympic from Southampton.

	Cases
Royal Turkish Tob. Co.	3

Per S. S. Remus from Bordeaux.

	Cases
R. J. Reynolds Tob. Co.	330

Per S. S. La Savoie from Havre.

Wilkinson Bros.	1

TOBACCO POUCHES.

Per S. S. Olympic from Southampton. Arrived July 29.

	Cases
Meadows, Wye & Co.	2

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ESTABLISHED 1886

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Georgians More Interested in Tobacco Growing

An Excellent Showing in the Wiregrass Region—"Cut Over Land" Once Regarded as Nearly Worthless Is Becoming Valuable—The Exposition and Tobacco Institute at Vidalia—A Thriving City's Good Bid for Additional Distinction—An Educatonal Meeting in Warren & Pollard's Warehouse—M. P. Roberts Assists His Clients to Win Important Prizes—A Day That Many Farmers Will Remember—Addresses by B. Pope Jackson, Rev. J. M. Mather, E. C. Westbrook, Col. G. A. Webb, T. Y. Williford and Others—Tobacco Bespeaks Progress and Prosperity.

VIDALIA, Ga., August 7.—Speaking of the bright tobacco district of Georgia, who can tell how extensive and how wonderful will be the developments of the next few years? Who is able to describe precisely what the future has in store for the wiregrass region? Who now will declare, accurately, what Georgia's tobacco acreage will be in 1926? Who dares to predict, even approximately, what the yield will be? Or, who can inform us how much money Georgia farmers will get from tobacco, that year?

Concerning Georgia's tobacco production in coming years, an extravagant statement made today might become, in a short time, a blundering underestimate. Viewed in one way, possibilities of tobacco culture in Georgia are very great, indeed. Yet, the area of Georgia's bright tobacco district is not exactly defined. And what can be done on much of the land, supposed to be splendidly adapted to the production of bright tobacco, hasn't been demonstrated.

"Treated properly," it is said, "85 per cent of the farm land in South Georgia is capable of growing good bright tobacco, profitably."

But, prior to any attempt toward making elaborate calculations, many things must be taken into consideration.

Glance back a little, the better to understand the present situation. Thirty years ago, far reaching pine forests covered a goodly, if not the greater, part of South Georgia. In the sparsely inhabited, wooded districts, money was obtained chiefly from lumber and turpentine. Until rather recently, practically all value attached to the timber. Speculators and lumbermen bought standing trees. For the land, they did not care. In fact, some declared that they wouldn't take "cut over" land as a gift. In numerous places, when all the desirable timber was removed, neither light sandy soil nor the "stiff pebble land" attracted much attention although great tracts could be acquired cheaply. In some of the cleared spaces, cotton was planted. At least fair crops were made. Larger areas were put under cultivation. Among the stumps, cotton was almost the only thing grown. Restricting his efforts to the production of cotton, and depending on his cotton money to buy everything that he needed the farmer found that ten cent cotton was associated with poverty and privation, if not financial ruin. In late years, though the price of cotton has been high, the ravages of the boll weevil reduced the yield to an extent that took the profit from many a cotton field.

"Had there been no boll weevil, South Georgia probably would have continued to grow only cotton and a little corn." But the pest induced the making of experiments. And today, undeniably, South Georgia can, and does, raise tobacco, corn, sugar cane, peanuts, Irish potatoes, sweet potatoes, watermelons, cantaloupes, cucumbers, velvet beans, peas, peaches and pecans, as well as cotton. By the thousand, South Georgia is raising fine, pure bred swine in place of "razor backs." Where once ranged a few lean kind, the destructive tick is being eliminated. Blooded, registered live stock is enumerated now among important assets in South Georgia. Diversified farming, more careful farming, is the order of the day.

Whether he proceeds by rail or by automobile, the traveler who sees much of South Georgia quickly will be convinced that farmers are making progress. Though in hundreds of fields the stumps of pine trees remain, the crops tell of the fertility of the soil. While pioneer conditions are very apparent in places, evidences of diligent, intelligent striving for better results may be even more conspicuous.

In South Georgia, tobacco growing bespeaks the careful and thrifty farmer. If an acre of tobacco requires more attention and work than an acre of cotton does, the tobacco grower's reward is proportionately greater. Compared with cotton, the cash returns per acre from a good tobacco crop in South Georgia now may be three to one. And the tobacco planter receives his money sooner.

If farmers generally are conservative, the Georgian is no exception. Yet, when he is shown how he can utilize his land more profitably, he is as eager as the next man to make the best use of his opportunities.

Inexperience in tobacco culture is the main reason why the tobacco acreage in South Georgia was not greater this year. Acting on advice, in many instances, beginners restricted their tobacco to five acres. Others having larger means, or being more ambitious devoted bigger fields to tobacco. But, whether they tried five acres or a greater area, the result in most cases is success enough to make firmer their determination to plant more tobacco next year.

In Toombs County, about 30 years ago, a station on the Savannah, Americus and Montgomery Railway was named Vidalia, in honor of Miss Vidalia Hawkins, daughter of Samuel Hawkins, president and principal stockholder of the road. Eventually, Vidalia became a flourishing little city. Being served by the Seaboard Air Line, the Ga. & Fla., the M. D. & S., and the M. & S. W., Vidalia developed and grew. By timber and cotton, made more important as a manufacturing and distributing point, the thriving municipality now seeks additional distinction by being identified prominently with the production and sale of tobacco. In the fertile district between the Ohoopee and the Ocoonee Rivers, diversified farming may be practiced to great advantage. But here, as well as in other parts of the wire-grass region, tobacco is about the most profitable crop that can be grown.

Though not the largest market in the State, last year, Vidalia was the leader

Of Tobacco Sales Warehouses in Georgia, Vidalia Certainly Has One of the Best

in Georgia, making the highest average price on all tobacco sold. To capitalize such prestige and to encourage the growing of better tobacco and more tobacco in Georgia, Vidalia arranged to hold an exposition and tobacco institute on August 6.

The exposition was first suggested by Col. G. A. Webb, editor of the *Southern Tobacco Journal*. The better to act on the suggestion, there was formed the Georgia Tobacco Exposition Association, having officers and committees as follows:

Officers

President, Geo. N. Matthews.

Vice-President, Dr. M. J. Rattray.

Secretary and Treasurer, B. P. Jackson.

Managers, Col. G. E. Webb and D. H. Browder.

Committees

Arrangements, J. A. Warren, Col. G. E. Webb and Geo. S. Rountree.

Decorations, Royal Page, J. T. Price and D. C. Harris.

Transportation, W. T. French, J. W. Dale and D. H. Browder.

Advertising, J. W. McWhorter, W. A. Jones and Royal Page.

Entertainment, J. A. Warren, J. B. Brewton and William A. Dickerson.

Hospitality, F. C. Omberg, Dr. M. J. Rattray and H. B. Horton.

Apparently, the only one who hesitated to promote the success of the exposition was the weather man. Arrangements were made, the city was decorated, everything indicated that the tobacco show would bring thousands of visitors to Vidalia. But, persistent rain, for days preceding the exposition, prevented many from attending. The unpropitious weather also retarded various shipments of tobacco. The number of exhibits at the show was not quite so big as anticipated. However, the tobacco on exhibition was sufficient to convince any one that fine bright leaf of notable quality can be grown in the wire grass region of Georgia.

Used as the exposition building, the Vidalia tobacco warehouse, one of the best in the State, was crowded, Thursday morning. In honor of the occasion, Col. G. A. Webb, America's most famous tobacco auctioneer, conducted the sale for the day. With expertness incidental to 44 years of experience in auctioning, he chanted the bids, accelerated the buying and kept the interested crowd on the *qui vive*, from start to finish.

In the contest for prizes, the tobacco on exhibition was judged by three notably capable buyers, O. D. Hooker, representative of the American Tobacco Co., H. Martin, representative of the Imperial Tobacco Co., and J. J. Russell, representative of the J. P. Taylor Co.

Awards were made as follows:

Wrappers

First prize, $50.00, J. R. Holland.
Second prize, $25.00, Miles Johnson.
Third prize, $15.00 ,Miles Johnson.

Cutters

First prize, $50.00, J. R. Holland.
Second prize, $25.00, C. M. Smith.
Third prize, $15.00, C. M. Smith.

Strips

First prize, $50.00, Ed. Martin.
Second prize, $25.00, J. L. Pearson.
Third prize, $15.00, J. L. Pearson.

Smokers

First prize, $50.00, C. A. Harvey.
Second prize, $25.00, T. L. Futch.
Third prize, $15.00, J. L. Saturday.

Fillers

First prize, $50.00, J. L. Saturday.

Extra Special

For best display of tobacco by any one farmer, including all grades, premium $100.00, J. L. Saturday.

The circumstance that most of the prize winners live in Collins or the vicinity adds to the prestige of tobacco growers in that section. Yet in fact, chiefly, the prize winning may be regarded as a tribute to the experience, practical knowledge and ability of M. P. Roberts, a North Carolinian who came to Georgia to show farmers how to grow and cure bright tobacco. As a "demonstrator" for a number of farmers in Tatnall County, Mr. Roberts is obtaining unusual success. Under his instruction and supervision 265 acres of tobacco were grown this year. Though the clients of Roberts all are beginners in the tobacco business, the fact that they won the extra special prize of $100 and $265 in other prizes at the exposition, may be cited to show how well they are doing.

Equally convincing is the assurance that satisfaction in producing tobacco is reported on 51 farms where Roberts is the demonstration.

Associated with the exposition, a tobacco institute was held in the Vidalia warehouse on Thursday afternoon.

The meeting was called to order by Col. B. Pope Jackson, secretary and treasurer of the Exposition Association and a prominent attorney in Vidalia. In announcing the purpose of the meeting and making a plea "for better farming," Col. Jackson referred to the ravages of the boll weevil and explained how necessary it is for the farmer in South Georgia to have something besides cotton for a money crop. He spoke of those who were commencing to grow tobacco and declared that "in many ways they will find tobacco culture advantageous."

Rev. J. H. Mather, pastor of the Baptist Church in Vidalia, was the next speaker. He described himself as a man who never used tobacco. Yet he was very desirous that great crops of tobacco should be grown in South Georgia. Because tobacco growing would assist to make farmers more progressive and thrifty. In his opinion "the boll weevil was the most blessed messenger that ever came to Georgia." Why? Because the boll weevil had demonstrated to farmers that they should not confine their efforts to cotton.

He said that the biggest part of a farmer's success was achieved five feet above the ground. In other words, the agriculturalist to succeed must use his brains as well as his hands.

By apt illustrations and various clever stories, the Rev. Mr. Mather, who is an orator notably eloquent and gifted, kept his audience intensely interested as he emphasized the need for diligence, intelligence and care in farming.

"Tobacco growing helps a man to be a better farmer."

E. C. Westbrook, field agent in agronomy in charge of tobacco work for the Georgia State College of Agriculture, made a speech that was worth going many miles to hear. This particularly

(*Continued on page* 8)

Interior of Warehouse During the "Expo"—On the Edge of a Tobacco Sale in Vidalia

urley Growers Planning to 'Cut Out' Crop in 1921

Hold Informal Meeting at Lexington—Form Temporary Organization—Objections Overcome — Pass Resolutions—Expect to Get Fifty Thousand in Permanent Association to Control Prices—Outline Plans—Growing Crop Large—Much Inferior Tobacco in Prospect—Want Standard Prices Throughout Season—Burley Belt Represented by About 500 Growers—Mass Meetings to Select Delegates to Convention, Aug. 18—Point to Work of Other Organizations—Some Fear "Night Riding"—"Tobacco Has 'Riz' Like Hell in Carolina Since Kentucky Began Talking 'Cut-Out'"

LEXINGTON, Ky., August 5.—Sentiment among burley tobacco growers of Kentucky, Indiana and Ohio for a "cut-out" of the 1921 crop crystallized yesterday afternoon when uninstructed and unofficial delegations from twenty-eight of the chief tobacco producing counties of the three states assembled in mass meeting at the Phoenix Hotel and unanimously placed themselves on record as favoring the "cut-out."

A temporary organization was formed with John W. Newman, of Versailles, former Commissioner of Agriculture for Kentucky, who opposed the "cut-out," as chairman. Voluntary contributions will be received to defray expenses of the project, and mass meetings called in every county of the burley belt for Saturday, August 14, at 1:30 o'clock, when delegates will be elected to a convention of tobacco growers in Lexington meeting August 18.

Will Decide August 18

Whether the 50,000 farmers who produce approximately 300,000,000 pounds of tobacco annually will cut out tobacco entirely in 1921 will be decided at the meeting August 18.

Resolutions were passed shortly before adjournment showing those present to be in favor of the "cut-out." The resolution was presented by T. B. Hill, of Montgomery county, passed 115 to 6 after a speech by Z. T. Ammerson, of Georgetown, opposing it, in which he declared that an attempt to force a "cut-out" of the 1921 crop would bring a repetition of the night rider troubles of 1903-08 and possible bloodshed. After its passage by standing vote the resolutions were made unanimous.

Pass Resolutions

The resolutions follow:

"Resolved, That it is the sense of this meeting that the question of cutting out the tobacco crop of 1921 be put up to the growers at meetings to be held in the burley counties of Kentucky, Ohio and Indiana, Saturday, August 14, 1920, at 1:30 p. m., and that this meeting favors such movement for 'cut-out' and for the increased production of foodstuff.

"Resolved, That the delegates to this meeting return to their counties, call mass meetings for August 14, and there elect delegates from each county to attend a meeting to be held at Lexington, Wednesday, August 18, 1920, at 11 o'clock a. m.

"Resolved, That the temporary secretary communicate with counties not represented at this meeting and arrange for mass meetings in those counties."

In the growers' convention to be held here each county will have one vote. This vote will be supposed to represent the sentiment of that county on the move. The convention probably will be held in Woodland Park Auditorium.

Plan Permanent Organization

Plans for a permanent organization of tobacco growers of the burley belt were outlined by John W. Newman, former Commissioner of Agriculture, in a declaration of conditions and plan of procedure he had made at the opening of the meeting. This was approved later by unanimous vote. The provisions follow:

It is the sense of this meeting:

"1. That the burley tobacco crop stands second to no crop in vital importance to the welfare and business prosperity of Central and Northern Kentucky.

"2. That based on present prices of land, live stock, labor, marketing, clothing and other essentials of life a crop of tobacco can not be produced at a cost of less than 25 cents a pound.

"3. That at least 40 per cent of the 1919 burley crop was grown without any profit.

"4. That the growing crop of tobacco is large and the present outlook is for much inferior tobacco and with the manufacturers now well stocked with low grades, the inferior tobaccos will necessarily sell at low prices.

More Profit in Foodstuffs

"5. That many acres of land entirely unfit for producing high-grade tobaccos would yield the owner much more if planted to foodstuffs.

"6. That millions of pounds of tobacco are sold annually for consumption that would net the grower more if used or sold directly for fertilizer.

"7. That vast sections of sandstone lands are used in an effort to produce tobacco that yields no profit to the owner.

"8. That the finer grades of burley are now going into cigarette production and will for some time sell for very high prices.

"9. That a widespread educational campaign could and would result in great good to the burley district by discouraging the production of so much low grade tobacco and encouraging effort to produce the grades the present market demands.

"10. That foreign markets can be found for some of the low grades with which this country is overstocked, but to find this outlet will require the time and best efforts of men who are vitally interested.

"11. That the earnest effort now being made to deflate prices generally will inevitably work an unfair hardship if the tobacco growers are in this region called upon to bear the greater portion of this decline.

"12. That in an effort to protect at this critical time our own interests we believe it essential to organize ourselves into an association to be known as the Burley Tobacco Growers' Association, a non-profit sharing corporation organized along mutual educational and co-operative lines.

"13. That if a Board of Commerce is essential to the best interests of a city, then an organization as suggested above is most essential to every city business man, land owner and tenant in the burley tobacco region.

"14. That we invite the co-operation of the County Farm Bureau, the Farmers Union, the Society of Equity, the Grange, and all other farm organizations in this section, and that manufacturers, warehousemen and rehandlers should be called upon to co-operate with us in maintaining prosperity, peace and happiness in this highly civilized section of the country.

"15. That to this end the chairman is authorized to appoint a committee of five to have prepared a charter, by-laws, etc., and to take such steps as are necessary to present to another meeting in Lexington August 10 for ratification and election of officers."

A standard price for tobacco from the first to last day of the market was the plea advanced at the morning session by W. A. Burch, of Henry county. He pointed out that the man who gets to market early during the season gets a fair price for his crop, but that the man who gets in late has to take what he can get. He contended that if certain grades were worth a dollar at the offset of the season they were worth that the last day. Fair treatment for all growers, he declared, is what the tobacco men want.

Hill's Speech Turns Tide

A speech made at the morning session by T. B. Hill, of Montgomery county, turned the tide in favor of the cut-out. Until he took the floor there was no demonstration for the cut-out. His speech in favor of the proposition was cheered enthusiastically. Mr. Hill, who was a Baptist minister before he took up farming as a profession, swayed the growers at will with a speech made at the afternoon session.

Approximately five hundred were present when the morning session was convened. On roll call it was found that the following counties were represented:

Fayette, Carroll, Scott, Henry, Montgomery, Woodford, Bath, Harrison, Robertson, Nicholas, Boone, Madison, Mason, Pendleton, Shelby, Grant, Kenton, Estill, Bourbon, Franklin, Owen, Mercer, Nelson, Anderson, Muhlenburg, Fleming, Gallatin, Lewis counties, Kentucky; Clermont county, Ohio, and Switzerland and Jefferson counties, Indiana.

Fayette county had the largest representation.

Cantrill Sounds Keynote

Congressman J. Campbell Cantrill made the keynote speech at the morning session. Other speakers during the morning were Commissioner Newman, the chairman; Frank Peffer, of Franklin county; W. A. Burch and J. G. Robertson, of Henry county, and T. B. Hill, of Montgomery county.

The meeting was called to order at 11:15 o'clock by C. M. Dean, of Carrollton, chairman of the meeting at Carrollton July 24, which was the forerunner of the session yesterday. He reviewed the events which caused the conference of the farmers in Carrollton and told of conditions existing in Carroll county, where the majority of farmers lost money on their tobacco crops last year. After urging that both sides of the proposition be given a full hearing he turned the chair over to Mr. Newman, who was later elected permanent chairman.

Chairman Newman made it plain in his opening remarks that he was opposed to a cut-out. He acknowledged that a cut-out did "once bring the trust to terms," but said he though there was a better way, a lawful way, a method without a fight, one that would not call for "night riding" and plant bed scraping.

The time is ripe for the organization of a protective tobacco growers' organization, he said, and called attention to the results obtained by the fruit, potato, citrus, pineapple and other growers' associations. It was his belief that the farmer is going to be hard hit by a countrywide deflation unless he protects himself.

Pays Tribute to Dean

After paying tribute to C. M. Dean, of Carrollton, as a man who was always true to the cause of the tobacco grower, Chairman Newman introduced Congressman Cantrill with the words, "In all the fights of the farmer they have had no more loyal friend than Congressman Cantrill."

Mr. Cantrill agreed with Chairman Newman that at this time a cut-out would be unwise, but made his position clear. "My position is your position," he said. There has been no great need for an organization in recent years, he said, because market conditions have been, in the main, favorable to the farmer. Now is the time for farmers to pull together for the common cause, he declared.

The advantage of getting an organization in running order now, he pointed out, is that if buyers attempt to lower prices this fall without good and sufficient reason the farmers will have a weapon to arm themselves with and demand fair play.

Cites Helpful Law

Mr. Cantrill cited the tobacco census bill which he introduced and which was passed in Congress seven years ago as one advantage the farmer of today has over the farmer of the day of the last cut-out. This bill makes available figures on the amount of tobacco stocks held by manufacturers and dealers. Growers of the twenty-six tobacco producing states are able to ascertain through the government the amount of the twenty-eight varieties of tobacco grown in the United States held in storage.

The Burley belt produces about 300,000,000 pounds of burley annually and the consumption of burley has been about the same amount. Manufacturers had on hand July 1, 1920, only a few million pounds more than they had on July 1, 1913. Conditions should be favorable as long as consumption and production remain about the same, he said.

If weather conditions change and are favorable a 500,000,000 pound record crop may be raised in Kentucky this year, 200,000,000 pounds more than the normal consumption of burley. Unless there is an organization to protect the farmer

(*Continued on page 25*)

The Tobaccos Imported Into British Honduras

Despite Favorable Soil and Climate, Imports Practically All Tobacco Products It Consumes—Populace Prefer Pipe Smoking—Growing Demand for Better Pipe Tobaccos—American Brands Could Be Extended, If Handled Properly—Should Be Put Up in Sealed Containers.

(*Special Correspondence of* TOBACCO)

GORDA, British Honduras, Central America, July 22.—British Honduras imports practically all the tobacco products it consumes, though possessed of very favorable soil and climate. During the war nearly all of her imports came from the United States except the cigars, which came from Mexico and Guatemala. The sale of British brands was not interterrupted, these being manufactured in the United States.

Speaking generally, the populace is given to pipe-smoking in preference to cigarets and cigars, but a fair proportion of the latter are used. It has in the past relied very largely upon black-leaf imported in bulk for smoking and chewing, this being the standard ration issued at mahogany camps, plantations and other places of employment.

There has, however, been a growing demand for better pipe tobaccoes, such as Capstan and Player's Navy Cut (two brands rather generally stocked). Old English Curve Cut was sold quite widely during the war but has since almost disappeared from retail shelves in favor of English tobaccoes.

No reason exists, of course, for the surrender of this near market to English makers and exporters, especially in view of the fact that preferential tariff treatment is not given. Prince Albert and some other American brands are still being sold and the trade is capable of considerable extension if handled properly. At present nothing is being done to stimulate demand aside from the advertising in American magazines that carry to this region.

It is well to remember that this, like many tropical regions, has a climate unfavorable to the keeping qualities of tobacco products. All of the best English cigarets (such as Three Castles) come in sealed tins of fifty or more, and the English tobaccoes are similarly sealed. This is a wise practice, assuring the merchants of no deterioration on their shelves and guaranteeing consumers a good article. The American brands, such as Prince Albert, Old English Curve Cut and U. S. Marine, are insufficiently protected and buyers frequently receive poor value. Their manufacturers might well adopt special export packing, and see that no goods not so packed go to countries with humid climates.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, AUGUST 12, 1920

CROP CONDITIONS

As a result of rather uneven distribution of rain in New York State last month the condition of the field crops is not uniform throughout the state, but on the whole field crops, with the exception of hay, are in average condition or better for this time of year. Winter wheat, potatoes, beans and onions are 3 per cent better than usual, while corn, oats, spring wheat, barley, rye, alfalfa, millet, peas and tobacco are each within 1 per cent of their average condition at this time in the past ten years, says the Federal Reserve Agent at the Federal Reserve Bank of New York.

Present indications of the average yield per acre for all crops in New York State are about 1.3 per cent below the average, a decline of 1 per cent in the past month. This is partly a result of labor shortage.

While the apple crop in New York is not exceptionally heavy this year, the unusually even distribution throughout the state this year will result, it is now estimated, in a yield of 6,737,000 barrels, which is an increase of 125 per cent over the 1919 crop and 29 per cent over the crop in 1918. The commercial peach crop is estimated at twice that of last year, but less than half the production of the record year, 1917, mainly because of a 33 per cent acreage reduction since then. The average condition of grapes in the state is only 76 per cent, as compared with 93 last year, while plums are reported at 83 per cent of average, quinces at 80, and cherries at 67.

In the northern counties of New Jersey the condition of crops is practically comparable to the average for New York State. The rains of the past three weeks have brought good progress in the field crops, while the cultivated crops and fruits are maturing under favorable conditions for the most part, although also hindered by labor shortage.

MANUFACTURING

In his monthly review of business conditions the Federal Reserve Agent at the Federal Reserve Bank of New York says:

"In this district, generally speaking, manufacturing has continued at a remarkably high level despite the dullness in the textile and leather markets. Some industries showed substantial increases over the preceding month. In the case of cereal mills and of manufacturers of beverages and canned goods these increases were seasonal. But better traffic movement brought larger suplies of raw materials and enabled many factories, such as those making rubber goods, glass and pottery, to increase production.

"Sugar refineries are working at high pressure, but some candy factories have slightly reduced their output. Manufacturers of tobacco products, due to the adjustment of labor troubles, are more active than a month ago. Jewelry manufacturers are busy and have a considerable volume of orders for articles for the Christmas holiday trade. Both they and manufacturers of silverware are only now beginning to catch up with the unsual demand of the past six months. Prices of silverware have recently been reduced as a result of the decline in bar silver. The amount of building under way has stimulated the production of lime, cement and cut stone, but shortage of coal and cars continues to prevent any great expansion in these industries.

"One large woolen company shut down several of its mills in July for an indefinite period, and manufacturers of clothing, textiles, and furs are without the usual volume of fall orders. But in these trades the wave of cancellations current in the late spring appears to have passed, stocks of wholesalers and retailers have been partly liquidated, and a better feeling is reported."

PECULIAR FIRE

James Hicks and Scott Aldrich, near English, Ky., lost about fifteen acres of growing tobacco last week. A few weeks since a lot of sulphur was overturned in a freight wreck, and Friday the railroad employes set fire to the wreckage, and the dry sulphur that had accumulated upon the tobacco leaves was ignited and the plants were burned as so much dry straw.—*Louisville Courier Journal.*

Less tobacco has been planted in the South this year, owing mainly to the shortage of labor. According to E. C. Westbrook, tobacco expert of the Georgia State Agricultural College, Georgia has only about two-thirds as many acres planted as in 1919. South Carolina has only about 60 per cent of last year's acreage, while there has been only a slight increase in North Carolina.

Tobacco Prices for 300 Years Show Height Reached in 1919

Little information is at hand concerning the price of tobacco to growers before 1863. In the money of the time, the Jamestown tobacco sent to England in 1618-1620 had a price of 54¾ cents a pound, but by 1639 the price had fallen to 6.08 cents, and by 1664 to 3.09 cents. A price of 1.52 cents is recorded for the Virginia and Maryland crop of 1730, of 4.2 cents for that of 1735, and from 2.3 to 4.56 cents thereafter for the colonial crops of various years to 1790. The producers' average selling price of the tobacco of 1847 has been estimated to have been 5 cents a pound; of 1849, 7 cents, and of 1853, 10 cents per pound. These facts are assembled in an article contained in the Year Book of the United States Department of Agriculture, just issued.

The annual estimate of the producers' average price of tobacco by the Bureau of Crop Estimates began in 1863 with 14.8 cents per pound in gold. In the decade 1865-1874, the average was 9.5 cents, and low water mark since the Civil War was reached in 1895-1904, when the average was 7 cents. In one year—1896—the price was as low as 6 cents. Thereafter the upward movement of prices brought tobacco to 10.1 cents per pound in 1905-1914, 14.7 cents in 1916, 24 cents in 1917, 28 cents in 1918, and 39 cents in 1919. The gain in price since 1896 may not have been entirely due to the diminishing purchasing power of the dollar. There was increased cost of production, and producers have been stronger financially and more able to hold for a higher price. Moreover, the post-war demand has been unprecedented.

An Opinion of British Cigars

By William Crane
In London *Fragments*

There are three kinds of cigars—cigars that it is a pleasure to smoke; cigars that can be smoked, and British cigars.

I hear that, because of something in the Budget, we are soon to have better British cigars. I imagine that this means that the Budget is somehow going to make the importation of cigars impossible, and that British cigars, having no rivalry to face, are going to improve themselves, either out of gratitude to the Chancellor of the Exchequer or, as seems more likely, because they find it beyond them to make themselves worse.

It is now more than eight years since, having been forbidden by my doctor to smoke any cigars whatever, I became a cigarette smoker. It had been thirty years at least since I had been forbidden by experience to smoke British cigars. And so the prospect of an improvement in their quality affects me, as a smoker, to no degree at all. As an artist, however, as a lover of beauty in all its forms, as a worker in words, I must confess that what is to come causes me some apprehension.

Aesthetics demand that exquisite things should have exquisite names.

Tobacco is the most exquisite of vegetables, and now that British cigars are to be made, presumably, of a certain amount of tobacco, I should like to know that they are to receive names of a kind appropriate by reason of their grace, to the substance of which they are, at any rate, partly to be composed. Hitherto any kind of vulgar name has been good enough for a British cigar—"Buggins' A 1," "Harris's Top Hole," "The Sure Shot," "Dandy Dicks," "Swine Fever," and so forth. This sort of name has, up to the present, been all very well, and suitable for small rolls of brown paper, steeped in the juice of the crudest Virginia tobacco and wrapped in dried shreds of cabbage. But if tobacco leaves are henceforward actually to be incorporated in the bodies of our home-made cigars, it will become highly improper for these things any longer to be bought and sold under names which would do plain dishonor to a noble plant.

The question, then, presents itself by what names are these new, sublimated and positively smokable British cigars to be known.

I think we cannot do better than take for our models the highly euphonious names which we find in any catalogue of Havana cigars, such as Laranaga, Corona Corona, Ramon Allones, Pedro Murias, Flor de Cuba, Panatelas, Cabañas, Partagas, Bock y Ca, La Intimidad, and so on; for that the choicest of tobacco happens to be grown in a land which is inhabited by people of Spanish descent seems to me, I confess, a very fortunate circumstance.

Of course, we cannot hope to name our improved British cigars as euphoniously as the Cubans do theirs, but we can always do our best, and what we can achieve in this way will probably be quite good enough for what we shall have to sell. In time, if we put our minds on it, we shall, no doubt, produce a very pretty range of names. Meanwhile, here are a few suggestions to be going on with:—

La Laringita, Coroner Inquesta, Levit Allones, Saltpedro Curias, Flor de Tuber (Potahto y Ca), Flor de Coventgardenia (Banañapil, Dessicato y Ca), Deplorabiles, Væ Victis, Insanitelas, Dustcartagas, Knockout y Ca, La Pyrotech ny Ca, Fumigatorias, Emetrico Irresistible, Dubitosas, Splendide mendax.

Proof of Leadership

Here are the ships on which the Standard Commercial Tobacco Company imported 43% of all the Turkish Leaf brought into the United States thus far during the present year:

Turkish Tobacco imported into the United States January 1 to July 1, 1920

Name of Steamers	*Dates of Arrival*	*Amounts imported by Standard Commercial Tobacco Co.*
Evansville	Jan. 17, '20	300 Bales
Rotterdam	Jan. 27, '20	6,816 "
Putnam	Feb. 12, '20	55 "
River Orontes	Mar. 10, '20	2,238 "
Beatrice	Mar. 13, '20	3,253 "
Jefferson Co.	Mar. 26, 20	5,001 "
Jacona	May 9, '20	28,676 "
Chester Valley...	June 4, '20	37,875 "
Aleppo	June 12, '20	32,320 "
Dochet	June 18, '20	24,888 "
Megalli Hellas....	June 23, '20	80 "

Standard Commercial Tobacco Co ..... **141,502 bales or 43% of total**
All others (75 competitors) ..... **183,168 " " 57% " "**

Last year we imported 40% of all the Turkish Tobacco brought into the United States—2½ times the amount of the next largest importers.

What Our Large Shipments Mean to Buyers of Turkish Leaf

We are growers and dealers in Turkish and American Leaf with offices, warehouses, a permanent organization throughout the tobacco-growing world. With our great buying organization at the source of supply, our own warehouses and shipping facilities, we can provide purchasers of Turkish and American Leaf with ample supplies at all times.

The large volume of our operations enables us to buy and sell at most attractive prices which all our customers enjoy.

THE STANDARD COMMERCIAL TOBACCO CO.

The World's Largest Dealers in Turkish Tobacco

Home Office, Equitable Building, 120 Broadway, New York City

M. P. Roberts and Two Prize Winners

GEORGIANS MORE INTERESTED IN TOBACCO GROWING

(*Concluded from page* 4)

capable young man, who served as a first lieutenant of artillery during the war, attempted none of the blandishments or tricks of the orator. Instead, he said, would give "a few plain common horse sense facts about growing tobacco."

And well he did it. His "straight talk" was just what the farmers wanted. They paid strict attention to every word. Suggestions concerning methods that best might be employed, advice "to know the soil," information relative to fertilizers, warning not to use so much nitrate of soda, the necessity for liberal applications of potash, instructions to start now to prepare for next year's crop, admonition not to follow velvet beans with tobacco, the advisability of giving extra care to a plant bed, the urgency for careful and timely cultivation, exhortation to keep down the suckers, the benefits accruing from allowing tobacco to ripen properly before picking—all these and other things, he touched upon. And when he was about to conclude his speech, the farmers were eager for him to continue.

T. Y. Williford, County Agent, spoke briefly relative to agricultural advancement in Toombs County. He emphasized the desirability of diversified farming and told of the notable increase of registered hogs and other pure bred live stock.

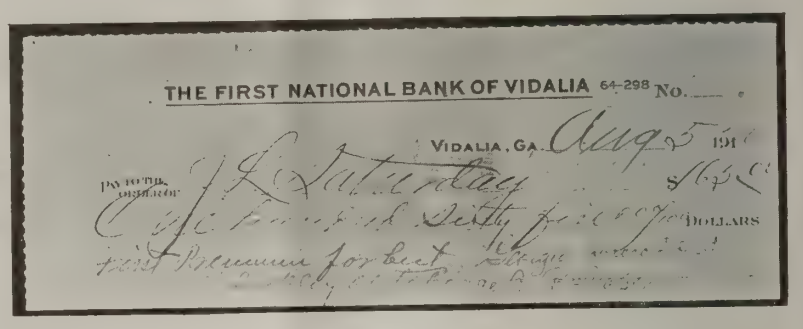
Col. G. A. Webb of Winston-Salem certainly can speak authoritatively. For he has sold more bright tobacco than any other man in the world. And his knowledge of tobacco is broadened by 45 years of activity on important markets. Beginning his speech by referring happily to the origin of exposition, he being the originator and promoter of the plans developed so successfully, Col. Webb went on, and said that always his advice to a tobacco farmer was: "Raise your own supplies."

Speaking of the marketing of tobacco, Col. Webb called attention to costly losses caused by inexperience or neglect in giving proper care. Millions of pounds may be virtually thrown away because of failure to get the tobacco in marketable condition.

For good bright tobacco, the grower never need fear that there will not be at least a fair market. Vast as American tobacco production is, the United States actually produces less than one third of the world's tobacco supply. In practically all parts of the torrid and temperate zones, some tobacco is grown. "But smokers all over the world know the value and virtue of the bright tobacco that comes from Virginia, the Carolinas and Georgia."

The concluding address was made by D. F. Morris.

In the evening Vidalia witnessed a display of fireworks.



The Prize for the Best Display

Tobacco Field on the Farm of E. L. Meadows of Vidalia—A Crop That Speaks for Itself.

Prices Sky-High at Closing Sales in Amsterdam

Lively Bidding Marked End of Selling Season in the Dutch City —Fancy Lots Reached Abnormal Heights—Alfred Schmid and Hugo Muller Were Leading Buyers—American Cigar Co. Secured Fancy Lot—H. Duys & Co., E. Rosenwald & Bro., Bayuk Bros., and Herzog & Sarluy, All Bought Freely—Next Sumatra Sale, September 17—Vorstenlanden Sale Set for September 10.

AMSTERDAM, July 23.—Today the last Sumatra sale of the Spring campaign was held, in which 3,355 bales 1917 crop, 6,129 bales 1918 crop and 10,580 bales 1919 tobacco came for sale. The tobacco of the '17 and '18 crop was only very poor material and not at all suited for the American market, whereas the 1919 crop again brought some very desirable tobacco, although as a whole the sale of June 16 contained better tobaccos. Yet there were some very fancy lots of which Medan Tab. My/TR and Deli My/D/Lkt were the cream. Prices went up abnormally high and although we predicted in our previous letter that the last sale would bring us higher prices than ever paid before, nobody could ever believe that they would move on such a basis. Although the tobacco was not as good, with exceptions of a few lots, prices were about 25% higher, and went up as high as 1450 cents for running lots. In all, 21 lots were sold to the United States and of these 21 lots, 15 lots yielded prices between 1200 and 1450 cents, whereas the few others were sold on a basis of 550 to 900 cents. Such prices for running lots mean for single undermarks figures of 18 to 20 guilders, and such prices remind us of those paid by Dutch manufacturers in war time, when there was a great shortage of material and they were bound to pay any price for wrappers or to close their factories.

It was a great fight today in the American camp and everybody tried his very best to buy tobacco and Alfred Schmid and Hugo Muller beat them all in buying 1,077 bales. Their principal purchases were: 277 bales of Deli-Maatschy/M, 138 bales Senembah My/K, 249 bales Senembah My/BK, 123 bales Senembah My/LP, 145 bales Amst. Langkat Cie/WB and 77 bales Amst. Deli Cie/JH. Next to them came Fritz Lederer, of the American Sumatra Tobacco Co., who bought: 372 bales Medan Tab. My/M and 122 bales of Amst. Langkat Cie/TL.

The American Cigar Co. secured the fancy lot of Medan Tab. My/TR/Deli and 200 bales of Deli My/M and K/Lkt.

H. Duys & Co. bought about 450 bales, viz.: 125 bales out of Deli My/AB. This parcel was bought running by the Swedish Monopoly, and they sold besides those 125 bales to H. Duys & Co., another 61 bales to E. Rosenwald & Bro.

Cullman Bros. bought 130 bales Deli My/KB/Lkt and 214 bales of Deli My/PCi.

Also the fancy parcel of Deli My/D/Lkt went to the same monopoly and E. Rosenwald & Bro. secured from this lot 81 bales.

H. Duys & Co. further bought 149 bales of Deli My/QB, 56 bales of Senembah My/LP and 113 bales of Sennah Deli.

E. Rosenwald & Bro. bought further 72 bales of Amst. Deli Cie/A and 66 bales of Deli Lkt/St Cyr.

Bayuk Bros. secured 344 bales of Senembah My/P but as said they resold their first sizes 132 bales to H. Duys & Co. and E. Rosenwald & Bro. combined, so that they (Bayuks) will only ship 212 bales to the United States.

The lot of A S T Cie which was not granted in the sale of July 16 is now sold to H. Duys & Co., and Herzog & Sarluy together.

During the month of August no sales will be held. The first Sumatra sale after the vacations will take place on September 17, followed by a sale on the 24th of that month.

A Vorstenlanden sale is announced for September the 10th.

WM. QUANJER GOING ABROAD

Will Attend September Tobacco Inscriptions—To Visit Various European Countries

William Quanjer, the prominent Sumatra operator of Water Street, leaves next week for a European trip, accompanied by Mrs. Quanjer. For several years Mr. Quanjer's operations in Sumatra tobacco have been very extensive. He is known among his clientele as a gentleman whose word is his bond, and his customers receive the fairest and squarest kind of treatment. Always reliable and alert, looking after the interests of his customers, he is taking a well deserved rest, although during his stay abroad, he will mingle business with pleasure. He will leave New York on the *S. S. Ryndam*, on August 18, and will first visit Belgium. Later he will attend the Inscriptions in Holland, in September, and will arrive in the Netherlands in ample time to carefully examine the tobacco samples as soon as they are ready for inspection. He expects to make some important purchases at the sales.

Mr. Quanjer, during his absence, leaves his business in most capable hands, being surrounded with a staff of reliable and dependable employees. This is his first trip for nearly five years. He and his better half will visit various European countries before their return home in October.

INTERNATIONAL NOTES

Poland Raises Prices

In Poland the prices of tobacco goods were raised recently by the State monopoly. A paper of domestic tobacco weighing one pound is 60 Polish marks, while 100 cigarettes of the highest quality are 10 marks, those of the lowest grade 1.60 marks. Imported smoking tobacco is from 32 to 48 marks per package.

New Persian Duties

Persia has placed new rates of duty on tobacco. Raw tobacco pays 8 krans per batman, cigarettes in packages 25 krans per batman, loose cigarettes 15 krans per batman, manufactured tobacco 25 per cent ad valorem. A krans is man weighs six pounds and a half.

Arrested for Counterfeiting Cigar Stamps

At Leipsic, Germany, ten men were arrested for manufacturing and selling spurious cigar stamps (Banderoles) worth 1,310,000 marks. The counterfeiters had established a modern printing office. When the officers of the law appeared all the machines had been removed.

Mashonaland Is Picking Up

Reports on the tobacco situation in South Rhodesia are very optimistic. Most of the acreage devoted to tobacco, comprising an area of 6,000 acres, is situated in Mashonaland. This year's crop is expected to be 50 per cent larger than that of last year. The quality of this year's crop, in addition, will be superior by far to last year's harvest.

Demand for Tobacco to Boost Ohio Crops

BETHESDA, Ohio, August 7.—Advertising by cigarette manufacturers is going to boost Ohio's tobacco growing industry, say dealers in this cigarmaking center. They state that the cigarette companies have developed a demand for burley tobacco and, as this is the principal kind grown in Ohio, it will benefit also by the calls made by cigar manufacturers for cigars with burley fillers. Previously most of the Eastern Ohio tobacco leaf had been shipped to other countries to be used for dyeing purposes.

One manufacturer is now turning out more than 100,000 cigars with burley fillers daily. He ships to Eastern markets and is nearly 20,000,000 behind in his orders. The tobacco is used in 5 and 7-cent cigars. Stripping machines are being installed in many Belmont County factories to replace girls who formerly did the work. The shortage of labor is the cause.

Predictions are that the demand for burley for American cigarmaking will greatly increase the Ohio tobacco acreage. Tobacco prices are higher than ever before and crops net big returns.

Fifty Years in One Store

CLINTON, Mass., Aug. 7.—After doing business in a store at 92 High street, in the Brimhall block, more than 50 years, John Langen, the oldest business man in Clinton, has been forced to remove to another stand in the same block on the Church street side, next to the Clinton public market. He has manufactured and retailed cigars all that time.

He has always made cigars by hand. Mr. Langen is to move in September.

HUGO MULLER COMPANY
INCORPORATED
IMPORTERS OF
Sumatra and Java Tobacco
152 WATER ST., NEW YORK

PERCIVAL R. LOWE
Leaf Tobacco Broker
155 Water Street, New York

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK
CORNWALL & STEVENS, Inc.
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Insurance Engineers and Brokers Risks Covered Throughout U. S.
FIRE-MARINE-BOILERS and LIABILITY INSURANCE
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145 WATER STREET, NEW YORK

Wisconsin Tobacco Market

EDGERTON, Wis., Aug. 6.—Some activity has developed during the past couple weeks in the 1919 still in first hands. The prices have ranged from 18 to 25 cents, according to type. There is no stampede to get this tobacco, but within the range of these figures the balance still unsold will gradually find its way to the market. The assorting season is over. In Edgerton the Spitzner company, which has put in 30 weeks of lively work this season, expetcs to be through by the end of this week. On the whole the assorting and packing of last year's crop have been satisfactory. The wages have been good, and steady and experienced assorters have made good money. The tobacco packed may not be the best Wisconsin has produced, but it is a good crop, coming through the sweat in good shape and worthy of cordial reception by the manufacturers who need the Wisconsin leaf. The prospects of the 1920 stand depend on early rainfall. The first plantings are in bloom, and some fields have been topped. Remembering the history of last year, which resembled the conditions prevailing now, there is not much anxiety felt among the growers. Fields that looked like dead propositions the last week in July last year, before the rain of that week, followed by showers during the first week in August, developed heavy stands by harvest. The early tobacco this year needs rain now, and needs it badly, but when the rain comes, as it usually does about this time, there will be a cure for all misgivings. The tobacco is splendidly rooted, and has good color. The medium and late stand is all right yet; the worry about that is not now, but about the middle of September when the first frosts may visit us, and there will be much tobacco to harvest as late as that, as the prospects indicate at this stage of the game.

Our northern correspondent says Aug. 2: "Another week of dry weather has told on the tobacco stand. Some fields, in fact a large per cent of the early planting has spindled up. The medium planting is not so badly off. In Trempeleau county there has been no rain since July 4."

A light rain began to fall shortly after the noon hour Wednesday; the wind is variable with a falling barometer, indicating more rain.

F. W. West, tobacco merchant at Evansville, passed through the Tobacco City Wednesday morning.

Wm. Dyson, of Viroqua, with the Fred Eckhart Leaf Tobacco Company, called on the tobacco dealers in Edgerton a week ago.

The Mabbett Leaf Tobacco Co. has sold its entire 1919 packing to the American Tobacco Co. The Mabbett packing was put up at Whitehall.—*Edgerton Reporter.*

NEW CURING METHOD

J. H. Mahler Is Experimenting with Device That May Be Worth While

REIDSVILLE, N. C., Aug. 7.—J. H. Mahler, manager of the leaf department of the American Tobacco Company, is experimenting with a new process of curing tobacco which gives promise of saving considerable time over the present tedious and slow method of curing the weed.

A small experimental barn has been erected near the company's storage sheds north of town near the R. H. Wray place. This barn is substantially constructed and divided into two small rooms, almost airtight. The plant is equipped with a steam boiler and an engine to drive a fan. The barn is heated by steam pipes and the temperature is easily raised to any degree necessary to cure the leaf.

But the theory of saving time rests mainly on the yellowing of the leaf before applying the curing heat. Live steam is turned into the room hung with tobacco leaves in the belief that alternate steaming and drying out with a fan will greatly hasten the process of "yellowing." After this only a few hours are required to properly cure the leaf which is quickly put into soft order by turning on live steam and can be replaced with another curing—with little loss of time.

The idea is to build large barns with several compartments or rooms in order that tobacco curing can be carried on continuously with the use of the same boiler and engine—requiring only one plant to one or a number of farms.

The experiment will be watched with much interest by many of our leading tobacco farmers.

It is hoped by the promoters that the new process will cut the time of curing tobacco down to one-half or one-third. Also that perhaps some improvement of the color can be obtained by the new steam process of "yellowing" the green leaf.

Co-operative Association.

BALDWINSVILLE, N. Y., Aug. 7.—Secretary P. N. Cadwell says, "The tobacco growers in the Co-operative Association should not be disturbed by the high prices now offered for promising crops of tobacco, because it means good luck for everyone in the Association, who will have a good crop this year. A high percentage of last year's tobacco is already worked up into cigars and growing conditions in the Connecticut valley have been reported adverse due to excessive drowning rains. Consequently, last week buyers started in to buy up Big Flats tobacco, the good crops at 30 cents a pound. The dealers are figuring on the value of their tobacco in the case next spring and summer and it looks good for everyone who can grow a spready crop. If the association can get from 24 cents to 32 cents for 1919 crops that were spready and good quality it will be on the job for something better for 1920 goods. Every man with a good crop ought to be in the association where he will get the full value of the market conditions and annex the profit, the dealers figure to make on the strength of conditions of supply and demand. Practically every old member stayed in the association and we have a little more than made up the acreage we had last year, 500 acres, with new members, but have the facilities to handle 600 acres. The association will accept new members not later than August 15, when it closes its books for the 1920 pack. C. A. Lowe of Big Flats will continue as manager of the association."

PHILIPPINE TOBACCO AGENT

New Headquarters Now at 172 Front Street, New York—A Far More Convenient Location

Charles A. Bond, the popular tobacco agent for the Philippine Government, announces the establishment of new headquarters at 172 Front Street, New York.

This new location has been selected because of its greater accessibility, for the convenience of manufacturers and dealers in Manila tobaccos and cigars.

Mr. Bond extends a hearty invitation to all who are interested in anything pertaining to Manila products to call and "talk it over" at the new headquarters.

Stripping Domestic Fillers in Porto Rico

M. A. Sola, of M. A. Sola & Co., says that in addition to their Porto Rican packings they are stripping in Porto Rico, select domestic fillers, and he reports a steady and growing demand for these goods.

During the past week, he says, they sold all their Porto Rico fillers on hand in New York, and are now anxiously awaiting further shipments, to take care of unfilled orders.

Mr. Sola says he is of the firm opinion that the domestic filler proposition is taking such a strong hold in the trade, that these fillers will become a staple commodity.

Keep good company and be one of the number—Advertise in TOBACCO.

Camel Cigarettes

Concentrate your Camel sales. Get customers buying Camels by the Carton. That's the way to score profits in bunches and make turn-overs *fast!*

Camels supreme quality has never varied! That's why the majority of smokers prefer Camels to any cigarette at any price.

R. J. Reynolds Tobacco Co.
Winston-Salem, N. C.

To Cigar Manufacturers and Cigar Boxmakers

The undersigned are prepared to close out at extremely low prices, their entire stock of high grade subjects of cigar labels.

The lot contains hundreds of designs and titles registered and copyrighted and will be sold with exclusive control to purchasers throughout the United States. Many of these designs were acquired by purchase from the very largest cigar manufacturers in the country who have disposed of the majority of their brands to us exclusively in view of their concentrated efforts on individual well-known and advertised brands.

A great many of these editions of labels comprise full sets, such as Ins, Outs, Flaps, Tags and Bands, and range in quantities from 2,000 up to 100,000 sets.

Please remember, either the registration certificate or copyright goes with every outfit.

In view of the very high cost of new labels and the very long time it requires to finish same, this opportunity should not be overlooked, as even though there is no present need on your part for new designs, it is a most desirable asset to have a few editions as a reserve for future emergencies.

As we have the engravings on hand of practically all of the designs we are offering, we will be able to make very low prices on such editions as may duplicate in the regular quantities.

Write, telegraph or call. Those visiting us in person will naturally have advantage in selection.

PASBACH-VOICE LITHO. CO. Inc.

Cor. Grand St. and Morgan Ave.

Brooklyn, N. Y.

SCHARLIN SNUFF & TOBACCO CORPORATION

STANDARD QUALITY SNUFFS SINCE 1876

GAMBETTA SNUFF
(French Rappe)

1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF

Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF

1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF

Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF

Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Block, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
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Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

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T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

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J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
L. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

The Wholesale Tobacco & Cigar Dealers Association
Philadelphia, Pa. & Camden, N. J.

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

THE AMERICAN'S DIVIDENDS.

Three Per Cent. In Scrip—Stockholders to Vote on Increasing Class B Common from $50,000,000 to $100,000,000

The directors of the American Tobacco Company have declared a dividend on both classes of common stock of 3 per cent, payable in scrip, bearing 8 per cent interest and convertible into Class B common stock, March 1, 1923. The dividend is payable on September 1 to stockholders of record August 14.

It was also announced that a special meeting of stockholders will be called for the purpose of authorizing an increase in the Class B common stock from $50,000,000 to $100,000,000. If the increase is ratified, it was said, it is not the intention of the company to sell any of the additional stock. The present authorized common stock is $100,000,000, divided equally into common and Class B common. Of the old common stock there is unissued $9,757,600, and of the Class B less than $800,000 is unissued. The purpose of the desired increase in the Class B common is to take care of the scrip dividend and to provide the usual reserve of unissued common stock which the company has been accustomed to carry.

Declaration of the present dividend in scrip was done to conserve the company's cash resources. The company has $3,333,000 in notes maturing in November, and these will be paid out of earnings. No new financing, it is understood, is contemplated.

In commenting on the company's business, Percival S. Hill, president of the concern, said:

"The company's business and earnings are in a very satisfactory condition; its volume of business for 1920 to July 1, as compared with the same period of 1919, shows an increase of more than $12,500,000, or more than 20 per cent.

"In the same period the business of our subsidiary companies, in which we have a whole or part interest, has increased more than $11,000,000. Raw materials and Federal taxes continue abnormally high. Delays in transportation and the increase in our business make necessary more working capital.

"With the volume of business and the profits satisfactory as they are, our stockholders are entitled to continuance of reasonable dividends, but with the present and prospective financial needs we do not feel that there should be a diminution of the cash resources of the company by the distribution of cash dividends."

Croker Bros., cigarists, of Neillsville, Wis., haye sold out to Henry Rondeau.

TOBACCO STOCKS

	Bid.	Asked.
American Cigar com.....	115	122
American Cigar pf.....	75	85
American Mach. & Fdy....	140	160
American Snuff	96	100
American Sumatra	78	79
American Sumatra pf.....	80½	86
American Tobacco	105	106
American Tobacco B.....	102¼	105
American Tobacco pf new.	87¼	89
Conley Foil (new).....	23	26
Consolidated Cigar pf.....	79	81
Consolidated Cigar	60	64
General Cigar	58¾	60
General Cigar deb.....	80	81
General Cigar pf.....	..	95
Geo. W. Helme com.....	158	166
Geo. W. Helme pf.....	88	94
Imperial Tobacco.....	8½	9¼
Johnson Foil	..	115
J. S. Young.....	130	140
J. S. Young pf.....	85	95
Liggett & Myers.....	130	150
Ligett & Myers B.....	122	140
Liggett & Myers pf.....	98	100½
Lorillard P.	128	135
Lorillard P. pf.....	85	100
McAndrews & Forbes	..	110
McAndrews & Forbes pf..	75	85
Porto Rico Am. Tobacco..	110	118
R. J. Reynolds "A"	600	640
R. J. Reynolds "B".....	425	450
R. J. Reynolds pf	97	99
Tobacco Products	57¾	58¼
Tobacco Products pf.....	85	85½
United Cigar Stores.....	130	175
United Cigar Stores pf....	85	105
United Drug 1st pf.....	44	48
United Retail Stores.....	59⅞	60¼
Weyman Bruton com.....	155	162
Weyman Bruton pf.....	88	94

KENNEDY & McDERMOTT, Inc.

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We shall deem it a privilege to execute any order for you upon receipt of a telegram at our expense.

Avail yourself of our complete statistical department which is always at your disposal **gratis**, should you at any time desire information regarding any **tobacco securities, address**

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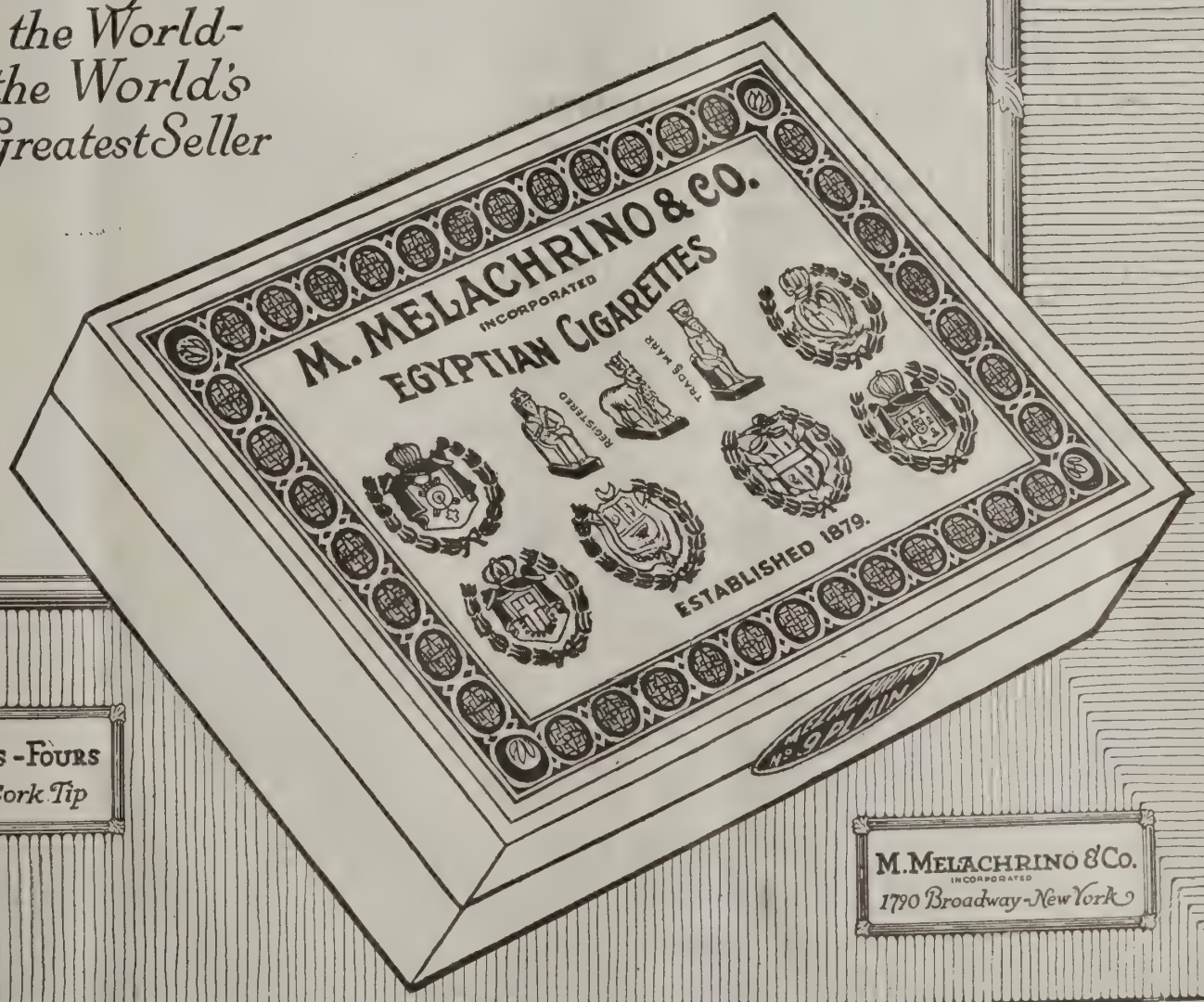
Phone Rector 8720

MELACHRINO

"The Cigarette Elect of All Nations"

"The Cigarette Elect of All Nations" is more than a phrase—it's a *fact*. That Melachrino quality appeals to connoisseurs everywhere is proved by the vast demand for this excellent cigarette.

Throughout the World- the World's Greatest Seller



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Plain and Cork Tip

M. MELACHRINO & Co.
INCORPORATED
1790 Broadway - New York

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Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy" Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES

CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

R. B. SEMPLE

LEAF TOBACCO

MARTINSVILLE VIRGINIA, U. S. A.

Cable "Tyack" Codes { Western Union, Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

Peter H. Mayo, Old-Time Tobacconist, Passes Out

Prominent Virginia Veteran Leaves Host of Relatives and Countless Friends—Formerly President of P. H. Mayo & Bros. Tobacco Co.—Identified with Various Business Institutions—Later Years Closely Affiliated with Religious Work.

RICHMOND, August 6.—After an illness of only four days, Peter H. Mayo, aged 85, of 110 West Franklin Street, died at his country home, "Powhatan," near Willwood, Clarke County, Va., at 5:45 o'clock yesterday afternoon.

Captain Mayo was a veteran of the War Between the States and was the last president of P. H. Mayo & Brothers Tobacco Company, before its purchase some twenty-two years ago by the Continental Tobacco Company.

Only two children survive Mr. Mayo, Mrs. Benehan Cameron, of Raleigh, N. C., and Mrs. Thomas N. Carter, of Richmond. Mr. Mayo left three grandchildren, Miss Belle and Miss Sally Cameron and Miss Isabelle Carter. He had a host of relatives, however, being related to the Taliferro, Fulton, Thornton, Macon, Conway, Page, Carter and several other influential families in Virginia. He had countless friends.

He Had Countless Friends

After his retirement from active business a number of years ago Captain Mayo was closely related with religious work at All Saints' Church, being a vestryman there and having for years been a delegate to the Episcopal convention. He was also a member of the committee on finance of the conference and at one time chairman.

On Dec. 25, 1898, the sale of the Mayo & Bro. Tobacco Co. to the Continental Tobacco Co. was announced and Capt. Mayo, pres. of the company, retired alike from the company and active business.

Factory Produced Navy Plug

The factory that is now a branch of the Continental Tobacco Company was established in 1830 by Robert A. Mayo, who was the father of Captain Mayo, and the grandson of Major William Mayo, who came from England in 1720 and, with Colonel William Byrd, laid out the cities of Richmond and Petersburg. Captain Mayo had the factory incorporated at $1,000,000 before it passed out of his hands and for years it was the sole producer of Navy Plug tobacco, which was originated by Robert A. Mayo, and which for years was used exclusively by the United States Navy. The plant under Captain Mayo for some time controlled the plug tobacco industry of the United States.

Mr. Mayo was a director of the National, State and City Banks for some time, and also a heavy stockholder in the Jefferson Hotel and instrumental in its rehabilitation. He was a member of the Westmoreland Club, the Commonwealth Club and the Country Club of Virginia, and frequently represented the Protestant Episcopal Church, representing the Diocese of Virginia at the general conventions.

He went to his home, "Powhatan," named after the home of his father, on the James River, below Richmond, which he disposed of several years ago, to spend the summer. He was in the best of health, considering his advanced years, on leaving for Clarke County, and was not taken ill until last Sunday afternoon.

BLACKSTONE (VA.) MARKET

Bright Tobacco Will Be Sold During Coming Season—Also Dark Fired as Formerly

BLACKSTONE, Va., August 7.—Blackstone, Virginia, is situated in one of the best tobacco growing sections of the State, and for a number of years has furnished the very finest types of dark fired Virginia tobaccos, which fact is generally known to the buyers of this type. A large part of our lands are also well adapted to the growing of bright tobacco, and owing to the fact that a great many of our farms have in the last few years been sold to North and South Carolina bright tobacco growers, we are now facing the fact that fully 65 per cent of our tobacco acreage is planted in bright tobacco, and for this reason it has been decided by our local Tobacco Board of Trade that this market will sell bright tobaccos for the coming season, commencing with other Old Belt markets, and the warehousemen who are largely interested have been assured by all the large companies that their orders will be placed on this market for the purchase of bright tobacco.

We have in this section a total increase in acreage of about 35% over former years, of which we calculate 65% planted in bright tobacco and 35% in dark fired, and at this writing the crop conditions of both kinds are especially fine and the present crop at this time is the best the writer has ever seen.

While the market is making large preparations to take care of the bright tobacco, W. R. Tuggle & Son state for the benefit of parties interested in Virginia dark fired tobaccos, that this type will not be neglected but will be sold in this market as formerly.

Six Tobacco Barns Burned

WILSON, July 31.—Six tobacco barns went up in smoke in Wilson county in the past two days, the losers being J. T. Williams, Will Carr, P. L. Woodard, and Albert Boswell, one each, and F. L. Carr lost two.

Internal Revenue Statistics for Eastern District of Virginia

The Department of the Internal Revenue for the eastern district of Virginia during the fiscal year ending June 30, 1920, is shown below. Collections for stamps:

CIGARS

For Month of June

Class A	$157,435.70
Class B	4,099.20
Class C	13,673.70

CIGARS

For Year Ending June 30

Class A	$1,746,464.70
Class B	76 891.61
Class C	98,895.83

TOBACCO

For Month of June

$210,757.95

TOBACCO

For Year ending June 30

$2,869,984.35

Total for the year ending June 30, for Cigars and Tobacco, $4,792,236.49.

The amount of revenue collected for cigarettes is not made public, this is done at the request of the manufacturers.

The amount collected for tobacco, cigarettes and cigars in this district is the largest ever recorded. Richmond is the big manufacturing centre in the district.

O. W. DUDLEY & SONS, INC.

Dealers in all grades of

Virginia, Carolina and Kentucky Leaf Tobacco and Strips

DANVILLE, VA., U. S. A.

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

OPPOSE NOMINAL PRICES

Tobacco Growers in Pee Dee Will Use Low Grades for Fertilizer

FLORENCE, S. C., August 5.—The executive committee of the South Carolina Tobacco Growers' Association met here yesterday and took up many phases for bettering the marketing of the tobacco crop of this state. An effort will be made to lengthen the selling season, it being realized that the markets of this state are open for too short a period during the year, not giving farmers time in which to properly handle and market their tobacco crop. The average price of the South Carolina crop last year was about 20 cents a pound while that in North Carolina and Virginia was about 50 cents a pound. The reason assigned for the difference in price is that all tobaccos sold in North Carolina and Virginia are graded while the crop here is necessarily dumped on the market during the few weeks the warehouses are open.

The association went on record as strongly indorsing a movement to refuse to sell any tobacco for less than five cents a pound. And in circulars issued today the association urges warehousemen and farmers to use any and all tobacco for fertilizer that fails to sell above five cents.

MUCH FRAGRANT WEED SOLD

Ample Facilities for Handling Tobacco in Georgetown

GEORGETOWN, S. C., Aug. 5.—The Georgetown tobacco market has been doing remarkably well this year, the untoward weather and bad roads having somewhat retarded deliveries. A second warehouse was opened up this season under the management of Thomas L. Hutchings, an experienced and popular tobacco man, who formerly operated with his father at Himingway. This one is called the Planters' warehouse. The Georgetown Tobacco warehouse, which did such a good business last year, beyond all expectations of the owners, is this year again under the management of Evan S. Rees. There are five buyers here representing all the large companies. Up to yesterday 120,000 pounds had been marketed here, with an average price of 27.56 cents per pound. Tobacco has been hurt considerably by recent heavy rains.

Unsatisfactory Prices

COLUMBIA, S. C., August 5.—Tobacco harvest continues, with complaint of unsatisfactory prices in some markets.

Tobacco Sales in Florence Encourage Growers

FLORENCE, S. C., August 4.—J. W. Poston, a prosperous farmer of the Hannah section of the county, had his tobacco pack house burned Sunday night. The building was struck by lightning and set on fire. The loss is estimated at about $1,200.

Tobacco sales picked up considerably today on the local market, which presented a real live appearance. With the entrance of the R. J. Reynolds Tobacco company's buyer, an appreciable increase in prices could be seen. Much tobacco was sold on the local market today at prices ranging from $40 to $60 per hundred.

Lumberton Tobacco Market

LUMBERTON, N. C., Aug. 7.—The Lumberton tobacco market experienced the biggest break of the season Wednesday and prices averaged higher than any day since the market opened. Much tobacco sold for above $40 the hundred and a number of piles brought over $50 a hundred.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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C. N. Kan, President — NY — Y. K. Kan, Vice-President

Cable: "Nanyang" Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO 680 FIFTH AVENUE NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Dibrell Brothers, Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1625 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS AND REDRYERS OF

Leaf, Strips, Stems and Scraps

For Home and Export Trade. Samples Submitted.

Contracts Solicited

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

LEXINGTON, KY.

Henderson Tobacco Company

DEALERS IN LEAF TOBACCO

HETOCO TRADE MARK

Correspondence Solicited. Samples on Application.

LEXINGTON, KY.

Cable address: "Phelon"

J. S. PHELON & CO.

Leaf Tobacco Brokers

Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Owensboro, Ky.

W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15 Lieber's Five Letter, American Edition

J. W. RUDOLPH & BRO.

Brokers and Exporters Fired and Air Cured Tobacco

MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.

Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco
Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

B. O. BURR & CO.

LEAF TOBACCO DEALERS

All Grades one sucker Tobacco

Samples Submitted. *Correspondence Solicited.*

BOWLING GREEN, KY., U. S. A.

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.
Louisville Ky., U. S. A.

Kentucky Tobacco Markets

LOUISVILLE, Aug. 7.—The Louisville Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	20	..	20	2,895
Kentucky ..	147	6	153	8,443
Main Street.	54	..	54	5,340
Planters-Farmers .	142	2	144	6,786
Tenth Street	26	..	26	4,824
Louisville ..	70	..	70	6,113
	459	8	467	34,401
Year 1919			458	37,143
Year 1918			275	47,369
Year 1917			107	35,710

Classification of This Week's Sales

	Old Crops	1919 Crop	Total
Burley	57	382	439
Dark	..	28	28
	57	410	467

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	6,688	26,098	32,786
Dark	300	1,315	1,615
	6,988	27,413	34,401

Classification of Sales to same Date in

	1919	1918	1917
Burley	32,601	43,530	32,154
Dark	4,542	3,839	3,556
	37,143	47,369	35,710

Comparison with Previous Years

Sales—.	1920	1919	1918
Total sales of new crop to date	30,654	38,725	50,632
Sales of new crop to date. Original inspection	25,229	33,470	46,190
Rejections—			
Rejections this week:			
Burley	81	....	....
Dark	5	....	....
Total	86	64	113
Percentage of rejections to auction sales:			
Burley	19	....	....
Dark	18	....	....
Total	19	20	44
Rejections, Jan. 1 to date:			
Burley	8,319	....	....
Dark	360	....	....
Total	8,679	6,457	5,421
Receipts—			
Receipts this week...	581	913	466
Receipts, Jan. 1 to date	26,875	35,267	43,113

HELM GLOVER, *Secretary.*

LOUISVILLE OFFICIAL QUOTATIONS.

August 6, 1920.

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Manufacturing
Trash (green or mix.)	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf (short)	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.—HELM GLOVER, *Secretary.*

Hogshead Leaf Trade

LOUISVILLE, August 5.—Total offerings yesterday here were 254 hogsheads, including 246 burley and 8 dark. Original inspections were 182 and reviews 72. The market was unchanged.

First sales Thursday at the Turner warehouse

Wednesday's sales follow:

The Louisville warehouse sold 35 hhds. of burley at $5 to $30.50 and 6 dark at $4.55 to $16.

Kentucky warehouse sold 83 hhds. of burley at $2.10 to $44.

Main-street warehouse sold 23 hhds. of burley at $5 to $29.

Planters-Farmers' warehouse sold 82 hhds. of burley at $7.10 to $52.50.

Tenth street warehouse sold 25 hds. of burley at $7.20 to $35.50; 1 hhd. of dark at $8.40.

LOUISVILLE, August 6.—There were 196 hogsheads of burley sold on the local market yesterday. Included were 156 original inspections and 40 reviews. The market was firm and rejections were relatively light.

First sales Friday at the Kentucky and Peoples warehouse.

Thursday's sales follow:

The Turner warehouse sold 20 hds. of burley at $6.60 to $28.

The Kentucky and Peoples warehouse sold 44 hds. of burley at $3.85 to $39.50 and 11 hhds. of dark at $8.90 to $17.

The Main-street warehouse sold 31 hhds. of burley at $5.60 to $20.

Planters-Farmers' warehouse sold 57 hhds. of burley at $6.70 to $26.50.

Louisville warehouse sold 26 hhds. of burley at $3 to $36.

HALF MILLION POUNDS BURN

Greensburg, Ky., Tobacco Warehouse Fire Loss Estimated at $100,000

GREENSBURG, Ky., August 5.—Loss estimated at $100,000 was caused by a fire which destroyed the Greensburg Loose Leaf Warehouse plant and 500,000 lbs. of tobacco early Tuesday morning.

The tobacco had been stored in the building by various dealers. Very little insurance was carried. The cause of the fire is unknown.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.

90 Wall Street, New York

Corner Wall and Water

30 PACKING FACTORIES

BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador

CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition

We handle every kind of tobacco that is grown, **Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut.** Also imported tobaccos, such as **Brazil, Domingo, Colombian, Mexican, Chinese, etc.**

We buy direct from growers at lowest prices.

Give us a trial—samples on request.

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY **NEW YORK, N. Y., U. S. A.**

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

Paducah Market Report

PADUCAH, Ky., Aug. 6.—During the past week we have had very cool, dry weather, the wind blowing from the North throughout the week, which has caused tobacco to be very dry and receipts at the factories, also sales, have been much lighter than last week. There has been some tobacco selling though every day and prices have continued about the same as for the past two weeks, the greater part of the offerings being of the low and common grades which are selling at low prices which are unsatisfactory to sellers. The unfavorable weather conditions will hold up deliveries, but when we have another good handling season we expect to see the larger part of the crop delivered.

Large buying interests continue rather active in the country, buying loose tobacco and the crop is fast changing hands, although prices are disappointing.

The cool dry winds have not damaged the growing crop of tobacco to any injurious extent so far, but other crops are suffering badly and a rain is sorely needed. W. B. KENNEDY.

Fight Tobacco Disease

MAYSVILLE, Ky., Aug. 7.—County Agent Kirk yesterday discovered wild fire, angular leaf, spot leaf, mosaic and root rot in Mason County tobacco fields and, fearing a disastrous spread of these blights over this county, he at once summoned aid from the State Experiment Station. C. M. Flagg, special investigator for tobacco at the Department of Agriculture of the State University, arrived last night and will spend the day in the county with the farmers.

R. P. Taylor Buys Warehouse

The Planters Loose Leaf Warehouse, at Winchester, Ky., has been sold to R. P. Taylor, for $21,000. Winchester banks are interested in this purchase.

Rust and Flies Injure Tobacco

Damage, probably amounting to $150,000 to $200,000 has been done to the tobacco crop by a rust and a fly. Investigations are being made by experienced men of the University of Kentucky.

Uruguayan Tobacco Commission

A Commission has been appointed for the purpose of studying the national tobacco industry of Uruguay, and of proposing the steps that should be taken for its development. It consists of Senor Daniel Sagreras and a delegate from each of the following institutions: The National Inspectorate of Livestock and Agriculture, the "Defensa Agricola," the National Institute of Agronomy, the Directorate of Internal Taxes and the Association of Agronomical Engineers.

It is considered that a great improvement in tobacco production would follow if the primitive methods at present employed were supplemented by more up-to-date methods as regards the determination of suitable land, selection of seeds, choice of the best varieties, preparation of the leaves in special drying sheds, and other practices ensuring improvement in quailty and, with it, better prices.

Belgian Purchases of Tobacco

Official figures recently given out, according to W. L. Grosser, secretary to Trade Commissioner, in Brussels, snow that Belgian purchases of tobacco and tobacco products made in foreign countries during the year 1919 amounted to 193,200,000 francs. These purchases were as follows:

Kind and Country of Origin	Quan.
Leaf tobacco:	
United States.....tons..	28,802
Brazil ....."....	6,760
Philippines ....."....	4,301
Colombia ....."....	2,921
Dominican Republic ..."....	2,641
British India ....."....	1,043
England ....."....	930
Dutch East Indies....."....	771
Paraguay ....."....	696
Argentina ....."....	220
Greece ....."....	140
Cuba ....."....	98
Manufactured products:	
Cigars—	
Cuba .....number..	11,800,000
Philippines .....".....	3,512,555
Mexico .....".....	3,688,700
American manufactured products .....kilos..	14,655
Brazilian manufactured products .....kilos..	149,672
English manufactured products .....kilos..	154,827
Egyptian cigarettes....".....	61,420

Smoking Aids Workers

LONDON, England.—Dick, Kerr & Co., big contractors of Preston, find that smoking helps the workers to increase the output. Three months ago their men were granted permission to smoke during fifteen minutes in the morning and fifteen minutes in the afternoon. The innovation has proved popular with the employees and had a good effect on the firm's output.

Tobacco in Hongkong

Tobacco manufacturing is one of the most important industries of Hongkong, and American tobacco forms a large part of the raw product. During 1919, the imports of leaf tobacco were valued at approximately $5,384,000. The share of the United States in these importations was $1,939,177, or 36 per cent. The remainder was divided principally among the Philippines, China, and Burma.—*Dunn's Review.*

Patents Recently Granted

The following patents recently were issued from the United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trademark attorney, Continental Trust Building, Washington, D. C., at the rate of 20 cents each. State number of patent and name of inventor when ordering.

1,346,368. Electric cigar-lighter. Charles F. Cuno, Meriden, Conn.

1,347,403. Tobacco-stemming machine. Hans F. Richter, Winston-Salem, N. C., assignor to R. J. Reynolds Tobacco Co., same place.

1,346,533. Method of and means for preserving tobacco. Caleb C. Dula, New York, N. Y., assignor to Liggett & Myers Tobacco Co., same place.

Cameron Tobacco Company
Richmond, Virginia
Manufacturers of
High Class Smoking Mixtures
"OUR LEADERS"
Eutopia--Jefferson--Kiltie Mixtures
PRIVATE BRANDS

AXTON-FISHER TOBACCO CO.
INCORPORATED
LOUISVILLE, KENTUCKY
Manufacturers of the Celebrated Brands of Tobacco
Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable: Austin, Greeneville CODES: Arnolds No. 5, A B C 5th Ed. Improved
BURLEY BRIGHTS STRIPS SCRAP
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

FRIES & FRIES Manufacturers of F. & F.
CIGAR, CIGARETTE, CHEWING & SMOKING TOBACCO FLAVORS AND BETOON
MAIN OFFICE AND FACTORY
1501-1513 West Sixth St.
CINCINNATI, OHIO
NEW YORK
242 Pearl Street
OFFICE AND WAREHOUSE

CIGARETTE TOBACCO
CHINESE RUSSIAN TURKISH
OHIO VIRGINIA MARYLAND
Export orders solicited We satisfy.
COMMONWEALTH BANK BLDG.
NEW YORK
Gensior Tobacco Co., Inc.,
212 McGILL STREET
MONTREAL, CANADA

Burley Tobacco Market at Lancaster, Kentucky

Garrard Tobacco Warehouse Co. Sold Over Four Million Pounds at Average of 45.21 Last Season—Reports of Burley Markets Securing Average of More Than 35c—Strong Bid for Business—Excellent Accommodations.

Tobacco is in receipt of a letter from John M. Farra, Secretary-treasurer of the Garrard Tobacco Warehouse Co., of Lancaster, Ky., calling attention to the fact that, in a report of the Burley tobacco sales, supposedly of all Burley markets, which was recently published in these columns, the list failed to include the market at Lancaster, Garrard County, Ky.

The failure to include the Lancaster market was undoubtedly due to an unintentional oversight on the part of the compiler.

Mr. Farra writes:

"I am enclosing a report of business done by this company for season 1919-1920 which we would be pleased to have you publish together with all other Burley markets that made an average over thirty-five cents (.35)."

Tobacco gladly complies with Mr. Farra's request, and hereto appends the market reports as suggested.

Burley Markets That Averaged Above Thirty-five Cents

The Burley markets showing an average above thirty-five cents during the season of 1919-1920, as reported, are as follows:

	Pounds	Aver.
Danville, Ky.	8,793,690	45.12
Greenville, Tenn.	8,187,014	39.56
Harrodsburg, Ky.	2,798,850	40.25
Hardinsburg, Ky.	2,735,975	44.02
Johnson City, Tenn.	1,488,000	44.11
Lancaster, Ky.	4,003,095	45.21
Lebanon, Ky.	2,611,885	35.25
Lexington, Ky.	63,101,712	43.46
Paris, Ky.	11,974,210	43.93
Richmond, Ky.	6,398,740	46.86
Springfield, Ky.	4,087,765	36.49
Weston, Mo.	2,140,340	39.30
Winchester, Ky.	1,448,740	41.07

The Lancaster market opened December 3, 1919, and closed February 27, 1920.

The Garrard Tobacco Warehouse, two floors, had five sales per week, and sold, as shown in preceding table, 4,003,095, pounds. Regarding this record and market, Mr. Farra says:

"We believe this to be the *first new* market in the Burley belt that ever sold as much as 4,000,000 pounds at an average of 45.21. Our house has 290 feet front on Campbell St., and is 220 deep, to L. & N. R. R., with a private side track adjoining four large prizing rooms, with hydraulic presses, and occupied by R. J. Reynolds Tobacco Co.; Liggett & Myers Tobacco Co.; American Tobacco Co., and J. P. Taylor & Co. All tobacco is moved from sales floors to prizing rooms by hand trucks.

The Planters & Growers Tobacco Co. is now building a sales floor at a cost of $75,000. This company, together with the Planters & Growers will have facilities for marketing from 10,000,000 to 12,000,000 pounds. The acreage in this section this season has been greatly increased and the crop prospect is the best for several years. This county (Garrard) is the home of the 'Kelley Tobacco;' B. L. Kelley & Sons, the originators of this bright burley, have one of the largest blue grass farms in this section almost exclusively devoted to the culture of this seed."

The Garrard's Appeal

In a strong bid for business, the Garrard Tobacco Warehouse Co. says, in part:

"We have not spared the cost in making this house the most evenly lighted sales warehouse in the world, having twice the number of skylights of any other house of the same size, in addition to being electrically lighted.

"There are three main driveways from front to rear, two 20-foot and one 27-foot, in addition to a 20-foot driveway under the sales floors across the rear, connecting the driveways, to and from 20-foot roadways on the north and south sides of the warehouse.

"We have accommodations in our two-wagon and three-wagon drives for 100 wagons inside the house.

"We have 42,000 square feet of sales floor, divided into two floors, with separate scales for each floor.

"We have 30,000 square feet of prizing floor to take care of the tobacco off the sales floor, and never delay the unloading of tobacco for lack of floor or wagon room.

"To command the highest price for tobacco, it is necessary to accommodate the largest and best buyers, and equip for them their prizing rooms in a way to handle their purchases of tobacco at a minimum cost. The prizing rooms are the best designed in Kentucky, with the tobacco moving off the sales floor into the prizing rooms without drayage, then into the hogsheads, and to a lower floor on a level with the railroad car. We have built and own a side track adjoining the prizing rooms that has accommodations for 14 cars."

Capitalization, Officers and Directors

The Garrard Tobacco Warehouse Co. is incorporated, with $80,000 capital stock.

The officers and directors are: J. W. Sweeney, president; F. B. Marksberry, 1st vice president; S. B. Sanders, 2nd vice president; John M. Farrar, secretary-treasurer; Tandy Quisenberry, manager. Other directors: R. L. Burton, John D. Wynn, W. R. Kelly, and T. C. Rankin.

RAINS AFFECT MARKET

Tobacco Sales at Valdosta Fell Off Last Week.

Valdosta, Ga., Aug. 7.—Excessive rains through nearly the entire week caused a slump in tobacco selling on the Valdosta market. Unlike cotton, tobacco cannot be hauled to market in rainy weather without suffering damage, especially to the better and higher grades.

This weather condition has thus caused a small amount of offerings and the lots brought in have been in the lower grades, although even this grade has brought a high price.

While the weather has been the chief cause of small offerings during the week, yet there is well defined disposition on the part of the growers to hold the most of their product off the market for the present. An expert who has covered the South Georgia tobacco belt this week reports that much less than one-fourth of the entire crop has been offered for sale so far, and the larger part of this had been primers and "sand lugs."

Thursday's sales on the Valdosta market amounted to ten thousand pounds, at an average of twenty-five dollars per hundred and forty-nine dollars at the top price.

Friday's sales went to nine thousand pounds, with the highest price at fifty-nine dollars and the average $25.58 per hundred pounds with "lugs" and scrap predominating.

"Sand lugs" bring around one dollar per hundred, and buyers hardly want it at that price. In the Eastern North Carolina Association this season the warehousemen have refused to offer "lugs" at any price, and sentiment is developing toward a similar action on the Georgia circuit. While this may not be done this season, it seems certain that in 1921 warehousemen in Georgia will adopt the plan of excluding lugs from the warehouses.

This scrap tobacco has practically no value to the manufacturer, but as fertilizer it is worth as much as any standard brand of goods and therefore it is really to the interest of the grower to keep it at home and use it on his land.

Buyers here this week include W. N. Ruffin of the Export Tobacco Company; S. B. Betts of the J. P. Taylor Company; J. S. O'Brine, independent; F. W. Brown of Cobb-Guinn Company, Richmond, Va., which is generally credited with being a Liggett & Myers auxiliary; J. R. Hutson and Lewis Hodnett of Danville, Va., independent, and Bennett & Vernon, also independents of Danville, Va.

At least three-fourths of the yield from four hundred acres in Lowndes county and an equal acreage in North Florida yet remain to be sold in the Valdosta territory, and it is believed that with fair weather for the next week there will begin to be a marked increase in the offerings if prices hold up to the average already established.

MAKE GOOD TOBACCO PROFIT

Week's Sales at Nicholls Close with Average of $36.54 Per Hundred

Nicholls, Ga., August 7.—The two tobacco warehouses in Nicholls closed the week's sales yesterday with an average price of $36.54 for the entire week. Owing to continued heavy rains the better grades of tobacco were not marketed this week, the farmers preferring to sell the lower grades and hold the best until the weather clears up.

Bright tobacco sold from 50 to 60 cents per pound all during the week and warehousemen expect to make an average price next week well above forty cents if the weather is favorable. If tobacco prices hold good from now to the close of the season the growers will make a fine profit on the crop and have money to leave in the banks on interest, and boll weevil cotton will be very scarce in this section in another year.

Sixty-One Cents at Abbeville

Abbeville, Ga., August 3.—Today's sale of leaf tobacco was the best so far in the season. Prices averaged forty-two cents per pound. Both houses report heavy sales and satisfied customers. Lewis and Peeples sold a round lot today for $1,785, which was an average of 41.90 cents. J. W. Morris of Eastman, sold a nice lot which brought him $941, some of his selling as high as 55 cents. Local growers are bringing in their leaf freely now and business is improving each day. Today's highest sale was sixty-one cents.

Ashburn Sales Increase

Ashburn, Ga., August 3.—The average market price of tobacco on the Ashburn tobacco market today was nearly 37 cents. The tobacco offered is considerably better in grade than heretofore. About ten thousand pounds were sold. The prices prevailing here are bringing tobacco from all parts of the State.

Tobacco Averages Forty Cents

Vidalia, Ga., Aug. 6.—Tobacco sales on the Vidalia market today totaled 20,400 pounds. The average prices received by the growers was 40 cents. Prices ranged from as low as 18 cents per pound to as high as 85 cents. Growers are very well satisfied with the prices, and buyers declare they are pleased with the good grade of tobacco being offered.

Lyons Tobacco Market

Lyons, Ga., August 7.—Seventy thousand pounds of tobacco were sold on the Lyons tobacco market yesterday at an average of forty-three cents. Best grades brought as high as ninety-eight cents. Being in the heart of a new tobacco-growing section Lyons is developing into one of the largest markets in the state.

Cable Address: "ROGERS," Enfield, N. C. Codes: A. B. C. 5th Edition, Liebers
R. L. SWAIN & CO. Leaf Tobacco Merchants
ENFIELD, N. C., U. S. A.
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Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

(Preliminary Report)

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
SAM. L. ROGERS, DIRECTOR

Washington, 10 a. m., July 31, 1920.

LEAF TOBACCO HELD BY MANUFACTURERS AND DEALERS

July 1, 1920 and 1919, and April 1 and January 1, 1920.

These statistics represent for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who, on an average, had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the preceding calendar year; (2) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses.

TYPES.	POUNDS OF LEAF TOBACCO ON HAND.			
	JULY 1—		APR. 1, 1920	JAN. 1, 1920
	1920	1919		
Aggregate*	1,452,962,024	1,400,963,823	1,590,624,644	1,318,131,291
Chewing, smoking, snuff, and export types: Total	1,013,719,134	1,042,255,690	1,179,823,043	962,807,355
Burley	320,217,568	287,564,917	328,135,558	227,278,528
Dark District of Ky. and Tenn.: Total	326,920,164	322,333,696	353,386,528	210,558,048
Dark fired of Clarksville, Hopkinsville, and Paducah Districts	200,984,076	203,462,478	206,427,971	118,800,378
Henderson	17,847,131	17,592,093	17,022,520	5,899,336
Green River	61,105,406	55,444,333	65,617,589	44,024,315
One Sucker	46,983,551	45,834,792	64,318,448	41,834,619
Virginia Sun Cured	8,319,913	10,097,370	9,238,472	9,257,839
Virginia Dark	34,972,322	42,919,482	48,530,911	37,714,823
Bright Yellow District of Va., N. C., S. C., and Ga.	304,206,285	327,277,360	415,332,199	448,541,704
Maryland	10,049,936	14,586,340	16,849,187	21,256,246
Eastern Ohio Export	8,255,925	7,092,477	8,040,296	7,836,972
All other domestic, including Perique-Louisiana	777,021	384,048	309,892	363,195
Cigar types: Total	350,692,935	323,531,216	328,724,633	283,303,899
New England, including Conn.: Total	72,605,383	65,909,056	69,087,417	56,533,208
Broad leaf	32,026,120	27,748,545	27,530,283	22,136,346
Havana seed	35,086,990	31,321,883	33,538,052	26,407,196
Shade grown	5,492,273	6,838,628	8,019,082	7,989,666
New York	3,375,872	3,018,395	3,114,104	2,762,929
Pennsylvania	98,671,198	99,953,843	105,735,946	80,438,720
Ohio	79,349,525	62,094,319	64,602,015	71,549,633
Wisconsin	84,292,344	79,406,887	71,221,213	54,758
Georgia and Florida	4,760,049	4,804,588	5,914,210	6,281,275
Porto Rico	7,419,315	8,119,422	8,873,855	10,833,188
All other domestic	219,249	224,706	175,873	146,905
Imported types	88,549,955	65,176,917	82,076,968	72,020,037

*Leaf tobacco on hand July 1, 1920, includes 1,013,455,261 pounds, for which the "Marked weight" was reported (i. e., weight at time it was packed or baled) and 439,506,763 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1919 were 940,836,910 and 460,126,913 pounds, respectively; for April 1, 1920, 1,144,110,690 and 446,513,954 pounds, respectively; and for Jan. 1, 1920, 893,125,403 and 425,005,888 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for July 1, 1920, includes 1,300,157,070 pounds of unstemmed and 152,804,954 pounds of stemmed leaf tobacco.

McELWEE-MARTIN TOBACCO CO.

To Manufacture Cigarettes at Statesville, N. C.

STATESVILLE, N. C., August 7.—Application has been made to the North Carolina Secretary of State for a charter for the McElwee-Martin Tobacco Co., of Statesville, to manufacture cigarettes exclusively.

The stockholders of the company are Martin Bros.—Joseph L. and William S. Martin—of New York City, and J. H. McElwee & Sons, of Statesville. The authorized capital stock of the company is fixed at $250,000, with $50,000 paid in.

The organization has been completed with the election of the following officers: T. N. McElwee, president; William S. Martin, vice-president; J. L. Martin, secretary; W. H. McElwee, treasurer.

Two carloads of machinery have already arrived and a third is en route. This will be installed in the old Key factory on Water street, owned by J. H. McElwee & Sons, and now being used as a factory for the manufacture of smoking tobacco. The daily capacity of the plant will be 500,000 cigarettes. The new business will in no way interfere with the continued manufacture of smoking tobacco.

The output of cigarettes will be mainly for export. Martin Bros., of New York, are now engaged in the manufacture of tobaccos exclusively for export trade. They will manage the New York City branch of the new company. The McElwees will manage and control the manufacture and output of the Statesville branch.

The company expects to begin operations soon after September 1. It is not known yet just how many will be employed in the new factory here.

Winston-Salem's Good Showing

WINSTON-SALEM, N. C., Aug. 7.—The Winston-Salem Tobacco association held its annual meeting Thursday afternoon when President Dixon submitted an encouraging and optimistic report regarding the new leaf crop and the local market. It showed that last year's crop sold here brought an average of $49.95 per hundred. The sales totaled 33,116,425 pounds. The report also showed that the local manufacturers had to go to other markets the past year for 173,600,000 pounds of the weed.

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Established 1818 Incorporated 1914
Manufacturers of
PLUG, TWIST,
CUT PLUG,
BIRD'S EYE
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CIGARETTES FOR EXPORT
A large variety of brands
also
Trumps Cigarettes
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TOBACCO COMMISSION MERCHANTS
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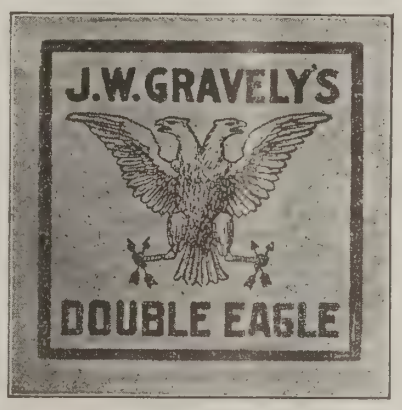
REASONABLE RATES



Sparrow & Gravely Tobacco Co.
TOBACCO MANUFACTURERS
Manufacturers of
Plugs, Twists and Smoking Tobaccos
Correspondence Solicited
Export and Domestic
Martinsville, Virginia, U. S. A.

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Leaf Tobacco Dealers and Brokers
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AUTOMATIC MACHINE
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Leaf Tobacco Dealer

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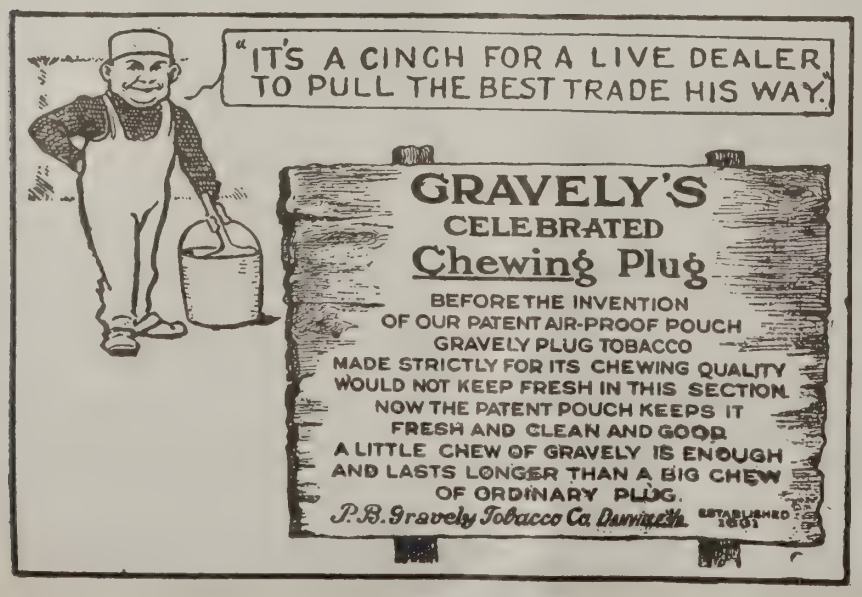

PRICE ADVANCING IN SOUTH

South Carolina Bright Tobacco Being Bought by Manufacturers at Tallest Prices Yet Recorded.

The high figures the cigarette makers and some other people are offering for the South Carolina and Georgia grown bright tobacco are causing the growers of the weed in those States to market their product rapidly. The sales in the various markets of both States were larger last week than for either of the two previous weeks and there has been no weakening in the prices.

The average made in the South Carolina markets last week was $27 per hundred, which was quite a jump over that of the previous week. However, it must be remembered that the high prices are bringing better grades of the leaf to the warehouse floors and this has had much to do with increasing the average. The Richmond representatives on both the South Carolina and Georgia markets report an upward tendency and they think higher prices—at least a shade higher—are yet in store for the already well-satisfied growers.

Manufacturers Rule Leaf Dealers Out

As yet the leaf dealers are cutting a very small figure on the markets and are doing very little of the buying. The high prices the cigarette manufacturers seem willing to pay for the bright weed are evidently driving the leaf dealers off the markets. They say they can see no profits in the leaf itself at the figures the manufacturers are bidding.

All the reports from Eastern North Carolina that came in last week are most encouraging as to the crop now growing and being cut and cured. The seasons have been just right and the leaf that has so far been cut is said to be very fine and is curing up very bright and in every way suitable for the trade. All the indications are that the Eastern North Carolina crop this year will be the best since 1913 and it will undoubtedly be the largest ever grown in that part of the Old North State. The acreage has been increased to some extent by the entrance into the business of growing the weed by many new farmers, and the crop is curing up so nicely there will be practically no loss nor waste.

Markets Yet to Have Their Day

The Eastern North Carolina markets will be later opening this year than usual. They will give South Carolina and Georgia ample time to sell out. The warehousemen will throw open their doors on the first day of September.

Reports from Danville, South Boston and Chase City in Virginia and Winston-Salem, Durham and Reidsville in North Carolina indicate that the old bright belt also has as fine a crop as was ever grown in those sections of the two great tobacco States. The old belt markets will start the selling ball in motion about September 14, and, as usual, will start off with primings.—*Richmond Times-Dispatch.*

PITY POOR TOBACCO WORM

Lateness of Full Moon in August Will Deprive Pesky Pest of Much Succulent Food.

A Kinston, N. C., observer makes this observation: Tobacco planters may congratulate themselves over the fact that the full moon in August will not arrive until the close of the month. By the same token, according to a theory advanced by an intelligent local farmer, the tobacco worms will be cheated out of a lot of square meals. The moon controls a lot of things in the world according to various theories, including the tides, fish, lunatics of certain kinds, etc., and its phases have now been found to have all to do with tobacco worms.

The June crop of tobacco worms is not much of a nuisance, it is stated by this farmer. The worms soon go into the ground. It may be that the June rain or something drives them into seclusion. They die in the earth, it is assumed. The August crop, the second of the season, is capable of playing havoc with the growing weed. There remains the fact that when tobacco is well matured and the leaves are tough, the tobacco worm cannot chew the tobacco, literally speaking. This year's crop being late, would be susceptible to much damage from the August worms, were it not for the full moon's lateness.

When the moon gets full the tobacco fly, which lays the eggs of the tobacco worm, builds her nest; she is kept from laying on dark nights, possibly having weak eyes. It is not until after the sun goes down that she gets busy. Late as it is the tobacco crop will be too tough for mastication by the crawling pests by the time the August full moon gets around. Statisticians at Raleigh who see much for the farmers to be glad over may add another note to their joyful ditty, if they believe this theory has merit.

Official of Tobacco Co. Killed

William J. Scott, vice president of the Clark & Scott Tobacco Co., of Scranton, Pa., was killed in an automobile accident a few nights ago at Dunmore, Pa.

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY
ESTAB. 1907
LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

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UNION MADE
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Leaf Tobacco Brokers Dealers and Exporters

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Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

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Tobacco Crop in Georgia This Year

Interesting Description of Tobacco Auction

By LAMBDIN KAY, in *Atlanta Journal*

Georgia's tobacco crop, valued at $6,000,000—a crop that has grown from nothing in the last few years to a position of greatest importance in the state's agriculture—is now being marketed throughout the tobacco belt in south Georgia.

In ten thriving towns in the wire-grass district, farmers playing parts in the agricultural revolution that began with the coming of the boll weevil are selling thousands of pounds of fine bright leaf every day but Saturday at remarkable auctions that have been the custom in other tobacco states for decades.

The season opened in July, after the first yield of the year—low-grade leaves, known as "sand lugs" and "primings"—had been cured in the cubicle little pine-slab houses that now stand in batteries of from two to six or eight on scores of plantations in fifteen or more South Georgia counties.

Opening day is a gala one throughout the wiregrass region. There are barbecues and chicken dinners and speeches and airplane flights and all the other things typical of a country celebration. And everybody comes to town for the festivities whether they have tobacco to sell or not.

But the auction itself is the most interesting feature of all. Take Tifton, for instance, bustling, booming and beautiful seat of Tift county, some 250 miles south of Atlanta and in the heart of the wiregrass. At the opening auction of 1920 a few weeks ago, it was swarming with farmers and their families from half a dozen counties, with business men and other visitors from nearby towns, with railroad men and tobacco buyers. Tobacco was the universal topic of conversation.

At the appointed hour everybody assembled at the Fenner warehouse, a prodigiously spacious affair operated by W. E. Fenner, a young livewire, who has spent his life in the old tobacco belts of the Carolinas and Virginia, and who flatly asserts, like every other expert in south Georgia, that the leaf produced by Georgia soil and Georgia sunshine is the best on earth.

Stretched out in many long parallel lines on the warehouse floor were hundreds of shallow baskets, several feet wide, heaped with piles of the golden leaves. The rows were just far enough apart to permit walking between them. Sticking out of the top of each pile was a short stick to which was attached a card showing the name of the owner of each heap and the number of pounds in the wicker tray, or basket. A dry, pungent, aromatic scent filled the air—a pleasant stimulating aroma entirely unlike that of tobacco as it is smoked.

Suddenly the auction began. At the center of a little group of men clustered about the basket at the head of the first of the rows was the auctioneer—a professional tobacco auctioneer, a wiry young man with a quick black eye and a resonant, musical voice. The men about him were his assistants and the tobacco buyers—six or eight of the latter, representing the biggest concerns in the world. Buyers, each with a staff of aids, are stationed at every market town in Georgia through the season.

The sale began when the auctioneer broke into a rapid, sing-song chant—a hurried, seemingly meaningless jargon—a melodious jumble of gibberish that rose and fell, now sharp and stacatto, now as soothing as the croon of a negro "mammy." All the while he was glancing swiftly and eagerly around the little circle of buyers. He was bending toward them, alert and tense, his hands chopping the air with short, stiff gestures. Frequently he seemed to appeal directly to an individual in the group.

At the first cry of the auctioneer the big crowd surged toward the center of attraction—men and women and children, and farmers, with tobacco on the floor—everybody jostling everybody else and craning their necks and trampling the heaps of tobacco as they closed in on the little group at the first basket.

The auctioneer's chant—always marked by air of haste and urgency—ran on. Punctuating his refrain came sharp exclamations from his assistants, apparently appealing to the buyers. The latter, all of them wearing what is known as the "poker face," seemed to pay little heed if any at all. Occasionally one of them would pick up one of the tobacco leaves, examine it carelessly and as carelessly drop it back on the heap. Their eyes appeared to be wandering everywhere save in the auctioneer's direction.

Then, in a matter of seconds after the chant began, and without a pause in the melodious singsong, the group moved to the next basket. A few moments more and they had moved to the next and then the next and so on, the laughing, keenly interested throng of spectators following them up and down the rows. There was hardly a pause in the procedure. Never at any point could a layman see what it was all about. Yet when the chant stopped at the last basket in the last row, the auction was over and several score farmers had sold something above 15,000 pounds of tobacco at an average price of 33.17 cents per pound.

That's how tobacco is sold at Tifton and Douglas and Fitzgerald and half a dozen other Georgia towns, as well as everywhere else that bright tobacco, used for cigarette and pipe brands, is grown. Despite its apparent lack of meaning, the system is said to be altogether practical and effective. The auctioneer, the buyers, the warehousemen and the planters understand each other completely by some mysterious means. While the auctioneer is entertaining the crowd with his musical monologue he is receiving and acknowledging bids in each particular heap of leaf from the buyers. The buyers, in keen competition with each other, are signaling bids by a wink, or a lifted eyebrow or a nod or some other almost imperceptible sign.

Close behind the group follow warehouse clerks. They know who bought each tray of tobacco and how much he bid for it. They note this on the card at the top of each heap and on their records. Immediately after the auction every farmer whose tobacco was sold gets his money for it. And, by the way, if the price bid does not suit him, he need not accept the bid. He can sell his tobacco the next day or whenever he likes.

A total of fifteen million pounds of Georgia tobacco, gathered from upwards of twenty thousand acres of south Georgia's sandy loam lands and expected to bring $6,000,000 in cash, will have been sold by early September, just as Tifton's first offerings were sold. These figures should mean a net profit to Georgia growers of about $4,000,000, the authorities say. And it is realized from far less acreage, in half the time, with poorer land and at lower expense than is the case with cotton.

A good crop and good prices seem certain this year, which is Georgia's fourth tobacco season. If prospects are fulfilled, fifty million pounds, worth, possibly twenty million dollars, will be planted and sold next year in a region faced with disaster by the boll weevil. Furthermore the crop is planted, made and sold at an off-season, giving wiregrass farmers plenty of time for peanuts and sugar cane and sweet potatoes—the main substitutes for cotton—as well as stimulating the arteries of trade with a flood of cash in midsummer, heretofore a period of financial doldrums to a cotton-growing country.

Georgia's increasing tobacco acreage—it practically doubled this year—means

(*Continued on page 24*)

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

THEY WIN ON POINTS!!!

As to quality Manila Cigars meet every test.

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All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

Prices that allow a fair margin of profit under present competitive conditions enable dealers to

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B. WASSERMAN CO.
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METROPOLITAN TOBACCO CO.
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Bronx Branch—4199-4201 Third Ave., New York.
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Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
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No 15 CORK TIP
FIFTH AVENUE
EGYPTIAN CIGARETTES
I. B. K. NEW YORK.

FIFTH AVENUE
A Union Made Cigarette of Quality.
Mouthpiece Plain or Cork.
EST. of I. B. KRINSKY
135 Grand Street
NEW YORK
Samples Submitted to Jobbers.

Big Retailers Form New Association in Germany

Not Hostile to Old Organization—To Forestall Cigarette "Kartell"—Don't Want Hundreds of Brands—Object to Fixed Prices—Call for Combination of All Retail Organizations in Tobacco Trade—Necessity May Bring About One Big Union.

BERLIN, July 28.—A new national association of retailers in manufactured tobacco has been formed. It comprises all the large and long established firms. Most of them are running more than one store and all of them employ quite a number of help. The dues of members are regulated according to the number of employees.

The new organization was formed right after the convention of the National Union of German Cigarstore Proprietors was held. The new association, however, is not hostile to the old organization. The big fellows, combining under the name of Merchants' Group of the Union for the Protection of the German Tobacco Industry, merely think they can better protect themselves when among themselves, without being hampered by the "small fry."

It seems the big fellows are getting together in order to forestall any alleged plan of the cigarette "Kartell" which is said to be organizing its own chain stores in order to overcome the dealers' obstinacy. The kartell's chain stores may be only a threat and a bluff, but the big dealers did not care to take any chances and decided to organize for their own protection.

The big fellows are going about their plans in a businesslike way. They are opening an office, hiring a syndicus, (executive secretary), and will soon be ready to challenge the cigarette trust, should the latter care for any fight. The new organization will also use its influence in reducing the number of brands to be offered for sale. The big retailers think there is no sense in having hundreds of different brands. The custom is tying up an unnecessarily large amount of tobacco, thus resulting in a lot of dead capital.

The old Cigarstore Proprietors' Association, at its convention, formulated the following demands:

Retailers must make at least 25 per cent net on cigarettes.

There must be no standard retail prices fixed by the manufacturer.

Nor will the trust be permitted to fix the dealer's profit.

The association will fight any attempt of the trust which would impose certain conditions on the dealers, such as the requirement that a dealer must sell a certain quantity of expensive cigarettes in order to get his quota of the cheaper grades.

The dealers demand the manufacturer should stand all the expense of postage, packing, insurance, etc.

The dealers want 2 per cent discount when payments are made within 30 days.

The convention went on record against industrial plants, mines, unions, local authorities, etc., going into the cigar and cigarette business on the collective bargaining, mutual purchasing and cooperative consuming plan.

The convention recommended the boycott of the Kartell by its members and asked the dealers to give their trade to the smaller cigarette manufacturers that are outside of the trust.

Finally the convention decided to call for a combination of all the different organizations representing the retail tobacco trade. A committee was appointed to devise plans and to report to the next convention.

The outlook for a combination of this kind is not very promising, according to the opinion of the *Tobacco Gazette*. There are too many different organizations representing different branches and groups of the industry and trade. While they may not exactly be hostile to one another, they are not pulling together.

The necessity of the hour, however, may still bring about that one big union of all the interests of the trade and industry, according to optimistic views expressed in trade circles.

New Cigarettes Shortly for U. S. Market

The Matoaka Tobacco Co., Inc., of 276 Fifth Avenue, New York, announces that it intends to bring out on the American market a brand of cigarettes known as the Regina Maria on which they have received a special appointment from her Majesty Queen Marie of Roumania. It is said that this cigarette has been received very favorably in Europe.

TOBACCO CROP IN GEORGIA THIS YEAR

(*Continued from page* 22)

also the building of many more big stemming plants and warehouses like those erected this year at Tifton and Douglas and Fitzgerald. Two of these stemmeries were put up by big concerns who do nothing but an export business, one to Great Britain's possessions and one to China. The third is owned by the leaf department of one of America's greatest tobacco manufacturers. These plants use large numbers of negro workers and mean tremendous revenue increases to their communities and to railroads of the state.

The coming of the tobacco era in south Georgia is largely a story of constructive educational work carried out by the Atlanta, Birmingham and Atlantic railroad and the G. & F. road. The state's first curing house was built in 1913 by a farmer near Nichols, Ga., in Coffee county, on the A., B. & A. The railroad made him a demonstration agent and followed the same plan with other growers from the older tobacco belts who were attracted to the wiregrass field because of lands amazingly cheap in comparison with other localities and through many other advantages that give Georgia overwhelming superiorities as a tobacco country.

Ever since 1913, the A., B. & A., has followed its policy of consistently, intensively and intelligently encouraging tobacco production. Direct help has been given by its demonstration agents, traffic officials and executives to individuals and communities.

Georgia's first market was established at Douglas, on the A. B. & A., and the state's first auction was staged there four seasons ago.

Through literature, publicity and representation at state fairs, experienced tobacco growers in the old belts have been informed of Georgia's advantages by the railroad.

As a consequence, the wiregrass region traversed by the A. B. & A. leads in tobacco acreage and towns like Tifton, Douglas, Fitzgerald, Nichols and others are the largest markets in the state.

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

International Chamber of Commerce Report

New Organization Formed by 500 Delegates at Paris Meeting—Many Questions of International Business Relations Considered—Duplicate Taxation Should Be Avoided—Credit Extensions Discussed—Brief Summary of Action Taken on Subjects of World-Wide Importance.

WASHINGTON, Aug. 5.—A comprehensive report of the work of the first meeting of the International Chamber of Commerce, reached the offices of the Chamber of Commerce of the United States here, recently. The new organization was created at Paris at a meeting just ended of 500 delegates from the five countries that participated last fall in the International Trade Conference—Belgium, Great Britain, France, Italy and the United States. Business interests in other countries will be taken into membership later.

The meeting gave the delegates an opportunity to take up many questions of international business relations. The cable from Paris gives the following summary of the action taken on a number of the most important subjects considered.

Restoration of international credit, based on fixation of the amount and the conditions of payment for the debts of all countries, allies or enemies, was urged.

It was resolved that allied states should agree also as soon as possible to fix definitely the amount and conditions of payments according to the stipulations in the treaty.

There should be an avoidance of duplicate taxation of wealth of individuals or organizations in more than one country.

There should be reduction of unnecessary expenditures on the part of local and national governments.

Extension of credits, uniform banking laws and war damages were dealt with.

Reciprocal international treaties relative to import and export taxes were avocated.

An international credit bureau was planned.

National and local chambers of commerce were requested to co-operate with their governments to reduce national and local governmental expenditures.

Governments and banking commercial and industrial associations in all countries were urged to co-operate with the International Chamber and with each other to reduce importation of non-essentials by countries whose exchanges are depreciated and to increase exportations from such countries.

There should be an endeavor to obtain the co-operation of labor to prevent delay in the turn-around of ships, delay between ships and trains, and delay in transportation by rail.

There should be restriction as far as possible upon countries whose exchanges are depreciated issuing foreign loans.

There should be a reconstruction special committee to study the exchange situation.

There should be inducement of foreign investments in home countries.

There should be encouragement of tourists through removal of unnecessary restrictions.

It is desirable to furnish raw material and credits.

There should be facilitation and simplification of passport procedure.

A committee was proposed to investigate the mischievous use of trade names and of misleading indications.

Common nomenclature was proposed for customs tariffs of the allied nations.

Revocation of important and export prohibitions was urged as soon as internal conditions of each country will allow.

A resolution petitions the Board of Directors to establish a central bureau for international statistics covering production with forecast of output and probable needs of each country.

The world's stock of fuel was discussed.

A resolution urges hastening of utilization of hydro-electric power, development of measures for the use of mineral fuel scientifically and economically, and development to the utmost of research in the extraction of coal and oil resources of the world.

The full meeting expressed an opinion that Germany had not demonstrated an intention to fulfill its obligations to the Allies, as agreed in the Treaty of Versailles. Allied governments were urged to tolerate no further delay in the carrying out of the treaty agreements.

The next meeting of the International Chamber will be held in London next June. Temporary headquarters have been established in Paris. The location of the permanent headquarters is left to the Board of Directors.

Lady Nicotine Co-respondent

(Tobacco Delenda Est.)

Charles Irving Corwin, of Fordham, writes in the N. Y. *Evening Sun* as follows:

That earnest but mistaken body of Temperance Workers, which is laboring under the "plague of notions" without reservations that the terms Prohibition and Temperance are synonymous, has made up its collective "minds" that it would be failing horribly in living up to its *nom du gloom* if such an efficient and powerful organization as itself should cease to function, just because liquor is licked; so the eradication of the "vile weed" has been decided upon.

The myopic and pollyannical smoker, who, a few years ago, laughed until he broke a pocketful of choice cigars at the very idea of firewater ever being extinguished, has learned very little since *spiritus fermenti* gurgled its last good-good-good night, for he is again chortling his derision of indigenous prophets, whose jaundiced fingers so nervously shimmying across the ouija board—spelling out: NOSMOKINGTHISMEANSYOU.

Although the more tolerant and catholic of our sisters continue to believe in the slogan: When in Pittsburgh, follow soot; still we must remember that the ladies have the divine right of queens to change their minds, along with their clothes and the moon, and when you get any big body of them working together the law of averages enters the problem. The prophetic analyst must juggle with formulæ for permutations, since while one faction of the pirouette-ing sex is making its periodic mental metamorphosis, another coterie is compensating for the first by doing some psychic revolving on its own hook. Hence, there will always be a goodly number of the livelier sex who will jealously favor the suing and ostracizing of Lady Nicotine for alienation of the masculine affections. What thinks the OLD SMOKE?

BURLEY GROWERS PLANNING "CUT OUT"

(Continued from page 5)

and the state disaster is inevitable because the entire amount will be dumped on the market and the "bottom will fall out." Manufacturers will hold the whip-hand and prices will be dictated to the farmers, Congressman Cantrill declared.

Through organization the farmers will be able to meet the demands of the manufacturers as to amount and quality and the rest of the crop kept off the market. Twice as much money will be realized as through the old method.

Frank Peffer, of Franklin county, opposed the cut-out. He was in favor of setting a price for this year's crop.

J. G. Robertson, of Henry county, made a stirring plea for fair treatment for the farmer and declared that if farmers can't get an equitable return for their work they should go out of business.

T. B. Hill Takes Lead

"The time has come for the farmer to meet his oppressors with the same weapons used by them," T. B. Hill, of Montgomery county, declared in opening the first of two speeches at the meeting which largely influenced those present in their decision. "Farming is a business. It is as big as the railroads. It is more important than mining," he said. Capital and labor are organized and farmers are used as a pawn between them, Mr. Hill declared.

"The time when a farmer lived on a farm just to raise his family and make a living is past," he exclaimed. He told of his personal experiences in Virgina, where farmers bound themselves not to raise a pound of tobacco until they knew what they were going to get for it and how three days after that decision had been made and made known representatives of the "trust" came to them and begged for a large crop, guaranteeing large prices.

Chairman Newman, in opening the afternoon session, expressed doubt as to the ability of the farmers to effect a cut-out without infringing on a law passed by the recent Legislature. If the law was shown to bar the way to protection for the farmers, he said, the tobacco growers could demand a special session of the Legislature to pass protective legislation.

Can Avoid Night Riding

He expressed the opinion that if the farmers got 50,000 growers into a protective and co-operative organization and demanded a 25 or 50 per cent crop or a cut-out it could be accomplished without night riding and plant bed scraping.

Z. T. Ammerman, of Georgetown, took the floor and spoke against the passage of the resolutions declaring the sense of the meeting to be in favor of a cut-out. He told what the farmers' organizations did in Texas, and without a cut-out. Instead of such a measure he urged an educational campaign to raise the standard of tobacco so that the growers would be able to supply the demand of the manufacturers for the better grades.

Following his address R. T. Judy, of Mt. Sterling, moved that Commissioner Newman be made permanent chairman. This was carried unanimously. E. M. Mansfield, of Carroll county, who had been temporary secretary, was made permanent secretary.

Mr. Hill's second speech of the day was made in answer to a remark from the floor, which expressed doubt of the ability of the farmers to accomplish a cut-out without breaking the law. He declared that there was no statute that can prevent a cut-out and that no judge, no member of the legislature would dare act against the farmers if a cut-out was decided on. He paraphrased Henry Ward Beecher and declared amid wild cheering that the will of the people of Kentucky is law whether it be written or unwritten.

Prices Rise in Carolina

He stated that in a conversation with a tobacco man from Carolina a few days ago he had learned that "tobacco has riz like hell in Carolina since Kentucky began talking cut-out."

It was Mr. Hill's opinion that Kentucky will not have as good as a 65 per cent crop this year. He recently made a tour of the tobacco counties of the state, he said, and was able to give accurate facts. This pointed to a scarcity of tobacco and a scarcity should mean high prices. He favored a pool of this year's crop and a cut-out of next.

In closing Mr. Hill called attention to the South Carolina market, where prices were high until the warehouses were full and then the bottom fell out of the market, and declared "we have got to fight the trust with fire."

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Growing Crop Improved Greatly in Connecticut

Wonderful Changes for the Better Are Noted—Earlier Tobacco "Topped"—Harvesting Started—Plants Practically Free from Calico and Rust—Buyers Keeping Up Sharp Lookout—Some Contracts Reported Closed—Prices Stated at 45 to 60c—County Agent Southwick Making Careful Study of Crops—Connecticut Valley Growers' Association Has Interesting Meeting—Timely Topics Discussed—About 300 Farmers Assemble—Stemmery Plants Busy.

HARTFORD, Aug. 9.—A remarkable change is noted in the growing crop in the fields the past week, as the weather has been more favorable and tobacco has been developing rapidly. Wonderful changes have taken place and the plants now are fast filling out the rows, despite the cold nights during the past few weeks. The earlier set tobacco has now all been "topped" and some growers have already begun to harvest the stalk-grown, while the priming of Havana has gotten well under way, and the shade growers are now working full forces on their first, and some have already started out on the second primes.

The later set tobacco is now coming along in fine shape and gives every promise of making a crop of desirable leaf.

The crop is practically free from calico and rust and shows a good color in most sections, except on the low lands, which were affected by standing water, and on the high rolling lands which were apparently affected by washing during the heavy rains last month.

The buyers are still riding and watching the crop very closely, and it is currently reported that some growers have already contracted their crops to the buyers.

In the Havana belt, several lots have been bought to be primed at prices reported as varying from 50 to 60 cents per pound.

In the Broadleaf belt, buyers have been about, but up to the present writing no sales are confirmed, although reports are that some crops have been sold in certain sections. From Suffield comes a report that several sales have been made the past week at prices ranging from 45 to 55 cents per pound in the bundle. In this section tobacco has grown very fast and a bumper crop is looked for. Considerable Havana has been sold to be primed and Suffield claims 4,600 acres this year under cultivation.

"Ben" Southwick, county agent of the Hartford County Farm Bureau, is a busy fellow on the tobacco survey and the problems in regard to soil and growth are constantly becoming more complex with the disappearance of stable manure as fertilizer. He says that it isn't a question of growing big tobacco, but of growing a good quality tobacco that is confronting the grower as the supply of stable manure diminishes or becomes too expensive to buy, the quality of tobacco is endangered. Horses are steadily being replaced by trucks in the cities and stable manure is now costing $14.00 per cord against $6 and $7 a few years ago, and with a good supply then available.

Mr. Southwick is working his head off in making a careful study of the crop, looking for diseased plants, and soil conditions and their treatments. The tobacco industry of the Connecticut Valley is a very important one and every effort is being made to increase the quality of the tobacco, rather than to decrease it, as the tobacco industry in Connecticut has a $25,000,000 annual value, and in Massachusetts, a $15,000,000 annual value.

Little heretofore has been done to help this important agricultural asset of the state. The department of agriculture at Washington has sent a man each summer to inform the department of the situation, and each year a new man is sent, who rarely, if ever, gets farther into the work than did his predecessor.

The situation demands a thorough investigation, and the plan now contemplated is to engage two or three expert tobacco advisers for a continuous period, in order that a scientific investigation may be made; find remedies, and establish preventative measures.

During the partial survey already made by Mr. Southwick, two new diseases have been discovered, which are being dealt with at the Experiment Station, at New Haven.

At the office of the Farm Bureau in Hartford, a laboratory has been set up, and Miss McCormick, scientific assistant from the Connecticut Agricultural Extension station in New Haven, is in charge of the laboratory work, and is examining diseased tobacco as it is found by Mr. Southwick. The most widely spread disease that has been located, is of the root; and it is probable that the prevalence is due to the weather conditions. Considerable of this disease was found in the seed beds earlier in the year, and prompt remedial measures made possible the saving of much tobacco that otherwise would have been spoiled.

At the meeting of the Connecticut Valley Tobacco Growers' Association, held at Shaker Farms, Shaker Station, Conn., last Saturday, the matter of general tobacco interests were discussed, and Dr. E. H. Jenkins, of the Connecticut Experiment Station, and Sidney B. Haskell, of the Massachusetts Experiment Station, talked on the need of more investigational work on tobacco diseases.

About 300 farmers were in attendance and listened to the series of talks outlining the present tobacco situation.

In all, the Connecticut Valley Tobacco Growers, Inc., represents about 3,500 acres of tobacco, showing an increase over last year. H. P. Hinkley, of Agawam, Mass., acted as chairman of the meeting. Dr. E. H. Jenkins, director of the Connecticut Agricultural Experiment Station at New Haven, advised that an effort be made to interest the next legislature in establishing a sub-experiment station for the investigations of tobacco problems.

Dr. Johnson, of the University of Wisconsin, discussed the diseases of the tobacco plant. Dr. Geo. H. Chapman, of the Massachusetts Experiment Station, talked of how to obviate the troubles which growers encounter. G. Fred Pelisser, general manager of the Conn. Valley Tobacco Growers', Inc., explained the objects of the organization. Short talks were also made by H. L. Hamilton of the Ellington growers association, S. F. Brown of the Windsor association, Ernest Woodward of the Enfield association and Paul Alger of Franklin County, Mass.

The party had a basket lunch and also made a tour of the farms, especially the tobacco fields. There was a large attendance of growers from both Connecticut and Massachusetts; all had a good time, and were well repaid for going.

Many of the packers opened up stemmery plants this season at their warehouses, and have been busy stemming tobacco for customers. This is a new phase of the tobacco industry in this section and those who have been doing the work have been employing considerable help in doing the work.

With this work, warehouses keep a lot of employees busy practically the year around, and at the J. Rosenberg & Co.'s warehouse, about 200 employees are employed, and while others are not doing the stemming business on such a large scale, they too are getting their share of the business.

Brewer Bros., of East Hartford, who grow Havana primed extensively, have been making additional room to their warehouse by adding storage and sweat rooms.

Max Newfield, of the firm of Nussbaum, Newfield & Co., of this city, decided that it was time to get married and did the act today. Dave Nussbaum of the firm, at the New York office, is in Hartford and on the job while Max is enjoying the honeymoon. X. Y. Z.

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MAJAGUA
REMEDIOS

CIGARS FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Cases
H. M. Schermerhorn	4
Stern Co.	7
Zone Finance Office	4
Duncan & Moorhead	3
Brit. Amer. Tob. Co.	16
J. A. McThenny	1
W. J. Moodley	2
W. J. Cubb	1
Hudson Bay Co.	2
Erzingers Wholesale Co.	2
R. F. Downing & Co.	5
Charles & Co.	3
Benson & Hedges	13
B. Wasserman & Co.	5
G. W. Faber, Inc.	17
Acker, Merrall & Condit Co.	20
United Cigar Stores Co.	22
G. Nicholas & Co.	24
Park & Tilford	132
G. S. Nicholas & Son	23
A. J. Billin & Co.	4
R. E. Lane	21
Order	4
Chipman, Ltd.	2
A. Wilson & Co.	3
Yocum Bros.	1
C. Lopez & Co.	9
N. Y. & Cuba S. S. Co.	81

LEAF TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Barrels
F. Miranda & Co.	189
M. Herzog	15
Starlight Bros.	71
J. Negeira	5
B. Rosenbluth	80
S. Ruppin & Sons	49
H. Oppenheimer	29
E. Rosenwald & Co.	44
J. Sutter & Son	58
L. Vina	4
A. Blumenstein	15
Vena A. Arango & Son	2
L. Cantor	83
	Packs
Yocum Bros.	21
E. Rosenwald & Bros.	87
Keiser & Boasberg	75
	Bales
M. Schwartz	217
P. Lorillard Co.	200
T. D. Downing & Co.	12
J. Bernheim & Son	500
Guedàlia & Co.	50
Stern, Mendelsohn Co., Inc.	807
E. Rosenwald & Bros.	200
E. Ellinger & Co.	75
J. Negeira	5
F. D. Grave & Son	75

STEMMED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Barrels
Hamburger Bros.	35
J. Negeira	29

STRIPPED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Barrels
Dessers & Gresh	60
Aller & Fisher	14
S. Ruppin & Sons	460
J. H. Goetzke	124
Hinsdale, Smith & Co.	181

TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Barrels
T. D. Downing & Co.	89

FILLER TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug 5.
Consignees:

New York—	Packs
Fitzpatrick & Draper	26
Stern, Mendelsohn Co., Inc.	70
Friend Havana Tob. Co.	21
	Barrels
S. Rossin & Sons	142
	Bales
Newman & Gach	50
H. Oppenheimer	53
S. Ruppin	105
J. H. Goetze & Co.	108
Many & Koehn	38
D. Hevia	5
J. Sutter & Son	38
N. Y. & Cuba S. S. Co.	100

STRIPPED TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Packs
P. Lorillard Co.	177
Bayuk Bros.	124
J. Bernheim & Son	231
M. Lopez & Co.	32
J. Klorfein	40
Havana Amer. Cigar Co.	232
N. Y. & Cuba S. S. Co.	60
Selgas & Co.	122
B. Castellanos & Co.	10
Hinsdale, Smith & Co.	20

SCRAP TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.
Consignees:

New York—	Packs
M. Winter & Co.	22
Starlight Bros.	4
E. Ellinger & Co.	79
Havana Amer. Cigar Co.	16
G. Beyea	137
A. Arango & Son	1
N. Y. & Havana S. S. Co.	43
Hamburger Bros.	4
S. Ruppin & Sons	18

SHIPMENTS FROM CUBA.

Per S. S. Morro Castle. Arr. Aug. 5.

To Alexandria, Egypt. New York & Cuba Mail S. S. Co., 17 cs. cigarettes; to Gibraltar, 305 cs. tobacco; to Buenos Ayres, 14 cs. cigars; to London, 5 cs. cigars, 100 bales unstemmed tobacco; to Amsterdam, Holland, 55 bales leaf tobacco; to Rotterdam, Holland, 25 bales leaf tobacco.

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COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HABANA, CUBA

General Average Is Favorable in San Francisco

Increasing Prices a Disturbing Element—Harvest Time Having Influence—Big B. B. Campaign Scheduled—Gato Cigar Prices Up—General Cigar Co.'s New Store to Be Attractive Emporium—Billy Bercovich Secures Some Strong Lines.

San Francisco, Aug. 3.—The business situation is disturbed somewhat by the increasing prices of tobacco products, yet the general average demand is favorable for this season of the year. The interior demand shows the influence of harvest time, especially in the fruit raising districts, where the pickers and cannery employees are receiving top-notch wages.

S. Bachman & Co. have put on three new salesmen in the last month, and are to have a new man on the San Francisco territory. The San José territory is now covered by G. E. Clark; the Sacramento territory, by J. E. Kirby, and the Oakland district, by A. E. Murby, all experienced tobacco men. A big "B.B." campaign is scheduled for action in the near future, in connection with other lines. Salome cigars and High Life cigars are selling well, and goods are coming in steadily. Manila shipments have been rather meager the last few weeks.

E. H. Gato, Jr., of Key West, has left for the East after an interesting stay of a week in San Francisco.

Gato cigars have been increased in price to three for fifty cents, which brings this popular Havana smoker in line with its brethren of the same class. All stock of high grade Havana goods are reported very short and the trade is hoping for a speedy settlement of the labor situation in the Tampa district.

Charles W. McCormick, representing A. Siegel & Son, New York, departed for the east after a short visit to the San Francisco trade. He will call on the trade along the line going eastward.

H. L. Judell & Co. of San Francisco, are having fine success with the Norwood cigar in this territory. Mr. Judell reports Watt cigars coming in pretty well. He says July business held up good for a summer month.

The store of the General Cigar Co., at Kearny and Market streets, which is being entirely remodeled to conform with the other demonstrating stores of the company, will be, when completed, one of the most attractive cigar emporiums on the Coast. There will be increased entrance space, as a new door will open on Geary street. Thus the store will be readily accessible from three streets, Geary, Market and Kearny. Business is being carried on at this place, though the work of completing the interior will take two or three weeks.

R. E. Donahue, the popular cigar dealer who has a cigar stand on Powell street, between Ellis and O'Farrell streets, has taken the lease on the premises at Front and Market streets, recently vacated by the Bercovich company. The store is being entirely remodeled.

The Testa Cigar Co., Sacramento and Sansome streets, jobbers for Palencias, Virginia Lee cigars and other well known lines, is having a good run of business this week on Melbas. They are getting in enough Palencias for their immediate requirements.

Sigmund Haas, of Haas Bros., Cincinnati, manufacturers of the Watt cigar, has started on his return trip after a visit to his San Francisco jobbers, H. L. Judell & Co. He was accompanied on the trip by Mrs. Haas.

Arthur Meyer, president of Michalitschke Bros. & Co., Inc., 149 First street, San Francisco, is taking a two weeks' vacation in the Santa Cruz Mountains with his family. The company is now entirely out of Alexander Humboldts of all sizes.

Billy Bercovich, long famous in the California cigar and tobacco trade for his live-wire proclivities, has returned from his Eastern trip and a short vacation in the Yosemite Valley. He is now about to start on a trip through Oregon, Washington, Montana, Idaho and Utah, where he will place his new lines with the jobbers. Mr. Bercovich was successful on his trip east in acquiring the agency for a number of strong lines, among which may be mentioned: the Three B pipe line of A. Frankau & Co., New York; L. & H. Stern Pipe Co., New York; Kohlberg & Co., manufacturers of the shade-grown cigar, Jose Grande; E. A. Kline & Co., makers of the Medalist cigar with Sumatra wrapper; Martinez Havanna Co., New York, makers of the Louis Martinez Cigar; Glorifier Cigar Co., manufacturers of little cigars and package goods; the H. Mansky cigar line, New York, and the Park & Tilford, New York, candy lines, besides others. Mr. Bercovich has the Park & Tilford candy agency for all the territory from Denver West. Associated with Mr. Bercovich in the brokerage business is A. Eukle, who will assist him in working the different lines. Mr. Eukle was formerly on the traveling force of the wholesale cigar department of Goldberg, Bowen & Co., San Francisco, and is a highly proficient cigar specialist. The firm goes under the name of Bercovich Sales Co., 320 Sheldon Bldg., San Francisco.

Mr. Hammond, the well known cigar broker of Los Angeles, was in San Francisco this week on his way home after a tour of the Oregon and Washington territory.

Eduardo Gato Visits 'Frisco

Eduardo H. Gato, Jr., is here this week on his first visit to San Francisco, making his headquarters at S. Bachman & Co.'s. Mr. Gato and his brothers are the owners of the famous Gato firm of Key West. He personally is the factory manager and he talks most interestingly regarding the cigarmakers and their characteristics. One of the most surprising things about these men, according to Mr. Gato, is the ease with which they can talk. The humblest among these cigarmakers can spring to his feet upon any occasion and express himself with the utmost fluency. He has known many of these cigarmakers all his life and looks upon them with a very friendly feeling. The troubles come about through a few agitators, the majority of the men, in his opinion, being willing to give the manufacturers a square deal. One of the greatest abuses, and one which the Tampa manufacturers are fighting, is the union rule of one apprentice only to each factory. This amounts to killing the industry.

The Gato factories are running, but are greatly restricted as to labor. Mr. Gato has been ordered back by his daughter Mercedes, who is shortly to be married. His son Frank has just been married and is on his honeymoon. —*San Francisco Grocer.*

Heads Montgomery Ward

Chicago, August 7.—Silas H. Strawn of Chicago has been elected president of Montgomery Ward & Co., the Chicago mail order concern, succeeding Robert J. Thorne, who, it was announced, retired because of ill health.

The Ward and Thorne interests sold their controlling interest in the company last year to George J. Whelan of New York and associates. Harry P. Kendall of Boston has been elected a director.

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention

Cable: Goffrank

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New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

EMBLEMS OPORTUNOS

PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

Biggest Cigarette Campaign to Start in Chicago

American Tobacco Co. to Feature One-Eleven—E. H. Gato, Jr., Returning from Pacific Coast—Tampa Star Cigars Being Placed—Price of Cressida Raised—Rey-Oma Featured in Newspapers—Spur Cigarettes Being Introduced—G. W. Faber, Inc., Distributing Red Cross Cigars—Sanchez & Haya Advance Prices—Schulte Stores Featuring Kiltie Mixture—S. R. Poe Now Agent for Bolivar Cigars—Union Cigar Co. Opens New Retail Store—Notable Shortage of Tampa Brands.

CHICAGO, Aug. 6.—The date, Sept. 1, has been set by the American Tobacco Co. when it will launch the biggest cigarette campaign ever seen in this market, in introducing the latest brand, One-Eleven, that will retail 20 for 15 cents. The list to the leader will be $6 per 1,000. While no information has been given out as to how it will start the campaign of introduction, an inside "tip" let it be known that it will startle the tobacco trade.

The Milwaukee cigar factories are still closed with the outlook for a settlement with the cigarmakers farther away each day. Some of the factories are looking for locations in other cities.

E. H. Gato, Jr., is back from the Pacific coast, and with his representative, E. P. Oakes, started from here Wednesday for the New York office of E. H. Gato Cigar Co.

H. Hanson, of the sales force of Thorwart & Roehling, has placed the Bouquet De E. H. Gato brand in many loop stores. "Hans" is a hustler and lands in the right places.

Harry Gray, manager of the Hotel Sherman store of the Albert Breitung chain, is away on a vacation.

Wiebolts offered John Ruskin cigars at $3.05 for 50 and New Bachelor 50 for $3.27; Camel, Lucky Strike or Chesterfield cigarettes 200 for $1.69.

Jacob M. Rosenberg will leave this week for Tampa to hold a conference with Jos. Diaz, who has returned from a European trip.

J. L. Hoops, of Galesburg, Ill., has taken on the El-Sirrah brand in several sizes. Hoops runs a chain of eathouses on the Chicago, Burlington and Quincy railroad. El-Sirrah is made by Harris & Son.

Sim Reinbach, a leaf dealer, is in the city calling on the manufacturers.

Max Falk, of the main store of Albert Breitung, has returned from a vacation which he spent with his family in Michigan. Max is one of the best known retail clerks in the middle west.

Tampa Star in two shapes is being placed by Ryan & Raphael Cigar Co. They are in class B and go to the retailer at $58, to retail 3 for 25 cents.

The Schermerhorn Store at 121 South Clark St. is being remodeled and an up-to-date soda fountain and luncheonette department is being put in. The improvements will cost about $15,000. Dan Alexander is the manager at this store. Dan comes from a well known cigar family, his father for 25 years being the Stachelberg distributer on Broadway, N. Y.

Jack Tobias, on 55th St., features Irma, a high grade Tampa made cigar.

Iwan Ries & Co., wholesalers, are not suffering for cigars. Their humidors are loaded full of all the brands they distribute.

Cressida, in the Country Club size, made by Gato, a very popular seller here, have been advanced $10 per 1,000. They now retail at 20 cents straight.

Fred Racine, jobber and chain store owner of Iowa City, Iowa, passed through on his way home from the east.

Sig C. Mayer & Co., of Philadelphia, are running very large Rey-Oma ads in the Chicago papers. They feature the Corona size, packed in cans, and retail at 15 cents, 7 for $1. Wm. A. Vorhauer & Co., of 319 North Wells St., are the Chicago distributers of the Rey-Oma brand.

Egyptian Deities cigarettes are short. Jobbers' stocks have been exhausted.

Spur cigarettes, the latest from Liggett Meyers Tobacco Co., have been introduced to the Chicago smokers. Spurs come in packages of 20 that retail at 20 cents and are listed to the dealers at $8 per 1,000. Neat window signs are shown in many loop stores.

Red Cross cigars, made by Justin Seu-

GROSVENOR NICHOLAS & CO.

INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

60 Broad St., New York

Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

Price list upon application

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

bert, Inc., of Syracuse, N. Y., are being advertised in the Chicago newspapers. They retail at 8 cents, 2 for 15, and are distributed by G. W. Faber, Inc., who have them placed in hundreds of stores. "Red Cross is a big smoke, satisfying and mild and made of long filler." They come in boxes of 50.

Ferdinand Bunte, pioneer candy manufacturer, one of the firm of Bunte Bros., the largest candy manufacturers in Chicago, died recently at Urach, Germany. He entered business in Chicago in 1876.

Another Tampa firm who has just advised the trade of an advance in price is Sanchez & Hava.

"Certainly the fright cars now available for use might go farther if they did not stop on side-tracks so frequently and so long."

B. W. Bloom, the "live wire" jobber of Peoria, Ill., has closed to distribute in his territory the Romeo-Garcia brand made by Harris & Son Cigar Co., of New York.

L. Altman, of R. Gangemi & Co., New York manufacturers, spent several days here last week.

Herb. Mesick, who represents Cuesta Rey & Co., is in tough luck. Besides not being able to take any orders on account of the Tampa strike, Herb. had his big Hudson touring car stolen from him last week.

Gonzalez & Sanchez, of Tampa, have notified their Chicago customers of an advance in price of their cigars. The raise will average about $8 per thousand.

Max Fruhauff, vice president and manager of the San Telmo Cigar Co., of Detroit, has left with his family on a pleasure trip to Colorado Springs, Colo.

Kiltie Mixture, at 15 cents, is being strongly featured in all of the A. Schulte Co.'s windows.

Tibbets & Garland, Michigan Ave., and Thomas D. Curran, of 1124 Bryn Mawr Ave., have just stocked the Cressida brand in several sizes. Some more of Jim Sheridan's "clever work."

Al. Livingston, for several years connected with the Schulte offices in Chicago, is now behind the counter at Fred Oake's store in the Ashland Block.

A. Levie, of Julius Klorfein, is in the city boosting Garcia Grande cigars through Wm. A. Vorhauer & Co.

Martin Sachs, who represents the Rush Manufacturing Co., of Pennsylvania, was a visitor and was well pleased at the way the 8-cent Courtello brand is selling locally.

The Rainbow Chocolate Co.'s factory at 123-125 South Canal St., was totally destroyed by fire a few nights ago. The loss is estimated at $300,000.

George Bennett, the North side star for Grommes & Elson, has returned from his vacation, which he spent at Shawano Lake, Wis.

The Trunk Tobacco Co., wholesalers, of Champaign, Ill., has closed a deal whereby it will become the distributers of the Romeo-Garcia brand.

S. R. Poe has been appointed sales agent for the Bolivar imported brand of cigars and will shortly show this line to the trade.

Victor Thorsch, of the Consolidated Cigar Co., has left for the Pacific coast, to visit the Consolidated's jobbers.

The Morrison Hotel, at Clark and Madison Sts., is planning a third addition, which, when completed, will add 600 rooms to the present space and give it a total of 1,600 rooms. The cost will be around $2,000,000.

The Union Cigar Co. has opened a retail cigar store at 3825 Cottage Grove Ave. It carries a full line of popular brands.

"Railroad employes who are dissatisfied with the wage award ought to talk it over with the consumers who pay the freight."

Steinkamp & Co., 624½ Davis St., Evanston, report a large increase in their retail store.

Life cigarettes, "Fragrant and Delicious," have a steady sale. The price is 20 cents per package.

"A size for every taste," the new window sign of Benson & Hedges cigarettes, seen on several of the cigar stores.

H. L. H.

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

The Real Independent Factory in Havana

"PARTAGAS"

The World's Standard Cigar

Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba

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70 Trinity Place New York

A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

HIJA De JOSE GENER

HABANA, CUBA

Manufacturer of HAVANA CIGARS

"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"

VALERIANO GUTIERREZ, Sole Representative in United States and Canada
Bowling Green Building, 11 Broadway, New York, U. S. A.

HAVANA CIGARS

ROMEO

Y

JULIETA

The Leader in All the World's Markets

U. S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

Association Is Finally Formed in Philadelphia

The Wholesale Tobacco & Cigar Dealers' Association Now Organized on Permanent Basis—Constitution and By-Laws Adopted—Annual Dues Fixed at $25—Nelson F. Eberbach Elected President—Full Complement of Other Officers—Regular Meetings to Be Held First Monday of Each Month—Vote of Thanks to Temporary Chairman Moorhead and Acting Secretary Mead—Activities of "44" Cigar Co.—Bobrow Bros. Add Two Sizes to Topic Line—Sig. C. Mayer & Co.'s Recent Fire Loss Estimated at $100,000—Random Notes.

PHILADELPHIA, Aug. 10.—The Wholesale Tobacco & Cigar Dealers' Association of the District of Philadelphia, including Camden, is now a perfected organization.

The smoke dream of many years has been realized. On Thursday evening last more than a score of the direct jobbers of the city constituting considerably over 90 per cent of the entire trade in this section adopted a constitution and by-laws, attaching their names thereto, and thereafter electing officers to serve until the first Monday of June, 1921. The enthusiasm with which the new organization was ushered into existence is best evidenced by the fact that it was only after some little consideration that the members decided to adopt the recommendation of the committee on Constitution, that the annual dues be fixed at $25. The suggestion that they be made $100 had several supporters but when the majority opinion prevailed and the $25 limit was fixed as a starter, the money came forth from many pockets spontaneously.

If it is true that money talks there certainly were eloquent addresses at the memorable meeting in the Hotel Adelphia on Thursday evening. It was the first occasion in trade annals, when as one or more of the speakers pointed out, the whole jobbing trade of the city sat down together in amity. It was the first occasion when many business rivals found the other fellow a very good sort; the first time when there had been an eye to eye talk by many who hitherto had merely known each other's voices over the telephone.

The personnel of the new organization gives the best evidence of its representative character and potency for the accomplishment of the several purposes most succinctly set forth in the Constitution. These are the officers: President, Nelson F. Eberbach, of the A. B. Cunningham Company; First Vice-President, Harvey D. Narrigan; Second Vice-President, James Murphy, of Murphy Brothers, Camden; Secretary, Paul P. Brogan, of Dusel-Goodloe & Co.; Treasurer, Herman Krull, of Charles Krull & Co. Directors: Arthur Shipton, of Shipton & Payne; Frank Kuhn, of Kuhn & Brothers; William Cohen, of E. Cohen & Sons; S. T. Banham, of S. T. Banham & Bro.; Frank Blatt, H. Stewart Moorehead, of Duncan & Moorehead; Philip Gordosky, of Franklin Tobacco Co.; P. Hochman, and William Shepherd, of Frank Shepherd & Sons.

The objects are thus set forth in the Constitution, to which more than a score of names were attached: "To foster and maintain closer and more fraternal relations among its members; to promote uniformity in the customs and usages of the wholesale tobacco and cigar trade; to protect it from unlawful exactions; to facilitate the speedy adjustment of business disputes; to secure and make available to the trade information as to the standing of members; to secure or aid in securing such legislation as may be beneficial and the repeal of such laws as may be unjust to the trade; to correct any abuses as may exist in the conduct of the trade by its various members."

This Constitution, the work of the special committee appointed at the meeting two weeks ago, as reported in the columns of TOBACCO, was read by the prospective president, Mr. Eberbach. In synopsis it provides:—

Membership restricted to firms engaged in the wholesale tobacco and cigar trade of Philadelphia and Camden, each individual firm or corporation being limited to one vote. Membership to be applied for in writing and passed upon by the Membership Committee. Arrearage of more than six months making suspension liable.

Dues to be $25 Annually in Advance.

Officers as elected, no firm to have more than one representative. Vacancies to be filled by majority vote of the Board of Directors. Officers to serve without compensation save the Secretary, who is to be given the nominal fee of $5 for each regular meeting. Committees to serve without pay, save when engaged outside the city.

Committees to be appointed by the Board of Directors, on Finance Membership and Executive duties. The latter to consist of five members "vested with power to determine questions of moment without reference to the general Board, except such vital questions which in their opinion should be referred." Membership and Finance Committee each to consist of three members.

Nominations to be made 30 days prior to annual election and by ballet.

Meetings to be held on the first Monday of each month with the annual meeting in June and special meetings to be called by the President or a majority of the Board.

Though the Constitution and by-laws were read and discussed item by item, and then as a whole, the committee had so well reflected the sentiment of the members that there was no modification of any detail and discussion only on the matter of dues. It was Mr. Cohen who moved that the dues be fixed at $100. Mr. Eberbach suggested that the desire of the committee was to set the dues at such a figure as would provide sufficient finances for the first year at least, and yet would be sufficiently low not to bar any firm from joining. Acting President Moorehead reported that he had made himself familiar with organizations in sister cities and in no case that he knew of were the dues even as high as $25. Mr. Cohen thereupon withdrew his amendment and the $25 limit unanimously was adopted. Chairman Moorehead announced that he had been advised by two jobbers, not able to be present, T. H. Hart & Co., and John Wagner & Sons, that they were thoroughly in sympathy with the purposes of the organization.

In the most democratic way the election of officers was then proceeded with. There were no formal nominations; blank sheets were distributed upon which all wrote whatever names they desired to place in nomination. Nothing was cut and dried. It was most surprising, however, despite this rather roundabout way of nominating, how nearly unanimous sentiment was. The primary ballots showed fourteen votes for Mr. Eberbach and six for Mr. Moorehead, who withdrew, however, in harmony with the sentiment that a tobacco jobber rather than a cigar jobber should at the beginning head the organization. Other withdrawals virtually left but one candidate for each of the other offices. The ten nominees for directors who received the highest votes in the primary were declared elected and thus organization was perfected.

Escorted to the chair amid applause, President Eberbach merely said: "I am appreciative of your support, but I hardly know whether I should thank you for having placed me in a position of so much responsibility and of work. We shall make a success of this organization—only if you continue to show the good feeling and the coöperation thus far shown. We have gotten together; we no longer, as in the bad old days, regard each other as enemies. If that spirit of

THE MASTER MILD SMOKE
CRESSMAN'S
COUNSELLOR
CIGAR
ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

STICK TO Cinco - IT'S SAFE
8c.

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

The Topic of the Day

TOPIC MILD HAVANA CIGARS
10c and up
A high class smoke that has fully met the American smoker's demand for delightful quality and mild character. Your trade will appreciate them.
BOBROW BROTHERS, Inc.
PHILADELPHIA, PA.
Makers of famous "Bold" Cigars

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

get-together is maintained we shall succeed."

A rising vote of thanks was given to acting chairman Moorehead and to acting secretary N. W. Mead. Mr. Moorehead briefly said: "The inspiration for the call for this meeting now crowned with success came from the T. M. A. Convention in Washington. I found upon attending it that there were throughout the United States associations which were functioning splendidly but that Philadelphia was not among these. I determined to make some effort to have the men in the City of Brotherly Love get together. Mr. Banham wrote helpful letters and Mr. Mead gave valuable services. The result—well, you know that for yourselves."

The new store of L. Poldonick at 320 South street, is nearly ready for occupancy. Modern in every respect, the new three-story building has salmon colored bricks reaching the entire height of the front and presenting a clean, bright and attractive appearance. The store which is 55 feet deep by 18 feet wide, will afford ample space for the wholesale and retail cigar and tobacco business which Podolnick conducted for a number of years at 322 South street.

The "44" Cigar Company sees no let up in business. The demand for Adlon cigars continues to increase daily. Everything possible is being done in its many factories to increase production. Arrangements are being made by which within the next few weeks the company expects to greatly increase production on the Adlon Cigar, and is now planning to turn over one of its largest factories to making Adlons exclusively. This, in addition to the production which it is receiving from its other factories, will enable it to give customers a better supply. M. A. Funk, Secretary and Sales Manager of the Company has advised the entire sales force to take a vacation, due to the heavily over-sold condition and not having any stock on hand. W. H. Nicholson, southern representative has made reservation at Buffalo Springs, Virginia, for himself and family for the month of August. E. F. Whitmore, New York State representative, is spending his vacation in the Catskill Mountains. M. J. Sherman, Pennsylvania representative, is at Atlantic City for several weeks. Tillman Funk, Gulf coast representative, has taken his family to Geneva Lake, Wisconsin, where he expects to spend a few weeks fishing. J. H. Marcus is spending the summer with his family in Atlantic City.

The number of jobbers at the "44" office during the past week have been many, too large a number to list, and include jobbers from every section of the country. Their visits were for the purpose of learning conditions and arranging for increased shipments to their various territories.

G. M. Lex, Assistant Secretary of the "44" Company, is making changes at the main office for the purpose of handling increased business especially in the shipping department where the increase demands larger facilities.

Jesse Heineman, of Heineman Brothers, Baltimore, called on many dealers in company with Jules Jacobs, the local representative. He reported the firm very heavily oversold but engaged in an effort through an apportionment of goods, to treat all dealers equitably.

President Borgfeldt, of the Borgfeldt Manufacturing Company, Metuchen, N. J., called on various of our manufacturers during the week.

Bobrow Brothers have just added to the Topic line a two-for-a-quarter size, front mark, the American, packed in foil. Sales far beyond ability to manufacture are reported for the Bold, now in the ten cent class, but more popular than ever. During the week the factory enjoyed a visit from M. A. Walter, of the Theo-Keller Company, prominent Topic distributors of Houston, Texas.

Gus Lynch, recently associated with the Spencer Morris factory, has returned from a successful trip to Baltimore and Washington.

James Clark, of the J. B. Moos Cigar Company, Chicago, was a recent visitor to the Dusel-Goodloe Company headquarters, 7th and Arch streets.

Thomas Allee of the Falk Tobacco Company, is on an up-State trip.

The United Retail Candy Stores Company, a subsidiary of the United Cigar Stores Company, has leased for a ten-year term the northwest corner of 52nd and Market streets, including 5201, 5203 and 5205 Market street, at an aggregate rental of over $300,000, said to be the highest rental in the West Philadelphia section. The Company plans to spend $50,000 on alterations.

Though detailed figures of the loss sustained by Sig C. Mayer & Co., through the disastrous conflagration which began in an adjoining establishment and then was carried by the high wind through his factory, have not been compiled, the proprietor roughly places it at over $100,000. The loss is covered by insurance. Mr. Mayer does not propose to resume operations in the burned building, at the corner of Fourth and Cherry streets, in which quarters were leased after the destruction several months ago of the Mayer factory at 306 Cherry street. Reconstruction there is progressing rapidly and the firm is confident of being able to occupy at least one floor within the next week or ten days. Every effort will be made to speed to completion the remainder of the new-old factory.

E. Y. Flickinger, who saw considerable service with the Ordnance Department, and who but recently left it, has been appointed as assistant to John Van Miller in charge of the cigar department of Reeves Parvin & Company. Manager Van Miller this week completed the financial account of the department for the last term of three months. It shows an increase of more than double over the figures for the preceding three months' period. His management has now continued over six months. The firm has just taken on the Bachia clear Havana line. Hitherto this account was only handled by one jobbing house in the United States, Pyle & Allen, Cleveland, all the other sales, principally to select clubs, being made direct. The Bachia retails at from 15 to 25 cents.

H. F. Martin, of York, Pa., maker of the Old Dan and the Kenn Kutter brands, passed through the city en route home after a successful fishing trip to Egg Harbor Inlet. He found it more difficulty to land fish than cigar orders.

Vincent Planco, of the Ruy Suarez Co., was among the week's visitors. Others who made the rounds, included Henry Ottenberg and Nathan Garten of New York; E. Kline, of E. Kline & Co., New York; and Harry Sperling of the Sperling Tobacco Co., Wilkes-Barre, Pa.

Morris D. Neumann, of Morris D. Neumann & Co., spent last week in the East, particularly visiting the Hartford market.

CIGAR BOX PLANT BURNED

Carr Bros. Loss at Easton, Pa., Estimated at $3,000—Boxes and Machinery Destroyed

EASTON, Pa., August 5.—Fire a few nights ago burned out the Carr Brothers' cigar box factory, at 688 Pearl street, causing damage estimated at $3,000. The loss—$2,000 to the materials and $1,000 to the building—is only partly covered by insurance.

The interior of the building is completely ruined. None of the machinery can be used again. Several hundred dollars' worth of boxes ready for shipment were destroyed as were boxes which were partly finished, and a great quantity of lumber.

The building was a three-story frame structure which had been used as a cigar box factory for the past 39 years. For 38 years the building had been occupied by Andrew Schan. One year ago the Carr brothers purchased the building and the equipment.

The proprietors announced that they would immediately secure new machinery, and would continue business as heretofore.

Madison Cigar Co., of Elwood, Ind., Sustains Serious Fire Loss

ELWOOD, Ind., Aug. 7.—The plant of the Madison Cigar Company was damaged by fire early Wednesday, many tons of imported tobacco being ruined by smoke and water. The loss, estimated at $10,000, is partly covered by insurance. Crossed electric wires are given as the cause. Fifty persons were thrown out of employment.

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

Cigar Stumps, Cigarette Ashes, Etc., Abound Up-State

"Sure, What Else Could You Expect in August?"—Class A Manila Cigars May Bring B Prices Later—Trying to Keep Down Cost of Production—"Got to Cut Something Out," or "Prices Will Scare Off Smokers"—"Nice to Be a Jobber"—"Reduced to Mere Job Lots, Single Thousands, Odd Shapes and Sizes"—Nominal Offerings—Various and Sunday Super-Heated Summer Subjects.

New York State Capitol District,
Dirty-Dish-Week, 1920.

"Now what's the matter, Sam?" Jim Stubb reproved, as Sam Ash came thru the time-clock gate o' the Stubb & Ash, Inc., establishment just thirty-three minutes late by observatory time. "Did you shed a shoe on the way back from Lake George, or did your cam-shaft get a crick in the cervical?"

"Naw, none o' that stuff a-tall, unnerstan me," Sam Ash snorted, swinging his 25%-off straw lid with a single discus dash onto its improper peg o' Walt Cogan's antique hat-rack. "But when a feller's wiff goes to such a place as the country, y'unnerstan, they should be some act o' the legislature, I bet yer, to stop it what's left o' the family from fillin' the sink an' the kitchen stove oven with them there daggletailed dishes!"

"Fudge! don't let a lil' thing like that bother you, Sam," laughed Jim Stubb, digging out the serum for the hookworm committee o' the Hot Chair Club. "Why, there's a goof comes in here every day for a nickel's worth of those Habana resagos, you know, who says his folks have been on the hike since June, and if there's a single room in the house which ain't got dirty dishes, soiled clothes, cigar stumps, cigaret ashes, and so on scattered around, it must be where he hasn't had time to go yet—the attic!"

"Sure, what else can you expect in August?" Leo Greenwald wanted to know, as he put his three ton pressure on the opening lever of his Inter-Boro Cigar Company's sample-sack. "Everybody's away, and things are just drifting along in a nice, quiet, ladylike manner.

"Nevertheless, if the cigar buyers of this same Capitol District don't wake up at once and take advantage of their last chance to get Class A Manila cigars, they'll soon have to pay B prices for the same goods.

"Future shipments from the Philippines will be jobbed and retailed from six cents upward, practically corona blunts only. To keep the costs of production down, the manufacturers are doing everything they can think of to eliminate extraordinary expense.

"Same way in Porto Rico, too. For I have here some specimens of londres of straight Porto Rican stuff which is packed in paper only, thus cutting out the ordinary overhead of $5 and more per M for boxes, labels, and so forth."

"Got to cut something out," nodded Earl Goodrich, sticking a Dearstyne Brothers Tobacco Company Seal Skin sign up in the Stubb & Ash retail department where it surely would do the most good. "Otherwise, prices will soon scare off lots o' smokers.

"Not only in cigars, either. Because, when such well-known fine cut tobaccos as Old Timer jump from five to ten cents, and now to fifteen, there's something didding. And all local long cuts, fine cuts, and the like, made by Shields & Son, the B. Payn's Sons Tobacco Company, and other nearby houses, have advanced to $12 the gross, straight, less the usual 2% for cash."

"Gosh! it's nice to be a jobber—or even a rotten retailer yet!" jabbered Sam Ash, rushing back of the eight-cent cigar case to sell two six-centers for fifteen centavos, Canadian money. "What should a dealer do—sell at regular prices, addin' the increases, unnerstan me, or cut the list an' mebbe take in more money without even makin' enough to lay a lil' bet, once-in-awhile, on that there handicapper Sir Barton, or Joe McElveney's Thunderstorm?"

"Yep, the dope in this business, Sam, is about the same as that sign I noticed in Ballston Spa last week," reflected Jim Stubb, rapping for the respectful attention of the disturbing elements of the Registered Male Commission. "Live and let live as a motto, Sam, is rather obsolete, you will admit.

"So, up there in Ballston, the bagtown, they've put up a sign with the authority o' the Board o' Trade. And that sign reads this way, 'Ballston—a Good Place to Live'—and the darn thing is right alongside the entrance to Ballston's finest local cemetery!"

"Huh! why shouldn't them necropolites be more progressive yet?" demanded Sam Ash, looking all over the store for the progressive cigar box opener, never twice in the same place. "If they was on the job like a reg'lar Chamber o' Commerce, such as Albany hasn't got it, unnerstan me, they should a sublet the space for a sign to them Gold-Medal Flour Mills, whose cemetery slogan always is 'Eventually—Why Not Now?"

"Tell that to George Van Slyke, Sam," urged Jim Stubb, at last compelled to reluctantly expel the most recalcitrant member of the Hot Chair Club—none other than Sara Katz. "He uses more billboard space than any other local cigar manufacturer, and maybe he could figure how the G. W. Van Slyke & Horton 'Get Back of a Peter Schuyler' could be worked into that combination to attract more attention."

"Yeh, he mebbe should do it in his new office on Clinton avenue, I bet yer," rumbled Sam Ash, discovering the missing box opener just where he put it—in the cash register. "Because, since George an' Jim Horton moved it from their original office at 471 Broadway to them there nice quarters uptown, y' unnerstan, they got it the finest cigar factory an' office place in the Capitol District.

"But, when they closed it the ole retail store on Broadway last week they wiped out one of the oldest see-gar store locations in Albany. Ever since they give up the jobbin' business, twelve or fifteen years ago, they ain't really had no use for the retail, yet the old firm name was established there, an' they kept it up more as a display shop for the Peter Schuyler brand than anneything elser."

"Just about the same reason we still maintain our humidors, I guess," commented Dan Mahoney, dropping his Park & Tilford package right in the middle of the Hot Chair Club. "Because, instead o' the hundreds and hundreds o' thousands of imported and Key West cigars which should be on the stock shelves, we are now reduced to mere job lots, single thousands, odd shapes and sizes.

"This is entirely due to the longshoremen's strike. Those birds have now been out ever since Columbus left Barcelona, and the present effect on the cigar business is very bad indeed. In fact, it has reached such a state with our New York

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA

receiving depots that our boys in the stock rooms have to buckle on a couple o' gats, man a truck, wedge their way thru the gang at the piers, and hustle the cases up to the warerooms themselves.

"Somewhere in the background the New York Merchants Association is also on the job, but the real work of making the wheels go 'round falls on the P. & T. lads with the calloused hands, and even those other clerks not so calloused, perhaps.

"So our offerings on Mi Favoritas, El Telegrafos, and the Cuban brands are only nominal. On top of this trouble, along comes not Ruth, but a ruthless price increase, too. Favorita cabinets go from the old figure of $115 to $137. And the camelias shape is now $94, the cheapest size we can make at Key West in this grade.

"That other cigar of ours, the Rey Eduardo, is now $72 for the straights. Nothing comes down in price except an occasional hotel room. Even there, it first ascends to, say, $5 for the night, as I was asked last evening. Then, when I kicked, it came down to $3.50."

"Kick again, Dan," encouraged Jim Stubb, putting six semi-vueltas in his Waterman pocket against a possible famine o' smokes in the holy land. "That's the way to reduce this here terrible condition in the land of the U. S. A.—the United Seekers o' Alcohol.

"Which reminds me, Dan, that Prince Albert Jordan, the R. J. Reynolds Tobacco Company Petey-Boy, heard of a shrimp the other day who complained that he was desert-dry. 'I can give you a prescription for that,' cheered Jordan, searching for his note-book and ever-ready, 'run down the street there, to the Bruce Macdonald Company's retail store, and ask 'em for *Camels.*'"

"Camels? Why shouldn't he send the kiddo to Saratogis for a drink o' that there medio tiempo capaduras water, hey?" cut in Sam Ash, making another straight cash sale of a Partido with a Roquefort cheese filler, Bermuda binder. "That's the champagne them there touts at the track is sluicin' their irrigation ditches with this year, y' unnerstan.

"Anneyhow, even those bookmakers, which wear it the Rob Roy plaids, unnerstan me, with the checks so loud as the patches on my early Fall an' Winter pants, do it for a reason, also-as-well. For, should the Saturday-to-Monday oasis git so dry as Ceylon tea, unnerstan, such a suit with the biggest checks should then be cashed at anney Catherine street hock shop in Saratogis."

"Well, those two-to-one zemizems don't need to go there yet, Sam," maintained Jim Stubb, arising from his cramped position with the Ponzi-Pie-Alley-Group of financiers, and making ready for the homeward dash at his share o' the dirty-dishes. "Not so long as they continue to put down a dollar-doillie for each Eden rivoli they light at the cigar stand of the United States Hotel.

"And if the ponies run just as fast this week, Sam, there's a rumor around Saratoga that the bookies and some of their cash customers may even walk down the street to the Grand Union, lay down a short-weight English pound-note, with harfa crown for the combat-tax, and be permitted to pick out one—count 'em, *one*—Romeo y Julieta verona."

"Such a business should even be better yet than them there schatchen's," growled Sam Ash, getting rid of the last Remedios with the colas filler to a turfman on his way to the Spa with his fieldglasses properly slung over his Sam Browne shoulder. "But I bet yer Boss McKnight shouldn't assist anney such foolishness, y' unnerstan.

"On account when he came here to the Capitol District this week, unnerstan me, he hurried right thru Albany, pickin' up Ed Dearstyne as he dashed down South Pearl street, an' off they whirled to Vermont State, leavin' Cap'n Doyle an' the rest o' the Liggett & Meyers Tobacco Company crew standin' at attention in front o' 110 State street.

"Still, comin' back, mebbe McKnight should stop off at Saratogis. Then Cap'n Doyle, Serg't Jim Barrett, Corp'l Ben Ennis, an' K. P.'s Relyea an' Groom might git it an invitation, unnerstan me, to stay over in town for the seventh race. Anneyways, Cap'n Doyle is yet hopin', as he rushes up an' down Broadway squeezin' his ivory-charm 'Flapdoodle,' which is *some* white elephant for luck."

"Luck is a joke," sadly acknowledged Jim Stubb, as he passed thru the Maharajah's turnstile on his way to the Home-Sour-Home at Hodgepodge Gardens. "They ain't no such stuff outside the flowing oil fields o' Pocantico Hills!

"Ask Charley Shaxby. He'll tell you it's work, not luck. And only last month—July—he says was the largest bit o' that same he ever had at the J. W. Stevens' store since the business was started in 1869. And the sales were likewise the largest retail total in the history of the establishment. Tourists, and the Hampton Hotel, next door, with the favorable down-town location opposite the General Post Office, banking houses, and so on, are the other elements of his 'luck.'"

"Sure, luck like that should be even better than them two coffee house fellers had it—Mochus & Jarvus," nodded Sam Ash, hiding the balance of the stock o' Castoria cigars—the sort customers cry for—because they're still five-cents. "Because, Jim, yuh should remember that both of them Oleanders started in business with nothin' except a N' Yawk Telegraph.

"Yeh, they didn't buy it, a-course. They grabbed it offen a seat in the Union Station. Then they hooked their heads together, ear-an'-ear, eye-an'-eye, an' bime-by they poked out a poor fish of a horse called Garcia-Cubana. His past performances were such, unnerstan me, that the clockers admitted he had one foot in the grave an' the other three on such high-class speed-meters as banana peels, chunks o' raw ice, wet tile, an' so forth.

"But the odds were ten-to-one, an' both Mochus & Jarvus figgered by sellin' their combined resources o' hats, caps, shoes, belts, etcetry, they should mebbe raise enough to come in on the 'one-spot.' An' this they did, unnerstan, raisin' just enough, with a flotation of eight per-centum class B stock, to buy two such see-gars with the treasury surplus as E. & O. E.'d.

"Then they went back to the Union Station smokin' room an' waited. They waited while Red Flynn, the announcer, bounced off all the 'Wah-Wahs, Roh-Rohs, Eee-Ays, Soo-Soos,' an' other betwix an' between stations he had in the hull blame New York Central an' Detain & Hinder time-table.

"After which Mochus & Jarvis went into executive session an' decided it was time for the chalkin' up o' results on that there most important sixth race. So they ventured around to the Palace o' Innocent Pleasures, took one slow, silent, long look at the parked space reserved for Garcia-Cubana—then they unitedly, unanimously, unifiedly—threw both Class B snipes in the interceptin' sewer!"

THE SMOKER.

New Stripping Machine

A new Universal tobacco stripping machine has been installed at the Bates street cigar factory. This machine is practically a new machine in the cigar making industry, and is one of the first to be installed in a Maine factory.

In addition to the sanitary and waste saving features this machine will keep fifteen cigar makers supplied, doing the work of at least three expert hand strippers.

This machine will make it possible to add several cigar makers and increase the output in an endeavor to supply the greatly increased demand for Bates street cigars and other brands manufactured by this company.—*Lewiston (Maine) Sun.*

One On Each Corner

CHICAGO, Aug. 7.—The United Cigar Stores Company has had a unique experience with the intersection of Sixty-third and Cottage Grove. Its first store was at the northeast corner. Later it opened a second store at the northwest corner. The first store failed to lose a dollar of business to its friendly rival. A third will be opened in the property just leased, and the company says it may open one at the southwest corner, which would give it cigar stores at four corners.

Receptacles

That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

Your product is protected when handled in these receptacles, because the interest construction is smooth and flawless. Furthermore, these receptacles are sanitary and easily cleaned. The close texture and glossy surface of the fibre prevent the clinging of dust and dirt. The fine appearance lasts under the hardest usage, because the *in-built* color does not run, fade, chip, or wear off.

There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, doffing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate.

Send for special catalogue.

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Most Value *Most Quality*

LA AZORA
MOZART
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HARVESTER
CASTELLANOS
EL SIDELO
DUTCH MASTERS
NEW BACHELOR

CONSOLIDATED CIGAR CORPORATION
NEW YORK CITY

FROM THE FIRING LINE

Personal and Trade Jottings

A. King is to conduct a cigar store in Madelia, Minn.

—

The Acme Tobacco Co., of New York, has been dissolved.

—

Sigard Olson has bought the cigar business of James Morris, in Watson, Minn.

—

C. Hajek has sold his cigar store in Scotland, So. Dak., to Otto Max.

—

J. A. Reich has bought the Holzheimer Cigar Store in Holloway, Minn.

—

Garcia Freres Cigar Co., of New York, has given notice of its dissolution.

—

Charles Towner is to open a cigar store in the Roe building, Portland, Mich.

—

Paul De Marce has bought and is operating a cigar store in Walnut Grove, Minn.

—

Senor Torre and D. H. Mousdale, of the Sanchez & Haya factory, are in New York .

—

The A. C. Alconn cigar business in Jewell, Kans., has been sold to Mrs. S. A. Seamland.

—

Mrs. J. H. Toohey, of Sioux Falls, So. Dak., has sold her cigar business to S. J. Hollier.

—

Jacob Mazer, of Detroit, manufacturer of the Miss Detroit cigar, is on Water Street this week.

The Schulte Realty Co. has bought the dwellings at 103 to 107 Seventh avenue, New York.

—

H. Castle has bought the cigar business conducted by J. A. Ross, in Long Prairie, Minn.

—

The Lorraine Cigar Co., of Detroit, has been incorporated with a capital stock of $50,000.

—

S. Nelson, of Rivers Falls, Wis., has purchased the cigar business of Max Sherburne in that place.

—

The Lancaster (Pa.) Leaf Tobacco Board of Trade will not meet again until first Saturday in October.

—

The A. B. Leaf Tobacco Co., of Barron, Wis., has been incorporated with a capital of $50,000.

—

The Daily Cigar Co., of South Bend, Ind., has increased its capital from $150,000 to $250,000.

—

D. D. Klein has purchased the cigar business heretofore conducted by E. H. Peterson, at Dixon, Iowa.

—

Robert L. Henry, for many years attached to the American Tobacco Co. and the P. Lorillard Co., will join the American Sumatra Tobacco Co. in the near future.

Bernard Schwartz, manufacturer of the R. G. Dun cigar in Detroit, was calling on the leaf trade last week.

—

Adolph Loeb, of the prominent leaf house of K. Straus & Co., of Philadelphia, was on Water street the past week.

—

Joseph Whitcomb, cigar manufacturer of Springfield, Mass., was in New York on a business trip last week.

—

Turk & Steckert have bought the cigar business heretofore conducted in Shelby, Mont., by C. G. & E. Robinson.

—

The United Cigar Stores Co. has bought the five-story building at 723 Seventh avenue, New York. It is 30.4 x 50.

—

L. Mann, of the New England Cigar & Tobacco Co., of New London, Conn., spent a few days in New York last week.

—

John Gerdts, of Frankel Gerdts & Co., manufacturers of San Francisco, left on Saturday for his annual trip to Havana.

—

Gonzalez & Sanchez, of Jacksonville, Fla., have notified the trade of an advance from $3 per M. to $25 per M., according to size.

—

The E. V. Schnoor Cigar Co., of Kansas City, are featuring the Prince Hamlet and Mapacubas, made by Bayuk Bros., of Philadelphia.

—

Abraham Haas, one of the Compania de Abraham Haas, packer and leaf dealer of Havana, Cuba, arrived in New York on a business trip.

—

Humler & Nolan, important cigar dealers of Louisville, Ky., were in New York last

MISS DETROIT 8c. CIGAR
BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company
Detroit, Michigan

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

For Gentlemen of Good Taste

San Felice Cigars

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PERFECT LITHOGRAPHY
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Dealers and Jobbers

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Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.

127 W. 25th St., New York

week. They expect to return home via Atlantic City.

—

The Kings County Cigar & Stationery Corp. has moved from 294 Ninth street, Brooklyn, to 186 Stuyvesant avenue, corner of Quincy street, in that borough.

—

Louis & Edward Sutter, of the A. Hussey Company, of Chicago, are on a visit to the New York office of the company, conferring with Manager Fielding.

—

The New York Stock Exchange has received notice from the American Tobacco Co. of the proposed increase in common stock B from $50,000,000 to $100,000,000.

—

William R. Missgardes has established a cigar manufacturing business at 206 Concord avenue, Watertown, Wis., and is turning out a ten cent cigar, the Don Duro.

—

The World Commerce Corp., of 107 Broad street, New York, has been incorporated by J. A. Shellito, B. D. Dugundji and B. Naumburg. Capital stock $25,000.

—

Mark A. Pollack, a leading leaf broker, of Havana, paid New York a brief visit last week. He was returning from the Orient, and sailed Saturday for his Cuban home.

—

The Miami Hotel Cigar Co., of Dayton, Ohio, has been incorporated with a capital stock of $10,000. The incorporators are M. Schatz, A. A. Sabwagel, C. Haas, and S. G. Kusworm.

—

Roy Andrews, of Alma Center, Wis., has sold a half interest in his cigar business to J. Buckley. The business will hereafter be conducted under the firm name of Andrews & Buckley.

The business of C. K. Bush & Co., tobacconists, of 521 East 157th Street, the Bronx, N. Y. City, has been incorporated by N. F. Lemmon, B. M. and C. K. Bush. Capital stock, $5,000.

—

The Independent Retail Tobacconists' Association will meet tonight at Harlem Palace, 115th street near 5th avenue. Important matters are to be discussed and a record attendance is expected.

—

F. H. Graham, who represents Cullman Bros., of New York, is covering the Connecticut sections in his new Paige automobile looking over ground where he expects to make future purchases of tobacco crops.

—

The Ben Poll Co. has been incorporated in Louisville with $20,000 capital stock. The incorporators are Ben Poll, Albert Stebler and Dennis J. Hines. They will conduct a cigar manufacturing and smoking tobacco business.

—

W. D. Spaulding, who has devoted a great deal of time lately as President of the Allied Tobacco League, will interest himself again in the leaf business at 112 Pearl st., Cincinnati. He will be assisted by his son Lee.

—

I. M. Aron, known throughout the trade as "The Judge," will start out on a two weeks' trip through New York State, about August 15, in the interest of M. A. Sola & Co., the wide-a-wake leaf house of 228 Pearl street, New York.

—

Tobacco has remained quiet for domestic cigar leaf and the market has been without features of special interest, says the *Financial Chronicle*. This, of course, is not surprising at this time of the year. On the other hand, there is a steady demand for all foreign tobaccos and prices, it is hardly necessary to add, have been generally firm.

—

F. M. Arguimbo, secretary of the American Sumatra Tobacco Company, and his son narrowly escaped a serious automobile accident near Quincy, Fla., on Sunday, August 1. Their car was badly damaged, but fortunately nothing else of a serious nature happened.

—

Mr. Frechie, of Louis Ash & Co., New York, says that owing to the high prices of materials and the excessive costs of production the selling prices of cigars must of necessity go even higher than at present, but also adds that he is puzzled to know how cigar prices can go up in the face of declining prices on nearly every other commodity.

—

A report from Quincy, Fla., states that Leo Batt of the American Sumatra Tobacco Company is expected to take charge of the office in that city, in the near future. He has been with the company several years, being at present at the Connecticut holdings. Philip Polumbaum, who has been in charge for sometime, is to be transferred to the New York office.

—

A most interesting statement from the Schulte Cigar Stores has just been issued. It states that the Schulte stores which were in operation through July, of 1919, show an increase in business during July of this year, of 31 per cent; while the total Schulte sales of all the old and new stores combined, show an increase of 90 per cent over 1919. These increases are due to the efficient management and the excellent locations obtained by this very rapidly growing chain. Before the end of the year the Schulte chain will probably reach 200 stores—some fifty new locations are to be announced shortly.

Plan to Socialize Tobacco Industry in Germany

Cigarette Manufacturers Refuse to Share Management with Labor—German Cigarmakers Always in Vanguard of Socialism—Attempting to Shift Burden of Extra Costs Onto Foreigners, as Did Potash Trust—Tobacco at Fairs—Excessive Tax Limits Consumption—Actual Workings Versus Beautiful Theories.

BERLIN, July 24.—The Association of German Cigarette Manufacturers, an organization formed for the purpose of protecting its members as employers of labor, has refused to share with labor the management of the industry. The employers refuse to deal with anything but a union of cigarette workers, while labor wants to keep the whole tobacco industry concentrated in one big union.

While tobacco is not a necessity in the sense of the law, its socialization is being advocated by the labor leaders. German cigarmakers were always in the forefront of the socialist party. Among cigarmakers there were more socialists to the square inch than in any other trade.

"Sharing in the management" by labor is considered the first step in the direction of socialization, a system similar to the one introduced in Russia.

Radicalism in Germany, however, is not confined to *cigarmakers,* for even cigar *manufacturers* are similarly affected. Among the members of the new Reichstag are two cigar manufacturers, Geyer of Leipsic and Raute of Eilenburg, and both belong to the Independent Socialist Party.

There is no doubt that the "sharing in the management-system" will be adopted by the German tobacco industry. The cigarette trust and most of the cigar manufacturers may be against it, but that will not make any difference. Just leave it to Geyer, Raute and their friends!

The owners of the potash trust fought the labor sharing plan tooth and nail when it was proposed originally. It was introduced in spite of capital's protest. As soon as capital and labor came together, the first thing they did was to raise wages for labor and to raise prices for capital. Labor was more liberal to capital than the government, which formerly had the price fixing power, had ever dared to be. So the gentlemen of the potash trust became reconciled to the new system in less than no time. Labor, too, became satisfied, and American farmers and consumers of bread are paying the higher price.

Similar events might follow after the system is introduced in the tobacco industry. And both, capital and labor, might become as well pleased as those of the potash industry.

Whether the higher cost could be shifted to the shoulders of foreigners, as in the case of potash, remains to be seen. Attempts in that direction are being made. Some German manufacturers have maintained that the tobacco industry is *doomed* under the new tax law unless it is able to build up a big foreign trade. In order to attract foreign trade they arrange "fairs" in Germany. Formerly there was the Leipsic Fair. Now every large city of Germany has its fairs. Formerly, when business was dull, there were fires. Now there are fairs.

At the Frankfort Fair, last spring, they had a tobacco department for the first time. It seems to have been a success, for in the fall, when there is to be another fair at Frankfort on the Main, the space allotted to tobacco will be more than doubled. A sideshow of this tobacco fair will be an exhibition of the latest and best machines employed in the cigar and cigarette industry.

While there has been a tobacco shortage the farmers of the tobacco belt are just beginning to sell their last year's crop. They had been holding it back, thinking they would get 2,000 or 3,000 marks per hundredweight. At Mannheim the farmers are now selling their crops at 748 marks per hundredweight, which is the price allowed by the government. The farmers wanted to wait until government control was removed, expecting the price to soar. Instead, the price would be much lower now. If it had not been for the fixed price the farmers would have received considerably less.

In the meantime the authorities are making their rules and regulations for unemployed tobacco workers that were thrown out of work by the new tax law. This law took effect April 1. The tax is so high that it will limit consumption. Limited consumption will curtail production. The latter means unemployment. As the State is obliged to pay a certain sum of money to every unemployed worker willing to work, the new tax law is proving a costly affair to government. Instead of raising revenue for an empty treasury it may increase the government's expenses. It is feared the new tax will not produce income enough to cover the increased cost of the unemployed.

The National Union of Christian Tobacco Workers, a union to be distinguished from the larger trade organization which socialism has permeated, held its national convention the other day and decided to ask for higher wages. The delegates thought an increase of 30 marks per 1,000 cigars would not have to increase the retail selling price, and at the same time it would give a deserved increase to the workers.

In other words, these Christian cigarmakers would take it out of the retail dealers who, in a half dozen national conventions, have resoluted and protested against the small share of profit allowed them by the manufacturers.

Under those circumstances, leaving all theoretical calculations aside, the increase of 30 marks, if granted to the Christian workers, would mean a higher cost to the consumer of at least 100 marks, thanks to the actual workings of that beautiful and inspiring institution of modern times, the endless spiral.

Pennsylvania Tobacco

Pennsylvania grows annually a little more than sixty-four million pounds tobacco which is recognized on the market as cigar filler leaf. The greater portion of this is produced in Lancaster County and the adjoining county of York. In this tobacco area the tobacco crop is a part of a definite farming system. Lancaster County has almost eleven thousand farms which average less than seventy acres per farm. This one county alone feeds annually from sixty to eighty thousand head of steers. These cattle are procured in the fall of the year and are fed until the following April or May. All of the hay, corn and straw produced on the farms is utilized in feeding cattle and in addition large quantities of concentrates like cotton seed meal and oil meal are purchased. By feeding these crops on the farm where they have been grown these farmers are using the raw materials which produce these crops over and over again. Silage and cotton seed meal, together with some addition roughage forms the principal provender for steers.

Tobacco is grown in rotation with other crops. Most of the farms are in four year rotation, consisting of tobacco, wheat, grass and corn. The soil is a limestone loam, and tobacco is grown in all parts of the farm. This system of farming provides for splendid seasonal distribution of labor and is bound to maintain soil fertility.

A recent survey of banks in the county has shown that these institutions advanced annually to the farmers more than two million dollars with which to purchase cattle in the fall of the year. More than sixty per cent of these loans were paid off when the tobacco is delivered the following January or February.

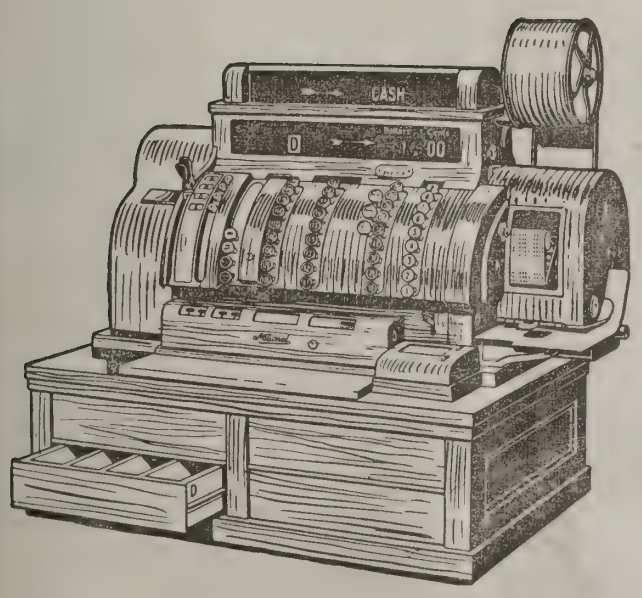
Telephone Canal 5632-5633 Cable Address "Gloria," New York
GLORIFIER CIGAR CO., Inc.
MANUFACTURERS OF
LITTLE CIGARS
GLORIFIER LITTLE CIGARS EL GRADO LITTLE CIGARS
GLORIFIER PANETELAS LORD ROMEO PANETELAS
372-374 Broome Street, New York

New OPTIMO
BEST OF THE BEST
OPTIMO CIGARS
VERY MILD VERY MILD
BEST OF THE BEST
MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

UNION LEADER
SMOKING TOBACCO
It made its Big Hit on Quality.
It's making another Big Hit on the price that captured the country—10 cents a tin.
Fastest growing brand in America because Biggest and Best tobacco value.
10¢ a tin
Why pay more?
UNION LEADER REDI-CUT TOBACCO
P. LORILLARD CO. ESTAB. 1760
New Style REDI-CUT

An up-to-date National Cash Register would tell if this clerk is worth the raise that he is asking for.



NATIONAL Cash Register records would tell instantly whether this clerk had increased his sales enough to make him worth more money.

Up-to-date National Cash Registers give complete daily records of how much each clerk is selling and the number of customers each clerk is waiting on.

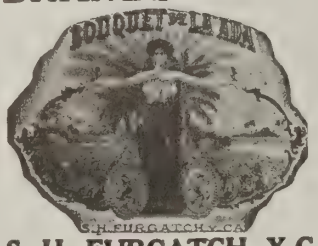
They show which clerks are the most valuable. They enable merchants to fix wages on actual selling records.

They give the records needed for a profit sharing or bonus system. This makes the clerks directly interested in the success of the business. It puts them on their mettle and results in increased business.

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED
DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

PORTOCUBA CORPORATION
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS


VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

SENSITIVE MONEY MARKETS

Fluctuating International Conditions —Sterling Especially Weak—The Dollar in Foreign Exchange

The foreign exchanges were clearly sensitive during the last week to the fluctuating international conditions in Central Europe. For the most of the week, sterling was especially weak, and the continental exchanges also, but to a lesser extent. The possibility of enlarging the area of conflict was the main unsettling factor, though other causes contributed to the movement.

Out of Paris the report emerged that the French government had completed arrangements for the purchase of the necessary American dollars to discharge its obligations in connection with the Anglo-French loan. This condition was suggested as one of the reasons for the strength of dollars and the weakness of European exchanges. Bankers on this side of the water, however, interpreted the report to mean simply that France had made up its mind how it would meet its obligations, rather than to indicate that France had already completed executing its plan.

If you calculated the cost of the dollar in terms of foreign money at current exchange values—that is, if you were buying a dollar with pounds, marks or francs—its value at the close of last week, as compared with a year ago, follows:

	Saturday.	Year ago.
In English money	$1.26	$1.05
In French money	2.54	1.20
In Dutch money	1.20	1.03
In Swiss money	1.13	1.03
In Italian money	3.70	1.38
In Swedish money	1.25	1.03
In Spanish money	1.30	.98

(Quoted in dollars to the pound)

	Saturday.	Week Before.
Sterling, demand	3.6675	3.7250
Sterling, cables	3.6750	3.7375
Sterling, sixty days	3.6275	3.7650
Sterling, ninety days	3.6075	3.6650

(Quoted in cents to the unit)

Francs, checks	7.62	7.68
Francs, cables	7.27	7.69
Belgium, francs, checks	7.77	8.14
Belgium, francs, cables.	7.78	8.15
Lire, checks	5.12	5.34
Lire, cables	5.13	5.35
Swiss, francs, checks	16.72	17.00
Swiss, francs, cables	16.77	17.05
Marks, checks	2.16	2.34
Marks, cables	2.16	2.34
Guilders, checks	33.50	34.05
Guilders, cables	33.60	34.15
Austrian crowns, checks	.56	.61
Austrian crowns, cables	.56	.61
Sweden, checks	21.00	21.00
Sweden, cables	21.10	21.10
Denmark, checks	15.60	15.70
Denmark, cables	15.65	15.80
Norway, checks	15.70	16.32
Norway, cables	15.75	16.37
Pesetas, checks	15.22	15.65
Pesetas, cables	15.27	15.70
Greece, checks	12.00	12.45
Greece, cables	12.10	12.55
Manila, checks	47.25	48.00
Manila, cables	47.50	48.50
India, rupees, checks	37.25	37.25
India, rupees, cables	37.50	37.50
Japan, yen, checks	51.25	51.50
Japan, yen, cables	51.50	51.75
Argentina, checks	38.25	39.25
Argentina, cables	38.40	39.40
Brazil, Rio, checks	21.15	21.65
Brazil, Rio, cables	21.25	21.75
Czecho-Slovakia, checks	2.00	2.20
Czecho-Slovakia, cables	2.00	2.00

COLONIAL CIGAR FACTORY

Rumor Regarding Removal of Kingston Branch Not Well Founded—Working Practically Full Force

KINGSTON, N. Y., August 7.—Owing to a slight misunderstanding a number of the employes of the Colonial Cigar Company at Strand and Hasbrouck avenue, quit work last week, and as a result street rumor was rife that the factory was to leave Kingston, and had closed its doors. The rumor was without foundation, and this week the factory was working practically full force.

General Manager Lotz, who has full charge of both the Kingston and New York plants, when seen, stated that the company had a long lease on the present location and was negotiating for two additional lofts so that the business here could be enlarged. He said that he had the utmost confidence in Superintendent Longendyke and Foreman Clair, in charge of the local factory, and expected that the plant here would continue to grow.

Since the factory located in Kingston it has steadily grown, and is employing a large number of hands.

How to Figure American Tobacco

Question—I own 300 shares American Tobacco Securities common, also 30 certificates American Tobacco Company. First amount to cost me $65 per share, second calls for $100 each. I have turned these in for the American Tobacco common and expect they will give me in exchange 75 shares A. T. common for first named, 30 shares A. T. common for second named. In due course they will pay a stock dividend of 75 per cent. I want to know how I stand at the final. How many shares of "A" stock and how many shares of "B" stock. Also, has there been any information given out as to the future dividends? What should be the approximate market price of the American Tobacco Company at the finish of the exchange? —A. K. H.

Answer—For your 300 shares of American Tobacco Securities Company stock you will receive a fraction over 75 shares of American Tobacco Company Class "A" stock and thereafter a stock dividend amounting to slightly over 60 shares of American Tobacco Company Class "B" stock. For the $3,000 par value of American Tobacco scrip you will receive slightly less than twenty-eight shares of Class "B" stock, and as a stock dividend thereafter slightly less than twenty-one shares of Class "B" stock. The dividends to be paid upon these shares are largely a matter of guesswork. We believe if 10 per cent or 12 per cent is declared it will be most satisfactory. We cannot attempt to say what the market value of the shares will be.—*N. Y. Tribune.*

Cool Weather at Reidsville

REIDSVILLE, N. C., August 7.—The weather has been unusually cool all this week. The tobacco crop has suffered some from the cool and dry weather, but a general rain set in Thursday morning which will doubtless relieve the situation. Some old-fashioned summer weather is needed, however. The present summer has been an unusually mild one so far.

In the wholesale markets and in cigar manufacturing circles belief seems to prevail that prices will continue high for practically all the better grades of cigar leaf tobacco. This is true of foreign leaf now coming in and made available, and there is something of an undercurrent of this character relating to the '20 crop of domestic tobacco.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.
Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE
The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.
H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

GENERAL CIGAR CO., INC.

Balance Sheet and Statement of Earnings, June 30, 1920

	Assets		
Capital Assets:			
Goodwill, trade-marks, patent rights, etc.		$19,326,003.00	
Land, Buildings, Machinery, Equipment and Furniture and Fixtures:			
At January 1, 1920	$1,421,305.76		
Net additions during six months, less depreciation	156,806.40	1,578,112.16	
		$20,904,115.16	
Investments in affiliated companies		1,018,868.74	
			$21,922,983.90
Company's Debenture Preferred Stock, at Cost			137,620.00
Company's Common Stock—Purchased for subscription by employees, less payments thereon.			154,847.00
Current Assets:			
Raw materials and manufactured products, revenue stamps, supplies and goods in transit, at or below cost		$16,750,478.68	
Bills receivable		390,304.42	
Accounts receivable, less reserves		3,643,156.15	
Liberty bonds at par		4,550.00	
Cash in bank and on hand		2,167,629.95	
			22,956,119.20
Deferred Charges to Operations: Interest, insurance premiums and other expenses prepaid			238,196.34
			$45,409,766.44

	Liabilities		
Capital Stock:			
7 per cent cumulative preferred: Authorized and issued—50,000 shares of $100 each		$5,000,000.00	
7 per cent cumulative sinking fund Debenture preferred: Authorized	$5,000,000.00		
Issued—46,208 shares of $100 each		$4,620,800.00	
Common: Authorized	$25,000,000.00		
Issued—181,040 shares of $100 each		18,104,000.00	
			$27,724,800.00
Special Capital Reserve			1,000,000.00
Current Liabilities:			
Bills payable		$6,697,854.00	
Accounts payable, payrolls and other accrued liabilities including 1919 Federal taxes unpaid		1,781,367.22	
Dividend on Debenture preferred stock payable July 1, 1920		78,239.00	
Provision for 1920 Federal taxes		565,000.00	
			9,122,460.22
Reserve for possible shrinkage in values of raw materials, etc.			609,288.43
Insurance reserve			224,269.20
Surplus:			
Balance at January 1, 1920		$6,051,926.12	
Add—Balance as per annexed statement		1,551,620.47	
		$7,603,546.59	
Deduct—Dividends on:			
Preferred stock	$175,000.00		
Debenture preferred stock	156,478.00		
Common stock	543,120.00	874,598.00	
			6,728,948.59
			$45,409,766.44

Statement of Earnings for the Six Months Ending June 30, 1920

Gross Earnings		$5,083,071.91
Deduct—Selling, Administrative and General Expenses, including provision for 1920 Federal taxes		3,267,666.64
		$1,815,405.27
Add—Miscellaneous Profits, interest received, etc.		90,240.07
		$1,905,645.34
Deduct—Interest on loans		91,225.49
Net Earnings		$1,814,419.85
Deduct—Reserve for possible shrinkage in values of raw materials, etc.		262,799.38
Balance—Carried to Balance Sheet		1,551,620.47

We have audited the books and accounts of the General Cigar Co., Inc., for the six months ending June 30, 1920, excepting those of the distributing branches (which are audited only at the close of the fiscal year, but the returns from which have been produced to us), and we certify that the above balance sheet has been correctly prepared therefrom, and in our opinion (subject to the correctness of the branch returns above referred to) sets forth the true financial position of the company at June 30, 1920, and that the relative statement of earnings is correct.

PRICE, WATERHOUSE & CO.

54 William St., New York, Aug. 3, 1920.

TOBACCO FROM PORTO RICO.

Per S. S. Mohawk. Arr. Aug. 10.

A. Philippi & Co.	25
L. Hirsch	87
M. Gans	8
Gans & Son	190
Lanza Rucabado & Co.	35
W. B. Shaw	27
Porto Cuba Corporation	102
Chatham & Phoenix Bank	30
P. Rican American Tob. Co.	25
Rosenstadt & Waller	125
American Cigar Co.	738
American Sumatra Tob. Co.	207
Stern-Mendelsohn Co.	95
P. Lorillard Co.	21
Durlach Bros.	108
E. Rosenwald & Bro.	143
Hamburger Bros.	92
S. Bookman	1
L. Weinberg	14

CIGARS FROM PORTO RICO.

Per S. S. Mohawk. Arr. Aug. 10.

Porto Rican American Tob. Co.	254
United Cigar Stores	234
Porto Cuba Corporation	8
Welcher Bros.	4
El Acoro Cigar Co.	7
Villa Lanza & Co.	9
Porto Rican Express Co.	3
Infanzon & Rodriguez	10

LEAF TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arrived Aug. 7.

Consignees:

New York—	Bales
H. Duys & Co.	54
J. Cohn & Co.	120

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arrived Aug. 7.

Consignees:

New York—	Barrels
Manuel Alvarez & Co.	47

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arr. Aug. 7.

Consignees:

New York—	Bales
Cullman Bros.	14
Manuel Alvarez & Co.	4
	Barrels
Bowering & Co.	50
E. Rosenwald & Bro.	25
Stern, Mendelsohn Co., Inc.	25
M. Gans & Son	6
H. Duys & Co.	10

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arrived June 7.

Consignees:

New York—	Barrels
S. Bookman	2
P. Lorillard & Co.	18
Bowering & Co.	50
Manuel Alvarez	47
E. Rosenwald & Bro.	162
M. Gans & Son	32
Rosenstadt & Waller Co.	150
Cullman Bros.	85
Order	107
Durlach Bros.	75
Amer. Sumatra T. Co.	110
L. Lewis Cigar Co.	50
A. Guillerez	5
Stern, Mendelsohn Co., Inc.	209

TOBACCO FROM PORTO RICO.

Per S. S. Iroquois. Arrived Aug. 6.

Consignees:

New York—	Bales
Selgas & Co.	19
San Domingo Trading Co.	17

TOBACCO FROM MANILA.

Per S. S. Dryden. Arr. Aug. 4.

S. Lowenthal & Sons	90
J. Aron & Co.	15
H. Duys & Co.	120
Castellano & Hilbert	120
S. M. Berger	31
Cohn Bros. Cigar Co. (Chicago)	17
Bowering & Co.	110

SUMATRA TOBACCO FROM HOLLAND.

Per S. S. Nieuw Amsterdam. Arr. Aug. 5.

H. Muller & Co.	5
L. Schmid & Co.	11
General Cigar Co.	323
Cullman Bros.	104
S. Rossin & Sons	8
J. H. Goetze Co.	89
E. Rosenwald & Bro.	158
Pretzfeld & Co.	36
H. Duys & Co.	832
Tropical Tobacco Co.	14
S. C. Bogonoff & Sons	15
M. G. Lang & Co.	1
To Order	111
American Sumatra Tobacco Co.	2

TOBACCO FROM ROTTERDAM, HOLLAND.

Per S. S. L. J. Luckenbach. Arr. Aug. 4.

Consignees:

New York—	Bales
Amer. Exchg. Nat'l. Bank	18
	Cases
Hinsdale, Smith & Co.	1

TOBACCO FROM ANTWERP.

Per S. S. Kroonland. Arr. Aug. 9.

	Bales
M. Mayer	100

TOBACCO CASES FROM HOLLAND.

Per S. S. Nieuw Amsterdam. Arr. Aug. 5.

	Cases
Chatham & Phoenix Bank	1

PIPE FILLERS AND CLEANERS FROM HOLLAND.

Per S. S. Nieuw Amsterdam. Arr. Aug. 5.

	Cases
Chatham & Phoenix Bank	1

PIPES FROM HOLLAND.

Per S. S. Nieuw Amsterdam. Arr. Aug. 5.

	Cases
A. S. Herrmann	5

TOBACCO FROM HAMBURG.

Per S. S. Mar Caribe. Arr. Aug. 10.

	Barrels
Tropical Tobacco Co.	14

CIGARETTES FROM ANTWERP.

Per S. S. Invincible. Arr. Aug. 4.

	Cases
Aprahamian Keegan & Co.	1

TOBACCO FROM SAMSOUN.

Per S. S. Beatrice. Arr. Aug. 6.

Consignees:

New York:	Bales
American Tobacco Co.	717
P. Lorillard Co.	1,880
Liggett Meyer Tobacco Co.	840
	Cases
Liggett & Meyers Tobacco Co.	2

TOBACCO FROM PATRAS, GREECE.

Per S. S. Burma. Arrived Aug. 4.

Consignees:

New York—	Bales
American Tobacco Co.	332
P. Lorillard Co.	203

TOBACCO FROM BAHIA, BRAZIL.

Per S. S. Newton. Arrived Aug. 7.

Consignees:

New York—	Bales
I. P. Verlest	25

TOBACCO FROM ENGLAND.

Per Mesaba. Arrived Aug. 6.

Consignees:

New York—	Cases
H. D. Lederle	1

BRIAR PIPES.

Per S. S. Virgilia from London. Arrived August 1.

	Cases
Tobias & Co.	2

Per S. S. Michigan from Hamburg. Arrived August 2.

	Cases
Tobias & Co.	2

PIPES FROM LONDON.

Per S. S. Mesaba. Arr. Aug. 6.

	Cases
Tobias & Co.	3
H. B. Lederer	1
B. Weiss	10

PIPES FROM LONDON.

Per S. S. Adriatic. Arr. Aug. 8.

	Case
Meadows Wye & Co.	1

TOBACCO POUCHES FROM LONDON.

Per S. S. Mesaba. Arr. Aug. 6.

	Case
H. B. Lederer	1

CIGARETTE CARDS.

Per S. S. Virgilia from London. Arrived August 1.

	Cases
British-Amer. Tob. Co.	2

CIGARETTE PACKING MACHINE.

Per S. S. Vasconia from Liverpool. Arrived August 2.

	Cases
British-Amer. Tob. Co.	1

CIGARETTE MACHINERY.

Per S. S. Nortonian from Liverpool, Arrived Aug. 10.

	Cases
British-American Tobacco Co.	1

CIGARETTES FROM ENGLAND

Per S. S. Nortonian. Arr. Aug. 10.

	Cases
American Express Co.	1

CIGARETTE TAPES

Per S. S. Kaiserin Aug. Victoria, Arr. Aug. 10.

	Cases
British-American Tobacco Co.	1

CIGARS FROM JAPAN.

Per S. S. Lima Maru. Arr. Aug. 4.

	Cases
Dodwell & Co.	2

MATCHES FROM JAPAN.

Per S. S. Eurana from Kobe. Arr. Aug. 6.

	Cases
A. Field & Co.	50

LICORICE ROOT FROM SPAIN.

Per S. S. Nuria. Arr. Aug. 8.

	Pkgs
J. A. Medina & Co.	563
Brown Bros. & Co.	43

CIGAR LABELS FROM HAMBURGH.

Per S. S. Monticello. Arr. Aug. 6.

	Cases
Knauth, Nachod & Huhne	2

SNUFF FROM ITALY.

Per S. S. Argentine. Arr. Aug. 9.

	Boxes
Cusimano & Co.	20

CIGARETTE PAPER IMPORTS.

For week ending Aug. 7.

Consignees	Steamers	From	Cases
P. J. Schweitzer,	*Jacques Cartier*	Havre	280
P. J. Schweitzer,	*Duc D'Abruzzi*	Genoa	20
Liggett & Myers,	*Jacques Cartier*	Havre	32
American Tobacco Co.,	*Jacques Cartier*	Havre	119
Wilkinson Bros. & Co.,	*La Savoie*	Havre	1
A. S. Herrmann,	*Nieuw Amsterdam*	Rotterdam	5

Per S. S. Canada from Marseilles, Arr. Aug. 10.

P. J. Schweitzer	82

American Tobacco Co. Uses Institutional Campaign

The American Tobacco Co. is now running an institutional advertising campaign in tobacco papers. An interesting advertisement of the series is one telling how the large organization takes care of its salesmen. The advertisement is headed—"The efficiency of a business house depends on its 'morale' and the following is part of its contents:

"Every sales manager has risen from the ranks, and so has a thorough and sympathetic knowledge of the problems of the retail salesman.

"Each salesman receives thorough training in his work, is given every facility for improving his position, and is liberally rewarded for extra efforts.

"We provide for his transportation and traveling expenses. When necessary, we supply him with an automobile and accessories and carry his insurance. We also pay for his bonding.

"But, best of all, we arrange for him to go home every week-end, for we believe in the home as a builder of morale." —*Advertising & Selling.*

Classified Advertisements

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. **IF IT'S LEAF TOBACCO WE HAVE IT.** 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

MANILA CIGARS
MADE BY **WALTER E. OLSEN & CO.**
EXCLUSIVE BRANDS FOR JOBBERS
STOCK FOR IMMEDIATE DELIVERY
CLASS A-B-C — WRITE FOR SAMPLES
HARRY GREEN & CO., Inc.
216 Pine Street -:- SAN FRANCISCO

L. KEHLMANN CO.
229-239 WEST 28TH STREET
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TOBACCO

ESTABLISHED 1886

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Until human nature changes, probably, no market place will be entirely free from dissatisfaction. Yet on tobacco warehouse floors in the South may be found a sales system notably fair and advantageous to all concerned. Both seller and buyer, while amply protected, are afforded every opportunity. Business is transacted rapidly but in a way that assures a square deal for all.

The "Cut-Out" Question

How Will the Growers Decide

LEXINGTON, Ky., Aug. 14.—Delegates elected by farmers of Burley counties at county meetings yesterday will meet in the ballroom of the Phoenix Hotel Wednesday morning at 11 o'clock to cast the vote of the counties they represent for or against the cutout and to consider plans for the organization of an association of Burley tobacco growers.

Each county will have one vote in the growers' convention. The number of delegates is unlimited.

A committee of growers composed of C. M. Dean, Carroll county; Perry B. Gaines, Carroll county; T. B. Hill, Montgomery county; Merritt O'Neal, Mercer county; June Gay, Owen county, and John W. Newman, Woodford county, will meet at the Phoenix Hotel Tuesday night to draft a constitution and by-laws for the proposed association of Burley growers and make plans for its organization. These drafts will be presented to the convention Wednesday for action.

John W. Newman, of Woodford county, former State Commissioner of Agriculture, chairman of the convention, stated last night that there was considerable interest throughout the state in the meeting to be held Wednesday and that the cutout has attracted nation-wide attention. He has received numerous letters from all over the country since the mass meeting here August 4, expressing opinions on the matter. A letter received from a warehouseman in Douglas, Ga., stated that since the tobacco market opened late in July prices had fallen off 60 per cent. The writer closed with the statement that "tobacco is cutting itself out."

A mail and newspaper poll, taken among growers of the state by E. M. Mansfield, secretary of the temporary organization of tobacco planters formed here August 4, resulted in the receipt of 700 ballots from many counties of the state. The count was practically 50-50.

The sentiment of farmers of the Blue Grass, as shown by the mass meetings yesterday, is against the cutout, while the outlying counties at the edge of the Blue Grass favor the action. Farmers in every county, however, are for a reduction in the tobacco acreage.

Jefferson and Switzerland counties, Indiana, and Clermont county, Ohio, represented at the mass meeting of growers here August 4, are for a cutout and will be represented at the meeting here Wednesday. West Virginia tobacco raisers may also send a delegation.

At every county mass meeting yesterday there were speeches favoring organization of the Burley growers' association and it is certain, growers, believe, that a strong body of planters will be the outcome of the agitation for a cutout, instead of an elimination of the crop.

Planters in ten of the leading counties are unequivocally against a cutout: in one sentiment is divided, in two action has been deferred, one favors a limited cutout and six stand for an absolute elimination of the Burley crop in 1921.

Growers of Fayette county, at an informal meeting in the courthouse yesterday afternoon at 3 o'clock, voted to use their efforts against the cutout. The delegates chosen were Thomas J. Denton, Charles Asbury and F. P. Drake. The meeting was held before the regular meeting of the Fayette farmers' union. J. D. Clark acted as chairman. No speeches were made. After a short discussion the matter was put to a vote and it was clearly demonstrated that all those present favored a tobacco crop next year.

Decide to Defer Action in Clark

WINCHESTER, Ky., Aug. 14.—The meeting of Clark county farmers called for this afternoon at 1:30 o'clock to discuss the proposed cutout was called off and the leading growers decided to delay action on the matter until after the meeting in Lexington Wednesday.

Each Grower a Delegate from Montgomery

MT. STERLING, Ky., Aug. 14.—Every tobacco grower in the county was made a delegate to the tobacco convention to be held in Lexington Wednesday by a resolution unanimously passed at a mass meeting of Montgomery planters today. Montgomery's vote will be cast for the cutout.

The circuit court room in which the meeting was held was filled to capacity. Major D. J. Burchett presided and William T. Highland was secretary. Addresses were made by Major Burchett, R. T. Judy, C. C. MacDonald, A. S. Hart and several others. It was predicted by speakers that Montgomery's tobacco crop this year will be the largest in history, but that most of it is of the cheaper grades.

Certainly Adverse in Woodford

VERSAILLES, Ky., Aug. 14.—Woodford county tobacco growers voted against the proposed tobacco cutout today, 100 to 6. Several hundred planters attended the county meeting, which was held in the courthouse here. John W. Newman was made chairman of the meeting and Robert G. Montgomery, secretary. The meeting went on record as favoring the reduction of tobacco acreage in the burley belt next year.

Delegates elected to represent Woodford county at the state meeting in Lexington are: John W. Newman, D. C. Blake, Lee Rawlings, Van Shipp, Sr., R. M. Kinkad.

Inclined to a Cut Out in Fleming

FLEMINGSBURG, Ky., Aug. 14.—By a vote of 41 to 24 at the meeting held this afternbon farmers of Fleming county expressed themselves in favor of a cutout of the 1921 crop of tobacco. They elected James H. Sousley, Lawrence Bradford, George Hurst and Dave Porter as delegates to attend the meeting at Lexington next week.

"Strongly Against" in Henry

NEWCASTLE, Ky., Aug. 14.—The tobacco cutout proposition was voted down by 1,000 Henry county farmers in mass meeting here today by a two-thirds majority, but the growers present went on record as favoring a curtailment. Among the many local men who addressed the meeting were Hon. Kirty Bourne and Wert Turner, of Newcastle, and Grover Robertson, of Franklinton. Mr. Robertson spoke at the mass meeting in Lexington August 4.

Messrs. Bourne and Turner were chosen to represent Henry county at the convention in Lexington next Wednesday.

Practically All Opposed in Anderson

LAWRENCEBURG, Ky., Aug. 14.—Tobacco growers of Anderson county at a called meeting here this afternoon almost to a man expressed themselves against the proposed cutout for 1921 and declined to send delegates to the district meeting to be held at Lexington next Wednesday.

"Will Act if Necessary" in Mason

MAYSVILLE, Ky., Aug. 14.—Three hundred Mason county tobacco growers attended a mass meeting at the court house here this afternoon to consider the matter of cutting out the 1921 crop. John R. Downing, Stalley F. Reed and Mike Flarity were elected delegates to attend the state meeting at Lexington Wednsday. The growers voted to cut out the 1921 crop if necessary to increase prices.

"A Ten Acre Plan" in Franklin

FRANKFORT, Ky., Aug. 14.—Representatives of Franklin county tobacco growers who will attend the meeting in Lexington Wednesday were instructed today to vote against an absolute cutout. A resolution was adopted providing that no land owner grow more than ten acres of tobacco. The resolution provides for a maximum of five acres for the first 100 in the farm and two and one-half for each additional 100 up to 300.

Adopted Unanimously in Bath

OWINGSVILLE, Ky., Aug. 14.—At a meeting of the tobacco growers of Bath county, held in the courthouse here today, a motion in favor of the proposed tobacco cutout was unanimously adopted and delegates to represent the county at the meeting in Lexington next Wednesday were elected. The meeting was largely attended, both the land owners and tenants being present. Edward Hewitt acted as chairman of the meeting and Dr. A. W. Walden as secretary. Both of these men are large land owners and extensive growers of tobacco.

Cut Out Favored in Carroll

CARROLLTON, Ky., Aug. 14.—Five hundred Carroll county planters in session here today voted unanimously for the organization plan presented at the tobacco growers' meeting in Lexington August 4. The vote was very close on the cutout and curtailment plan, the pro-cutouts winning. Delegates to the meeting at Lexington next Wednesday were L. O. Harris, Jesse Fathergill, J. E. Ashby, R. H. Froman, Arthur Carrico, Yancey Ford, T. C. Collins, R. H. Tolles and Sam Thomas.

The Prevailing Opinion in Bourbon

PARIS, Ky., Aug. 14.—No meeting of tobacco growers materialized here today. The consensus of opinion among Bourbon farmers is that there is no necessity for such cutout move at this time.

Majority for Cut Out in Nicholas

CARLISLE, Ky., Aug. 14.—Farmers of Nicholas county assembled at the courthouse this afternoon to discuss the proposed 1921 tobacco cutout. The meeting was well attended. Herdy Myers presided and James Tilton was secretary. By a vote of 95 to 55 the farmers voted for a cutout of the crop and instructed the citizens selected to represent the county at the meeting to be held at Lexington on next Wednesday to vote accordingly.

(*Continued on page 20.*)

Tampa Mourns the Death of Peregrino Rey

One of the Founders of the Great House of Cuesta-Rey Passes Away in a Hospital in Baltimore—He Had Been in Poor Health for Two Years—A Successful Man Who Was Much Respected.

Peregrino Rey, of Cuesta-Rey & Co., of Tampa, a "truly Spanish" house long famous for the manufacture of clear Havana cigars, died in a Baltimore hospital, Wednesday night, a week ago.

Mr. Rey had been in bad health since September, 1918, but was not confined to his home until November, 1919. He was in hospitals since December 11, 1919. About the last of June, however, he showed such marked improvement that he was thought to be out of all danger. He left for North Carolina July 7, but shortly after arriving there became worse and was removed to a hospital in Baltimore on July 27.

He was born in Saime, Spain, fifty-seven years ago, and at the age of thirteen went to Cuba, where he learned the business he followed through life. In 1879 he came to the United States, locating in Atlanta as an associate of A. L. Cuesta from 1884 to 1893. Their friendship developed the house of Cuesta-Rey & Co., and in 1893 when the business was moved from Atlanta to Tampa Mr. Rey became a citizen of Florida. He was mayor of West Tampa and had been chairman of the council there for sixteen years. He was a member of the Elks and of the Centro Espanol, through which he rendered much help to his fellow countrymen.

An excellent judge of tobacco, an expert in cigar manufacturing, a man who attended most carefully to his business, he achieved success by ability and diligence rather than by any attempt to put himself forward. He was a worker, not a talker. He was unaffectedly modest. He was kind, generous and just. And he did much in helping to upbuild Tampa and West Tampa.

He obtained the recognition that is associated with meritorious service. Not only in his adopted country but also in the land of his birth he obtained honor. For, in appreciation of benevolent services, the King of Spain awarded to Peregrino Rey the coveted decoration of Isabella Catolica.

He leaves a widow, three sons—Y. D., Perry and Charles, and two daughters, Mrs. Ramon Fernandez and Mrs. Benj. Campillo. With the exception of Mrs. Campillo, who is at present in Spain, his entire family was at the bedside of Mr. Rey when he died.

McKay Upholds the Open Shop

That a test with the American masses on one side and opponents of the open shop in labor on the other side, is coming, was predicted by former Mayor D. B. McKay in an address delivered to the Business and Professional Women's Club at Tampa last Thursday. The luncheon gathering was held in the council room. Mr. McKay addressed the women on the question of an "open shop" in industrial circles, and especially as they touch the life of Tampa and the cigar industry. Reviewing a partial history of the cigar strike and the closed shop demand he was emphatic in his denunciation of any labor or industrial program that refuses to give every American citizen his God-given rights, one of which he termed as the right to work for whom you want to, and the privilege to hire and fire at the employer's discretion.

He declared the closed shop principle is un-American, and advocated the "open shop" as the American way. Lamentation was expressed over the action of labor organizations in permitting radicals, many of whom are foreign born and foreign inclined, to lead the membership of the organizations.

"I believe labor organizations are splendid educational institutions when founded on American ideals and principles," which he declared are founded on justice and honesty, said the speaker.

In referring to the cigar strike he said it was called without the consent of the masses in the ranks. "The masses in our labor organizations have never really had an opportunity to express themselves, I am reliably informed," continued the speaker.

Having outlined some of the ills in labor ranks as they affect Tampa he predicted that much of the future work in the factories will be done by women because it is peculiarly adapted to their nature—for instance, the distinguishing of color in the assortment of tobacco.

In closing the speaker read extracts from the action of business men in Miami, Louisville, Ky., and Atlanta, in which the people are taking a definite stand against the closed shop plan. He declared the movement is nation wide and that it has been brought about by a keen desire for justice and liberty on the part of the people. . . .

Three new members were introduced to the club, Mrs. L. M. Hatton, Sr., Miss Mabel Snavely and Mrs. Ann Baughman. Miss Elizabeth Barnard, secretary to Postmaster E. D. Lambright, addressed her fellow members on what the women of the country are doing. Mrs. Flossie Taylor acted as program chairman.

A specially prepared lunch of salad, deviled eggs, sandwiches, tea and ice cream was served.

Tampa Revenue Statistics

Customs and Internal Revenue collections, and figures showing the number of cigars made in Tampa, from first of January to end of July, are as follows:

Customs Collections

Month.	1919.	1920.
January	$61,673.49	$186,926.50
February	138,947.90	164,708.41
March	152,345.31	156,412.11
1st quarter...	$352,966.70	$508,047.02
April	$112,206.19	$103,837.39
May	72,009.78	23,576.73
June	209,105.52	19,711.07
2d quarter....	$393,321.49	$147,125.19
1st 6 mos.....	845,000.19	655,172.21
July	$162,951.59	$56,854.36

Internal Revenue

Month.	1919.	1920.
January	$169,321.76	$338,305.62
February	163,053.56	315,781.70
March	272,451.46	408,360.36
1st quarter...	$604,826.78	$1,062,447.68
April	$164,099.44	$224,188.83
May	60,005.99	86,168.86
June	296,889.36	48,599.86
2d quarter....	$520,994.79	$358,957.55
1st 6 mos.....	1,440,599.36	1,421,405.23
July	$328,346.80	$53,876.50

Cigars Manufactured

Month.	1919.	1920.
January	30,791,758	37,964,596
February	25,192,180	35,007,300
March	33,674,930	45,085,370
1st quarter.....	89,658,868	118,057,266
April	30,897,036	26,289,575
May	35,937,762	10,812,760
June	36,642,311	5,792,310
2d quarter.....	103,477,109	42,894,645
1st 6 mos.....	193,135,977	160,951,911
July	40,554,245	7,123,480

Tobacco Aided the Missionary

LONDON, Eng., Aug. 14.—The Rev. Dr. H. Arnold Thomas, alluding to the genial atmosphere of tobacco smoke during a luncheon, remarked that Dr. Moffatt, the missionary, when he found it difficult to get natives to listen to his sermons, provided them with packets of tobacco. He found the plan every efficacious. Dr. Thomas remarked he had not yet tried it in his church, but might be driven to some expedient of the kind.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, AUGUST 19, 1920

DOWNS AND UPS OF TOBACCO

"Tobacco prices have been subject to great fluctuation, even as have those of about all other commodities of commerce. But not all commodities have been so limited in use throughout the world as was tobacco until in the last three centuries. In the matter of meat, we may at least imagine what might have been the price of pterodactyl steak; and if we wanted to, we could find what the value of mutton was in the days of the Pharaohs and trace it down to date," says the *Rochester Democrat*. "But for tobacco we can go no further back than the time of the first plantations around Jamestown, in Virginia, some three hundred years ago. At that time the tobacco sent to England was worth 54¾ cents a pound. By 1664 it had dropped to 3.09 cents. About the lowest price recorded for the Virginia and Maryland crop was 1.52 cents a pound in 1730. From 2½ to about 4½ cents was the range during revolutionary times. About the highest prices in the days before the Civil War was 10 cents a pound paid for the crop of 1853. In 1863 the average price reported was 14.8 cents. The lowest prices of recent years were paid from 1895 to 1904, ranging around 7 cents, the figure for 1896 being 6 cents. Then began the upward trend, 10.1 cents for 1905-1914, 14.7 in 1916, 24 in 1917, 28 in 1918, and 39 cents in 1919.

"SINCE THE ARMISTICE"

"Those who advocate loans to support on exports in the present emergency do not imply a continuing and indefinite balancing of our trade out of the proceeds of securities. Our people have until now conceived foreign trade wholly in terms of merchandise exports, but no country could indefinitely go on adding to its holdings of foreign securities and maintain an export balance," says the Mechanics' & Metals National Bank of New York.

"Our present abnormal export balance will fall off gradually in any case, and ultimately an actual import balance in our trade relations is a strong possibility. Europe's urgent needs, the result of years of war, must eventually decline, not only as they are filled by goods from us, but as idle people return to production. As industry gets on its feet again, Europe will be in much less imperative need of merchandise from the United States, and will be able to increase its exports to the rest of the world.

"Moreover, when interest payments begin government loans to allied governments, amounting, with sinking fund, to more than $500,000,000 a year, these alone will be a compelling force in enlarging Europe's export trade and swinging the trade balance against us. The situation is exactly reversed from that prior to the war, when it was necessary for us to have an export trade balance of approximately $500,000,000 a year in order to pay the charges accruing against us abroad. It is in the interest of both sides that the debtor countries of Europe shall ultimately have a favorable trade balance, for that is the only condition under which they can meet their obligations.

"We shall gain trade permanently as other nations gain in purchasing power, and not by supplanting rivals. It is idle to talk about absorbing all the trade of the industrial and maritime countries of Europe which for decades and generations built up their industries with 'export' their by-word. Necessity is the mother of progress, and we must remember that Europe's present necessity is a sharp spur to commerial activity.

"Since the armistice, nearly two years ago, efforts have been made abroad to devise means to re-establish normal industrial and trade conditions, but the task has proved a gigantic one, and at times disheartening. Some of the countries of Europe have made progress. Others have improved slowly, and today there is a persistent call upon the United States to render them help. The disaster which fell upon Europe could not pass away in a day. The people of Europe have turned to America for aid in helping them to help themselves. They are asking that America extend them credit so that they may buy goods and the raw materials to restore themselves to vigor and peace. They are asking that America maintain the great promise with which she entered the war."

AN AMERICAN TOBACCO INVASION

Since the fight between the American Tobacco Company and the British tobacco manufacturers was brought to an amicable and satisfactory arrangement, and the Imperial Tobacco Co. (of Great Britain and Ireland), Ltd., was constituted, there has been very little of the suicidal price-cutting competition in the manufacturing branch of the trade; manufacturers, generally speaking, have sought to conduct their businesses on the live-and-let-live principle, and quality rather than underselling and other adventitious aids has been the basis upon which their trade has been built up. Recently, however, rumors have been very prevalent that some of the powerful financial corporations in the United States of America have designs upon the tobacco trade of the United Kingdom, and inquiries which we have made and information which reaches us from various sources, lend support to the view that there is considerable foundation for these rumors.

The recent conclusion of a working agreement between one of the large multiple-shop firms in the drug trade (Boots, Ltd.) and a powerful American drug company, will, we believe, ultimately prove to be the first move in a scheme of amalgamation which will have a far-reaching influence upon the tobacco trade. Some of the leaders in the Tobacco Products Corporation (of Great Britain and Ireland), Ltd., 11, Old Bond-street, London, W., who on July 1 took over the business of Henry Scholey, Ltd., 8, Regent-street, London, S.W., are, we understand, closely related to principals of the American drug company referred to, and there is reason to anticipate that when plans which are under consideration are matured, Boots, Ltd., will add tobacco counters to their establishments. Competent observers believe that the Tobacco Products Co. will have a direct interest in that side of Boots' business, and that this is the beginning of the "American invasion," because undoubtedly American tobaccos and cigarettes will be introduced into Boots' stores, and probably for a time at "cut" prices. Moreover, it is not unlikely that the invaders will advance either by taking shops where they can or by seeking to purchase existing retail tobacco businesses, or both. The American concern, which has a large number of factories in the United States and in Canada, has recently built a factory in London, and has installed an up-to-date plant.

It is well to remember that the Tobacco Products Corporation is an American company of enormous dimensions, and the addition of the words "Of Great Britain and Ireland, Ltd.," clearly indicate an extension of the American company to Great Britain. Henry Scholey, Ltd., was a subsidiary company of the Tobacco Products Corporation, Ltd., and has evidently been transferred to the British company, making it very clear that the Tobacco Products Corporation (of Great Britain and Ireland), Ltd., is an offshoot of the American Tobacco Products Corporation, and is therefore the base from which the attack will be made on the retail trade of Great Britain. If our conclusions are well founded—as we believe they are—the retail trade of this country has to face a serious menace. It may be asked what line the attack will take. The competition may be begun by putting in American proprietary goods at a cut price. Fortunately the invaders will not be able to sell the Imperial Company's goods below the Imperial schedule, and this is one of the main safeguards for the retailer. But the need for a very strong organization among retail tobacconists is likely to become more pressing in the near future, and while we have no doubt that the National Union of Retail Tobacconists and its capable chairman (Mr. John Pearson) are fully alive to the position, they will not be able to safeguard the retailers' interests unless they have much greater support from the trade than they now enjoy. Safety lies in combination and united action. —*Tobacco Trade Review*, London.

TOBACCO A PROFITABLE CROP

That tobacco is an excellent and profitable money crop is being proved by hundreds of instances in Lowndes County and other South Georgia counties this season. Last spring a man rented four acres of land from Tillman Lane, paying $85 rent, which was considered a good price. He has already sold $1,700 worth of tobacco from these four acres and has not disposed of his entire crop yet. That Lowndes County land produces an unusual quality of tobacco is shown by the excellent prices the weed is bringing, topping tobacco in price that is grown in all other sections. Plans are being made to plant a vast acreage next season, although the individual planters will follow the usual advice and plant only a few acres on each farm. It is recommended that small acreages be grown by the individuals, as it is better to have a few acres of good tobacco than many acres of sorry weed.—*Valdosta (Ga.) Times.*

THE SMOKELESS PAST

If Eve had lit a cigarette,
She would have scorned the apple,
That still remains a prime regret
In every church and chapel.

Had Alexander owned a pipe,
Would he have wept, demented,
For other worlds of conquest ripe?—
He would have puffed, contented.

If good cigars had fumed and glowed
In Rome, Horatius Flaccus
Would certainly have penned an ode
To praise the god To-Bacchus.

Bethink you, blithe Tobacconist,
My fragrant brier stoking,
How much the mighty ancients missed
Who never dreamed of smoking!

—*Life.*

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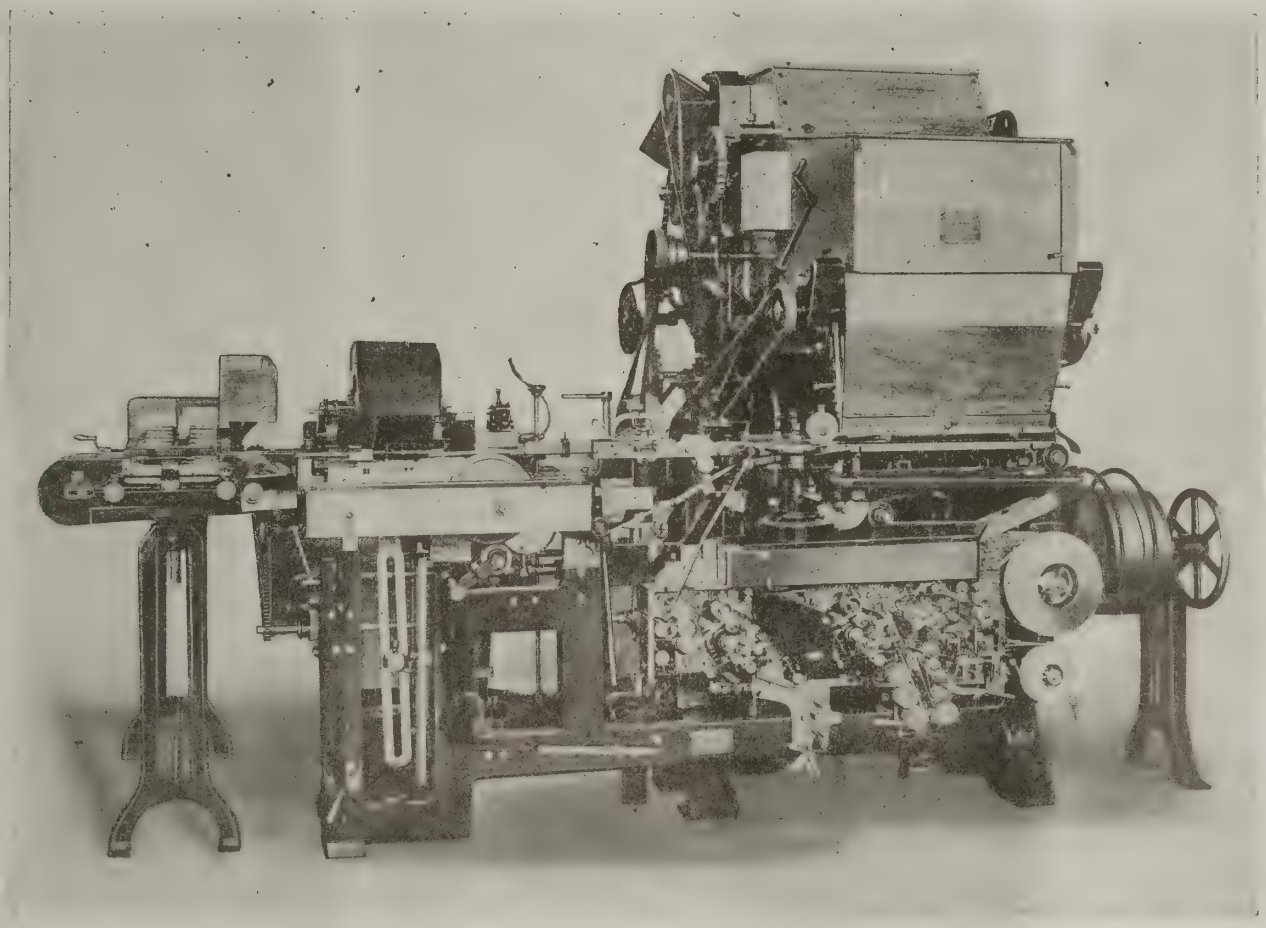

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Statistics of Philippine Tobacco Exports

Figures That Attest the Importance of the Manila Cigar Industry—United States and China the Largest Buyers of Smokes from the Archipelago—Spain and France Were Big Purchasers of Leaf—Comparisons With Previous Years—Featuring Goods of a Higher Class.

From the Philippines, the total value of exports of tobacco products in 1919, as tabulated in a report just made by the Insular Bureau, was 31,390,084 pesos, as compared with 27,169,826 pesos for the preceding year, or an increase of 15.5 per cent. These articles consisted of cigars, cigarettes, leaf tobacco, smoking tobacco, etc. The number of cigars exported was 392,339,462, valued at 18,157,707 pesos, as compared with 360,144,827, valued at 14,252,637 pesos, exported during 1918. The cigars so exported were distributed among foreign countries as follows, with the United States leading:

	Number.	Value
United States	263,942,555	P13,828,639
China	33,274,290	1,331,353
France	19,761,450	271,523
British East Indies	15,223,286	534,667
Spain	10,215,095	86,792
Australasia	9,331,409	401,443
Hongkong	9,031,935	317,602
Hawaii	6,572,940	453,785
Dutch East Indies	5,662,370	162,350
United Kingdom	4,642,510	124,419
Japan	3,898,330	151,134
Belgium	2,818,645	125,228
French East Indies	1,559,105	90,211
Gibraltar	1,310,000	25,989
Russia	1,210,450	84,021
Japanese China	862,632	54,389
Siam	622,260	26,872
Netherlands	550,000	18,156
Egypt	526,500	23,592
Korea	348,250	14,439
British Africa	238,150	7,094
Canary Islands	182,500	2,548
Guam	178,700	7,280
Port'g'se E. Indies	169,200	4,118
Argentina	100,000	1,810
Switzerland	78,500	6,200
Dutch Guiana	10,000	300
Fiji Islands	7,900	530
Norway	5,600	800
Italy	2,400	250
Aden	2,100	153
Asiatic Turkey	400	20
Total	392,339,462	18,157,707

Of the leaf tobacco exported Spain got the largest share, same being 11,198,892 kilos, valued at 6,954,123 pesos, as compared with 17,008,801 kilos, valued at 6,713,083 pesos, for 1918. France was second to Spain in the importation of leaf tobacco from the Islands, with the French East Indies in the third place, the consumption of these countries being 4,073,970 kilos, valued at 1,974,631 pesos, and 3,491,006 kilos, valued at 1,329,154 pesos, respectively. The respective consumption of leaf tobacco by these countries in 1918 was 4,261,631 kilos, valued at 1,883,055 pesos, and 839,818 kilos, valued at 314,580 pesos. Small quantities have likewise been exported to other countries.

The following tables show the quantities and values of tobacco products exported to all countries and to the United States each year from 1899 to 1919:

Total tobacco exported.

Year ended December 31—	To all countries. Quantity.	Value. Pesos.	Average value per 1,000 Pesos.	Per cent of total exports.	To the United States. Quantity.	Value, Pesos.	Per cent of total value of tobacco.
1899	.....	3,862,506	.....	13	.....	6,810	.17
1900	.....	4,522,464	.....	10	.....	11,338	.25
1901	.....	5,263,882	.....	11	.....	984	.02
1902	.....	3,925,248	.....	7	.....	52,544	1.33
1903	.....	3,893,750	.....	6	.....	5,386	.14
1904	.....	4,037,500	.....	7	.....	2,146	.05
1905	.....	4,563,406	.....	7	.....	28,438	.62
1906	.....	5,686,008	.....	9	.....	74,458	1.30
1907	.....	5,454,858	.....	8	.....	49,050	.90
1908	.....	5,652,084	.....	9	.....	37,496	.66
1909	.....	6,649,068	.....	10	.....	1,484,054	22.32
1910	.....	8,817,962	.....	11	.....	3,157,122	35.80
1911	.....	7,636,162	.....	9	.....	1,840,638	24.10
1912	.....	10,726,764	.....	9	.....	3,990,990	37.20
1913	.....	9,933,936	.....	10	.....	3,317,510	33.40
1914	.....	8,355,064	.....	9	.....	2,424,018	29.01
1915	.....	7,409,868	.....	7	.....	2,339,799	31.57
1916	.....	11,652,349	.....	8	.....	4,456,620	38.24
1917	.....	14,301,081	.....	7	.....	10,544,945	73.75
1918	.....	27,169,826	.....	10	.....	14,667,875	54.00
1919	.....	31,390,084	.....	14	.....	14,021,093	44.67

Leaf and other unmanufactured tobacco.

Years ended December 31—	To all countries. Quantity. Kilos	Value. Pesos.	Average value per 1,000 kilos Pesos.	Per cent of total exports.	To the United States. Quantity. Kilos.	Value. Pesos.	Per cent of total value of unmanufactured tobacco.
1899	6,371,816	1,553,682	243.83	.....	.....	.....	.....
1900	9,989,946	2,067,800	207.00	.....	50	14	.....
1901	7,887,088	1,496,970	189.80	.....	.....	.....	.....
1902	9,159,014	1,910,332	208.57	.....	106,763	83,076	4.34
1903	8,729,464	1,908,518	218.62	.....	4,158	1,580	.08
1904	8,453,518	1,979,038	234.10	.....	.....	.....	.....
1905	8,994,151	2,734,824	304.06	.....	.....	.....	.....
1906	12,101,996	3,534,730	292.07	.....	48,943	12,286	.33
1907	10,697,909	3,154,148	294.83	.....	.....	.....	.....
1908	11,304,695	3,417,512	302.30	.....	.....	.....	.....
1909	9,512,953	3,072,688	323.00	.....	5,520	3,338	.11
1910	9,943,778	3,186,684	320.47	.....	3,372	3,014	.09
1911	12,452,159	3,733,770	297.69	.....	2,545	1,488	.04
1912	14,036,408	4,364,466	310.93	.....	40,205	25,034	.58
1913	12,966,046	3,763,338	290.24	.....	4,485	4,518	.12
1914	13,395,903	3,609,174	269.42	.....	23,650	10,302	.28
1915	11,186,898	3,144,520	281.09	.....	41,017	20,671	.65
1916	17,987,327	5,768,357	320.69	.....	626,199	324,021	5.61
1917	6,864,873	4,530,266	659.92	.....	3,083,524	2,763,309	51.00
1918	25,721,393	12,633,707	491.18	.....	2,957,264	3,260,217	25.80
1919	22,028,492	12,812,087	581.62	.....	205,933	174,470	1.36

Cigars.

Years ended December 31—	To all countries. Quantity. Thousands.	Value. Pesos.	Average value per 1,000 cigars. Pesos.	Per cent of total exports	To the United States. Quantity. Thousands.	Value. Pesos.	Per cent of total value of cigars.
1899	196,090	1,891,398	9.65	.....	708	6,810	.36
1900	172,659	2,316,834	13.42	.....	1,376	11,324	.48
1901	238,475	3,664,898	15.37	.....	72	1,816	.05
1902	117,852	1,977,036	16.78	.....	698	22,012	1.11
1903	118,947	1,922,710	16.16	.....	107	3,800	.19
1904	104,753	2,011,790	19.21	.....	57	2,092	.10
1905	95,739	1,785,122	18,65	.....	728	28,228	1.58
1906	108,635	2,008,014	18.48	.....	1,690	59,340	2.95
1907	114,665	2,126,764	18.55	.....	1,526	48,400	2.28
1908	115,881	2,118,656	18.28	.....	1,182	36,752	1.73
1909	151,457	3,509,058	23.17	.....	37,076	1,474,792	42.03
1910	184,407	5.519,322	29.93	.....	61,526	3,121,598	56.56
1911	134,830	3,803,726	28.21	.....	38,112	1,804,756	47.44
1912	190,842	6,184,128	32.40	.....	90,000	3,916,642	63.33
1913	191,762	6,024,468	31.42	.....	71,513	3,285,776	54.54
1914	154,753	4,630,318	29.92	.....	56,205	2,400,252	51.84
1915	134,648	4,114,605	30.56	.....	61,170	2,302,444	55.96
1916	193,026	5,688,751	29.47	.....	111,478	4,066,242	71.47
1917	284,525	9,588,192	33.69	.....	202,199	7,725,966	80.57
1918	360,145	14,252,637	39.57	.....	348,748	11,365,675	79.74
1919	392,339	18,157,707	46.28	.....	263,943	13,828,639	76.16

Cigarettes.

Years ended December 31—	To all countries. Quantity. Thousands.	Value. Pesos.	Average value per 1,000 cigarettes. Pesos.	Per cent of total exports.	To the United States. Quantity. Thousands.	Value. Pesos.	Per cent of total value of cigarettes.
1899		2,006	.....	.....	.....	.....	.....
1900		11,904	.....	.....	.....	.....	.....
1901	Quantity	25,124	.....	.....	.....	152	.60
1902	not	18,752	.....	.....	.....	.....	.....
1903	available	44,388	.....	.....	.....	6	.01
1904		29,462	.....	.....	.....	54	.14
1905		28,500	.....	.....	.....	200	.70
1906	81,205	119,636	1.47	.....	45	108	.09
1907	111,855	145,634	1.30	.....	231	650	.44
1908	75,207	92,108	1.22	.....	275	744	.80
1909	23,337	42,058	1.80	.....	2,173	5,924	14.08
1910	35,629	81,280	2.00	.....	8,823	31,796	39.12
1911	30,170	62,672	2.07	.....	5,547	21,564	34.40
1912	49,310	109,820	2.22	.....	10,968	47,928	40.36
1913	47,883	95,830	2.00	.....	6,748	27,156	29.27
1914	44,121	77,446	1.75	.....	3,055	10,202	13.17
1915	44,550	84,990	1.91	.....	3,707	16,684	4.36
1916	47,063	99,483	2.11	.....	2,994	11,622	11.66
1917	53,978	113,014	2.09	.....	2,505	10,125	8.95
1918	114,528	231,941	2.03	.....	6,405	15,715	6.77
1919	155,307	391,729	2.52	.....	3,978	17,984	4.60

THE DOLLAR IN FOREIGN EXCHANGE

The foreign exchanges fluctuated within narrow boundaries during the last week, and in their irregularity probably reflected the uncertainty associated with the Russo-Polish situation. Sterling, francs and lire showed net losses for the week.

A survey of foreign fields by the Guaranty Trust Company revealed an over saturation with American goods and indicated a wave of economy in other countries, as well as at home. In explaining how the foreign exchange fluctuations contributed to the situation, the company says: "The decline in exchange has operated automatically to increase the cost of imports in these countries, and this line has stimulated efforts to economize. It is reported that many imports, ordinarily considered cheap, have risen almost to the luxury class because of the exchange premium.

The pressure of wheat and cotton bills on the market continued during the last week, and contributed to the slight declines registered.

If you calculated the cost of the dollar in terms of foreign money at current exchange values—that is, if you were buying a dollar with pounds, marks or francs, its value at the close of last week, as compared with a year ago, follows:

	Saturday	Year ago
In English money	$1.27	$1,12
In French money	2.56	1.30
In Dutch money	1.20	1.03
In Swiss money	1.13	1.08
In Italian money	3.74	1.45
In Swedish money	1.25	1.03

(*Continued on page* 30.)

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Chasing Sumatra Wrappers the Rage in Amsterdam

Buying "Sand Leaf" Was a Battle Royal—Purchasers of the Precious Weed Pursued by Contestants Who Sought to Secure the Spoils—There Was No "Happy Possession"—And the Prices!—Scarcity Important Factor—"Another 'County' to Be Heard From"—Surprising Development of Dutch Cigar Industry—Fastidious Refuse Dark Brown Cigars.

AMSTERDAM, August 1.—Sumatra "sand leaf" is all the rage. Our recent subscription sales proved this to the satisfaction of everybody. The sales were spelling bees confined to "America" and "Sumatra." America bought and Sumatra was sold. If you call the American chase after the "sand leaf" buying you are putting it very mildly. In fact, it was a battle royal. No sooner had one of the Yanks bought a lot of the precious weed when he was already surrounded by an army of contestants eager to secure the spoils, by fair means if possible, but to secure by all means. There was no "happy possession," as the ancients called it. They pestered happiness and the very life out of possessors. And the prices!

Of course, even the conservative tobacco man knows that the wrapper is the flag under which the cigar is sailing. The wrapper is the criterion, as far as the bulk of consumers is concerned. If the wrapper is of that pure pale color which appeals to the appetite of the smoker, that is the kind of cigar he wants to buy. The wrapper is what the style, fashion, is in the line of clothing. The pale Sumatra is now at the height of fashion. No wonder there was excitement among the American fraternity whenever a lot of Sumatra was put on the block.

Another factor that tended to accentuate the chase was the scarcity. Tell a baby he cannot have a certain toy, and he wants it ever so much more. Smoking babies are crazy for Sumatra pales because these wise old Dutchmen in Sumatra restricted their crops in anticipation of American dollars. Even in the Far East the slogan seems to be all the go: Produce less and get more for it!

Well, everybody seems to share in the prosperity and so everybody seems to be satisfied. This includes the planters, the shippers, the brokers and the merchants. As to the ultimate smokers who will have to foot the higher bills—well, that is another county yet to be heard from.

Foreign buyers of tobacco are surprised to notice the development of the Dutch cigar industry. An American observer remarked:

"Before the war Dutch cigars were clumsy, coarse, and untidy. Today the Dutch cigar appears dressed up in the height of fashion. One who gets here for the first time after the beginning of the war, is surprised indeed. The war has worked marvels, as far as the Dutch cigar industry is concerned. The cause of this change, perhaps, was the increased spending ability of the common citizen. Laborers who earned higher wages acquired higher tastes. They were not satisfied with buying a smoke, they wanted, in addition, style, neatness of shape and that pale Sumatra color. Average prosperity has increased the rage for Sumatra wrappers. And war prosperity is not confined to Holland. Consequently there is a universal craze for the pale Sumatra."

You must give credit to Dutch cigar manufacturers, they certainly improved their product immensely. They have trained a corps of cigar makers who may be matched against any other nationality. Dutch cigar makers have learned the truth of the saying:

Most smokers chose cigars that appeal chiefly to the eye.

The era of the brown and dark cigar is a thing of the past, it seems. Dutch manufacturers who have this sort of stock on hand are trying to sell it to some foreign country where the sun of the Pale Sumatra has not yet risen. The fastidious Dutch refuse to buy the dark brown cigar, no matter how good the filler may be.

Packers, too, are using more care in their work. Dutch consumers prefer to buy cigars out of a box that looks neat and inviting as a whole. Manufacturers were compelled to cater to the public's taste and, as they were making good money, they could afford to do so.

As long as Sumatra wrappers are a Dutch monopoly, the people of Holland do not object to the present craze. They even have a few kind words for the Americans who raised Sumatra in Florida, using the seed bought in Sumatra. Since the Dutch planters refused to sell any more seed to Americans, Americans are bound to return and stick to their old love, the Dutch market. To show their appreciation the Dutch themselves are now smoking the pale wrappers.

Exports First Three Months of 1920

The tobacco exports from the Sumatra East Coast during the first three months of present year, amounted to 33,025,401 pounds.

Of the 33,025,401 pounds of tobacco shipped during the first three months, fully 30,000,000 pounds went to the Netherlands direct, which indicates that practically the entire Sumatra leaf tobacco crop will be sold in Amsterdam as in pre-war days. During this period Manila took 111,102 pounds.

Patents Recently Issued

The following patents recently were issued from the United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trademark attorney, Continental Trust Building, Washington, D. C., at the rate of 20c. each. State number of patent and name of inventor when ordering.

1,347,530. Packaging of tobacco products. John E. Williamson, Yonkers, and Harry F. Popkin and Alfred G. Vale, New York, N. Y., assignors to American Tobacco Co.

1,347,816. Means for facilitating the withdrawal of cigarettes or the like from their cases. Alexander McKellar, Greenock, Scotland.

1,348,057. Cutting attachment for cigarette-machines. Frederick C. Schofield, Salem, Va., assignor to Comas Cugatte Machine Co., same place.

1,348,497. Tobacco-leaf stretching and sizing machine. Benjamin J. Kahn, Elizabeth, N. J.

1,349,147. Cigar. Elbert L. Couch, Farmington, and George H. Conners, Hartford, Conn.

1,349,248. Cigar-piercer. Piotr Zera, Schenectady, N. Y.

1,349,376. Tobacco-pipe. Harry J. Hays, Alexandria, Va.

1,349,293. Smoking-pipe. Richard E. Perkins, Joplin, Mo., assignor to A. H. Lanyon, Pittsburgh, Kans., trustee for The Dealers Mfg. Co.

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Taxes Illegally Collected on Sales of Tobacco

Appointed by Governor Dorsey "Special Investigators" Compelled Merchants in Georgia to Pay $60,000—Beginning in 1918 Officials Were So Busy That They Overlooked the Little Fact That the Legislature Had Repealed the "Cigarette Tobacco Tax Law in 1918"—Hustling for 20 Per Cent Commissions—Dealers Who Paid the Tax Under Protest Are Not Satisfied to Accept an 80 Per Cent Refund—More Than an Explanation Is Demanded.

Declaring that they have been forced to pay an illegal tax and, when a refund has been made after protest, they have received only a portion of the amount they paid, merchants in various sections in Georgia are making vigorous representations to Governor Dorsey and other State officials.

It has developed that six special tax investigators appointed last year by Governor Dorsey collected about $60,000 in occupational taxes from merchants selling cigarette tobacco; that this tax was found to be illegal, having been repealed by act of the general assembly in 1918; that the special tax investigators were paid a commission of 20 per cent on all collections; that in making refunds to merchants who had paid the illegal tax, the amount of the commission was deducted except in such instances as the special tax investigators were willing to refund their commissions.

From 1909 to 1918 there was an occupational tax of $25 on all merchants selling cigarette tobacco, but in 1918 the general tax act was amended so as to eliminate this tax. In 1919 Governor Dorsey appointed six special tax investigators to go out into the State and collect past due occupational taxes, and also to collect the cigarette tobacco tax from merchants who, it was thought, were evading the law or who were delinquent in meeting its requirements.

The appointees were Marshall Nelms, for a long time Governor Dorsey's executive secretary; R. E. Church, A. S. Allen and W. E. Christy, of Atlanta; J. F. Roberts, of Greensboro, and C. C. Buchanan, Jr., of Waycross.

"The investigators were diligent in the performance of their duty," says the Atlanta *Journal*. They collected upward of $110,000 in all, of which about $60,000 was paid by merchants as taxes on cigarette tobacco. Likewise, the investigators deducted their commissions as each collection was made, turning over the balance to the State treasury.

Many merchants paid the tax under protest and finally a question was raised as to its legality and upon examination of the law, it was found that as a matter of fct, no tax was imposed upon the sale of cigarette tobacco if the merchant neither sold nor gave away cigarette papers. It then was decided to make a refund to merchants who would furnish affidavits declaring that they neither sold nor gave away cigarette papers, but did sell cigarette tobacco.

The position was taken, however, that since the State had not received into the treasury the amount paid to the special tax investigators in commissions, the State could not refund the full amount of cigarette tobacco taxes paid by the merchants. Some of the investigators agreed to refund the amount of their commissions. Others have thus far refused to do so.

Thus in cases where the investigators refuse to refund their commissions, the merchants receiving a refund of their taxes actually get 80 per cent of what they paid in taxes illegally collected.

The sum of $8,014.22 has actually been refunded to merchants making the proper affidavits, while the balance of the $60,000 total remains either in the State treasury or in the hands of the special investigators who have refused to refund their commissions.

"American Sumatras" Strong Position

"The American Sumatra Tobacco Co. has no problem of shrinking inventories or dwindling demand to contend against," says the *Boston News Bureau*. In fact, the company has no trouble. Last year's entire crop has been sold, and so efficiently has the credit department functioned that $500 represents the total amount of bad debts on the year's gross business.

The scope of American Sumatra's operations has greatly broadened from the original conception. The company now deals in Wisconsin tobaccos, Ohio, Pennsylvania, Connecticut, Florida, Georgia, Cuba, Porto Rico as well as real Sumatra. President Lichtenstein on his recent trip to Europe bought a large quantity of Sumatra tobacco, all of which has since been sold.

The company's Florida crop is practically all harvested. The Connecticut crop is nearly finished and a large part of the expense has been met. Without including the value of these crops, however, the company has between $9,000,000 and $10,000,000 of net quick assets. This includes $7,500,000 of good bills and accounts receivable, $1,500,000 cash in bank and about $6,000,000 received from the sale of notes. Against this are obligations, including bank loans, of a little over $5,000,000.

American Sumatra earned for the year to July 31 about $4,300 000. After preferred dividends and a liberal deduction for taxes there was left a balance of about $20 a share for the $14,447,000 common stock. Final charge-offs may possibly reduce this estimate somewhat.

In balance sheet valuations of its properties the American Sumatra Tobacco Co. has been conservative to a fault. The company carries its Connecticut properties on the books at $2,400,000, whereas an appraisal just completed by the American Appraisal Co. places their worth at between $8,000,000 and $9,000,000. A similar appraisal is to be made of the Florida and Georgia properties, value of which it is expected will be shown to be in the neighborhood of $10,000,000.

American Sumatra is a substantial holder of stock in the Consolidated Cigar corporation. These holdings have a present market value of $3,000,000, pay 7 per cent. dividends, and will ultimately pay more as the company is earning three times the dividend requirements.

Selling around $80 a share American Sumatra common pays 12½ per cent. on the investment. On August 1, 1918, there were only 283 common shareholders, there were on August 1 of this year, 1,758, or an increase of 520 per cent. The average holding of Sumatra common to-day is 82 shares.

For the period from July 31, 1919, to April 15, 1920, American Sumatra Tobacco Co. income account as reported to the New York Stock Exchange shows sales of $8,868,513; cost of sales, $5,250,613; gross profits, $3,617,900; administrative and selling expenses, $580,418; net profits, $3,037,482; other income, $87,815; net income, $3,125,297.

Balance sheet as of April 15, 1920 (after giving effect to the issue of $6,564,000 of 7½% notes) shows as follows: Assets: Cash, $1,446,537; U. S. Government bonds, $102.125; accounts and notes receivable, $3.982,659; customers' orders in process, $864,239; accounts due from and advances to subsidiary and controlled companies, $1,632,120; inventories, $6.331,863; live stock and supplies, $262,676; real estate, buildings and equipment, $7,753,762, investments, $3,485,105; good-will, $753,721; deferred charges, $780,459; total $27,395,266. Liabilities: 7% cumulative stock, $1,963,500; common stock, $14,447,200; five-year sinking fund 7½ convertible gold notes, $6,564,000; notes payable, $784,900; accounts and dividends payable, $603,206; reserve for depreciation and insurance. $306.925; surplus, $2,725,536; total, $27,395,266.

TOBACCO MACHINES NEEDED

Consul Reports Good Opening for U. S. Firms in Bahia

In a recent report on a market for tobacco manufacturing machinery in Bahia, Brazil, Consul Bevan states that there are four large cigarette factories in Bahia alone which have an estimated annual output of about 750,000,000 cigarettes; only one of these establishments is equipped with machinery.

Throughout the district there would appear to be a good demand for such machinery, and the consul suggests that the best way in which to introduce it would be through the sending of a salesman to Bahia to deal direct with the local manufacturers. According to Brazilian statistics, 28,115,761 kilos of leaf tobacco were exported from Bahia in 1919.

FRANCE TO PAY TOBACCO TAX

Circuit Court Upholds Rules Denying Exemption When Monopoly Exists

Louisville, Ky., Aug. 14.—Friendly foreign governments cannot create a monopoly in products of this country, keep the same in storage warehouses here and escape payment of taxes on the ground that they are performing a governmental function, Judge Thomas R. Gordon holds.

His opinion came this week in affirming a judgment of the County Court that the French Republic is liable for taxes on tobacco valued at $951,707.25, as of July, 1918. The tobacco was in a local warehouse on that date and was assessed by the County Board of Tax Supervisors, from which the French Republic appealed, first to the County Court and then to the Circuit Court. It is said the case will be taken to the Court of Appeals.

Monopoly Is Admitted

It was admitted in a stipulation filed in the record that the French Republic exercises a monopoly over the tobacco sold in that country and that the product was not bought for the purpose of manufacture or resale in this country.

In connection with the admitted facts the court said:

"It seems clear to this court that where the French Republic has created a monopoly in the purchase of tobacco and its sale in France, it is not performing a governmental function. It is engaged in competition with individuals in this country in the purchase and sale of tobacco, and if it can create a monopoly in tobacco it can do so in wheat or in any other or all of the products of this country.

"It can fill warehouses with those products in storage; it can go far to regulate and control the market; it can embarrass and perhaps drive out of the market the ordinary individual, and if its property thus stored and protected by the laws of the State and the officers of the State is free from taxation the result would be to give this foreign Power a distinct advantage over the ordinary citizen, and it seems to this court there is no principle of right and justice nor any rule of comity between sovereign Powers that would either require or justify the exemption of such property from bearing its just proportion of the burdens of the Government which protects and preserves it."

Bailee Is Responsible

It was further contended by counsel for the French Republic that as the tobacco had been shipped to France any tax imposed cannot now be collected.

"This may or may not be correct," Judge Gordon said, "but if the court of last resort should agree with the conclusions reached by this court, the French Republic would doubtless be slow to leave such obligation unsettled."

It was further pointed out by the court that the statutes provide that the bailee in possession of property July 1 of the year of assessment shall be liable for taxes thereon.

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Consumers Now Go on Tobacco Strike in Berlin

Smokers Incited to Forego or Reduce the Number of Cigars and Cigarettes—To "Teach Profiteers a Lesson"—The Latest Affliction to Worry German Manufacturers—Daily Papers Out with Scare Heads—Dealers Are Disrupted and Divided—High Tax Overlooked.

BERLIN, Aug. 3.—There never was a time when cooperation of all the branches of the tobacco industry and trade was more necessary than now. This applies not to Germany alone, but is true of practically every country of the world. In addition to the fanatics who want to prohibit the use of tobacco because they can't be happy unless they prohibit something, we have now the demagogues, the self-appointed champions of the "common people," who are seeking to organize a smokers' strike. Cigars and cigarettes are too high because manufacturers, merchants and dealers are profiteering. And the daily press, which is always ready to fall for any sort of tomfoolery, is, in part, supporting the latest craze.

"Smokers, show your manhood and strike!" shrieks one of the daily papers in big scare heads. "We have brought down the price of shoes by refusing to buy them. We can do the same in the case of cigars and cigarettes. Don't buy any or, if you must, buy less, and the prices will soon come down. Tobacco is cheaper, why should not the manufactured article sell for less? Hides became cheaper, and we forced down the price of shoes by concerted action. Tobacco is cheaper, let us force down the price of cigars and cigarettes in like manner. In union there is strength."

The demagogic appeal, continuing in the same strain, says there is no reason why a man should not be able to buy a good cigar for 70 pfennigs and a good cigarette for 15 or 20 pfennigs, instead of paying fancy prices for inferior goods that contain no retail tobacco at all. Manufacturers had made millions in illegitimate profits during the war, the paper claims, and it was now about time to put a stop to this alleged profiteering. "Anyone buying a Manoli at 80 pfennigs is—manoli," the journal insists, which, in ordinary language, means that any one purchasing a well advertised cigarette at the price stated is a darned fool. Men are exhorted not to buy any cigarettes for their wives and sweethearts, as "cavaliers" are wont to do, but to stick to their pledge.

What trade and industry need is an alert press bureau ready to controvert false statements, say the *Tobacco Gazette*. Although the "arguments" of the demagogue are easily controverted, they must be controverted, and what is everybody's business is nobody's business.

While industry and trade are confronting a crisis, their different branches fail to put up a united front against the common enemy. Agreement, cohesion and cooperation are woefully lacking. The smaller manufacturers are jealous of the "big fellows," fearing to be swallowed up. The dealers are up in arms against the manufacturers, and the latter are opening up their own chain stores in order to fight the dealers. The dealers, again, are disrupted and divided into a number of national and territorial organizations.

What the consumer forgets is the high tax placed on tobacco goods. The alliance of German cigarette manufacturers is publishing a list showing the tax the consumers of different grades of cigarettes are expected to pay. It is as follows:

A cigarette, costing in the retail trade
up to 30 pfennigs pays a tax of 8.7 pfennigs;
up to 40 pfennigs pays a tax of 10.00 pfennigs;
up to 50 pfennigs pays a tax of 12.5 pfennigs;
over 50 pfennigs pays a tax of 15.00 pfennigs.

After October 1, the tax will be doubled, unless the 50 per cent reduction, now granted temporarily, is extended.

The trade is acquainted with these facts, but the average consumer is not. For this reason a press bureau is needed which will make it its business to spread the truth and to dispel the false notion which brands every manufacturer and dealer a profiteer.

NOTES FROM GEORGIA

Rainy Weather Makes Sales Small

Lyons, Ga., Aug. 14.—Owing to rains tobacco receipts at this market were not large today. A total of 12,000 pounds were sold at an average price of 35 cents per pound. A number of Bulloch and Tattnall county growers had tobacco at market at today's sale and all were well pleased. It is expected that the receipts next week will be the heaviest of the season.

Dampness Diminishes Selling at Douglas

Douglas, Ga., Aug. 13.—Total sales for the week, 338,258 pounds.
Average price per pound, 26.77.
Sold to date of 1920 crop, 759,016 pounds.
Average price per pound 31.25.
The fact that the tobacco sold this week was in soft order is one cause of lower average—prices little off, too.

G. H. PEGRAM, Sec'y,
Douglas Tobacco Board Trade.

Sales Held Back at Nashville

Nashville, Ga., Aug. 14.—Total sales for the week, 264,175 pounds.
Average price per pound, 23.60.
Sold to date of 1920 crop, 715,261 pounds.

H. T. MACON, Sec.-Treas.,
Nashville Tobacco Board of Trade.

Fitzgerald's Best Market Day

FITZGERALD, Ga., August 12.—Tuesday's tobacco market was the best of the season, both in point of quantity and prices paid. It is estimated that fifty thousand pounds of tobacco were sold at an average price of 34 cents. On account of several lots of law grade tobacco, the average was brought down, although much of the tobacco sold for above 50 cents per pound. Growers are beginning to market their crop more this week.

Tifton Makes New Record

TIFTON, August 12.—Yesterday's sales established the season's record on the Tifton tobacco market, the total being 52,926 pounds, which brought $16,553.62. The highest price was 77 cents and the lowest was one-half cent. For barn-burned stock the average was 31.27. Sales lasted until 1:30 p. m. Sales for season, 253,349 pounds, brought $70,597.95, an average for the season of 27.86 cents.

Valdosta Tobacco Market

VALDOSTA, Ga., Aug. 13.—With more or less rains and roads in rather bad condition offerings of tobacco on the Valdosta market have been rather light through this part of the week, although the prices have been considered unusually good for the quality offered.

With so much dampness in the air only lower grades and scraps have come to the market and the sales have been correspondingly low.

Top prices for the sales to date this week have been forty-five dollars per hundred. Much of that offered has sold around thirty-five dollars per hundred and from best sources it seems that practically every grower who has disposed of tobacco on the Valdosta market this season is entirely satisfied with both prices and treatment.

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Tobacco Export Boom

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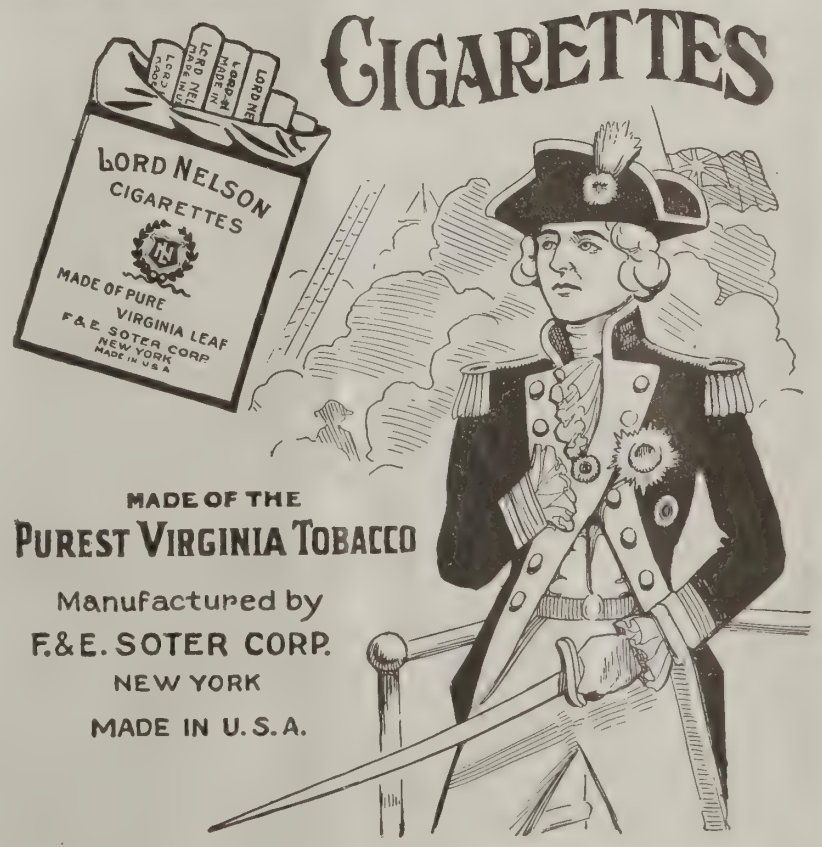

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(French Rappe)
1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF
Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF
1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF
Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF
Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

The Lancaster Revenue Figures

The Internal Revenue office at Lancaster, Pa., in reporting cigar stamp sales in that district for July, makes the following comparison with last year:

Stamps in July, 1919, for:	
Class A	$17,174.80
Class B	112,400.79
Class C	34,820.01
Class D	.....

Stamps in July, 1920, for:	
Class A	$9,950.94
Class B	68,106.45
Class C	59,486.40
Class D	6,306.00

Cigar production in the Lancaster County, during the first seven months of the present year, according to the Internal Revenue office, is as follows:

January	22,081,740
February	19,220,183
March	24,993,980
April	20,552,950
May	21,551,730
June	21,880,400
July	19,499,925

First District of Ohio Statistics

The Internal Revenue Statement of the First District of Ohio for the month of July as compared with the same month in 1919 shows the following figures:

	Cigars 1919	Cigars 1920
Class A	5,303,000	2,150,530
Class B	7,793,635	7,600,081
Class C	3,682,220	8,340,848
Class D	2,000	87,600
Class E	7,250	40,950
	16,788,105	18,200,009
	Collections	
Class A	$21,212.00	$8,522.12
Class B	46,761.81	45,600.49
Class C	33,139.98	75,067.64
Class D	24.00	1,051.20
Class E	108.75	614.25
	$101,246.54	$130,855.70

Total number of cigars, cigarettes, and pounds of snuff, for seven months of 1920 compared with seven months of 1919.

	1919	1920
Cigars	102,324,394	124,026,988
Cigarettes	10,500	3,600
Snuff, lbs.	8	177

CIGARETTE PAPER IMPORTS.

For the Week Ending Aug. 14, 1920.

Consignees	
Liggett & Myers Tobacco Co., steamer *Rochambeau*, from Havre	13
Wilkinson Bros. & Co., *Rochambeau*, Havre	14
American Tobacco Co., *Rochambeau*, Havre	132
American Tobacco Co., *Caroline*, Bordeaux	1,000
P. J. Schweitzer, *Caroline*, Bordeaux	201
P. J. Schweitzer, *Niagara*, Bordeaux	61
American Tobacco Co., *Niagara*, Bordeaux	400
A. S. Herman, *Ryndam*, Rotterdam	2
P. J. Schweitzer, *Canada*, Marseilles	82

Per S. S. La Lorraine from Havre.

American Tobacco Co	54

Directory *of* TRADE ASSOCIATIONS

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George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
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W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
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William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

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Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

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F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

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Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

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J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

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Arthur Werner, secretary. Office, 51 Chambers street, New York.

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A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
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Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

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Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

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Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
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A. A. Olds, Hartford, treasurer.
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Emil Wedeles, vice-president.
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George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

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W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

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R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

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J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

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Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.

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F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

TOBACCO STOCKS

	Bid	Asked
American Cigar com	116	125
American Cigar pf	75	85
American Mach. & Fdy	140	160
American Snuff	97	102
American Snuff pf	78	87
American Sumatra	81¼	82¾
American Sumatra pf	77½	80
American Tobacco	108	115
American Tobacco B	106	107½
American Tobacco pf new	86½	88¼
Conley Foil (new)	23	26
Consolidated Cigar	67⅞	67⅞
Consolidated Cigar pf	78½	81
General Cigar	60	61½
General Cigar deb	79¾	81
General Cigar pf	..	95
Geo. W. Helme com	155	165
Geo. W. Helme pf	89	94
Imperial Tobacco	8¼	9¼
Johnson Foil	..	115
J. S. Young	130	140
J. S. Young pf	85	95
Liggett & Myers	129	140
Liggett & Myers B	120	130
Liggett & Myers pf	98	100½
Lorillard P	127½	135
Lorillard P pf	90	99
McAndrews & Forbes	97	106
McAndrews & Forbes pf	75	85
Porto Rico American Tob.	110	120
R. J. Reynolds "A"	600	640
R. J. Reynolds "B"	425	450
R. J. Reynolds pf	97	99
Tobacco Products	59	60
Tobacco Products pf	80	85
United Cigars Stores	120	175
United Cigar Stores pf	95	105
United Drug pf	106	125
United Drug 1st	40	44
United Retail Stores	62½	63
Weyman Bruton com	155	165
Weyman Bruton pf	88	94

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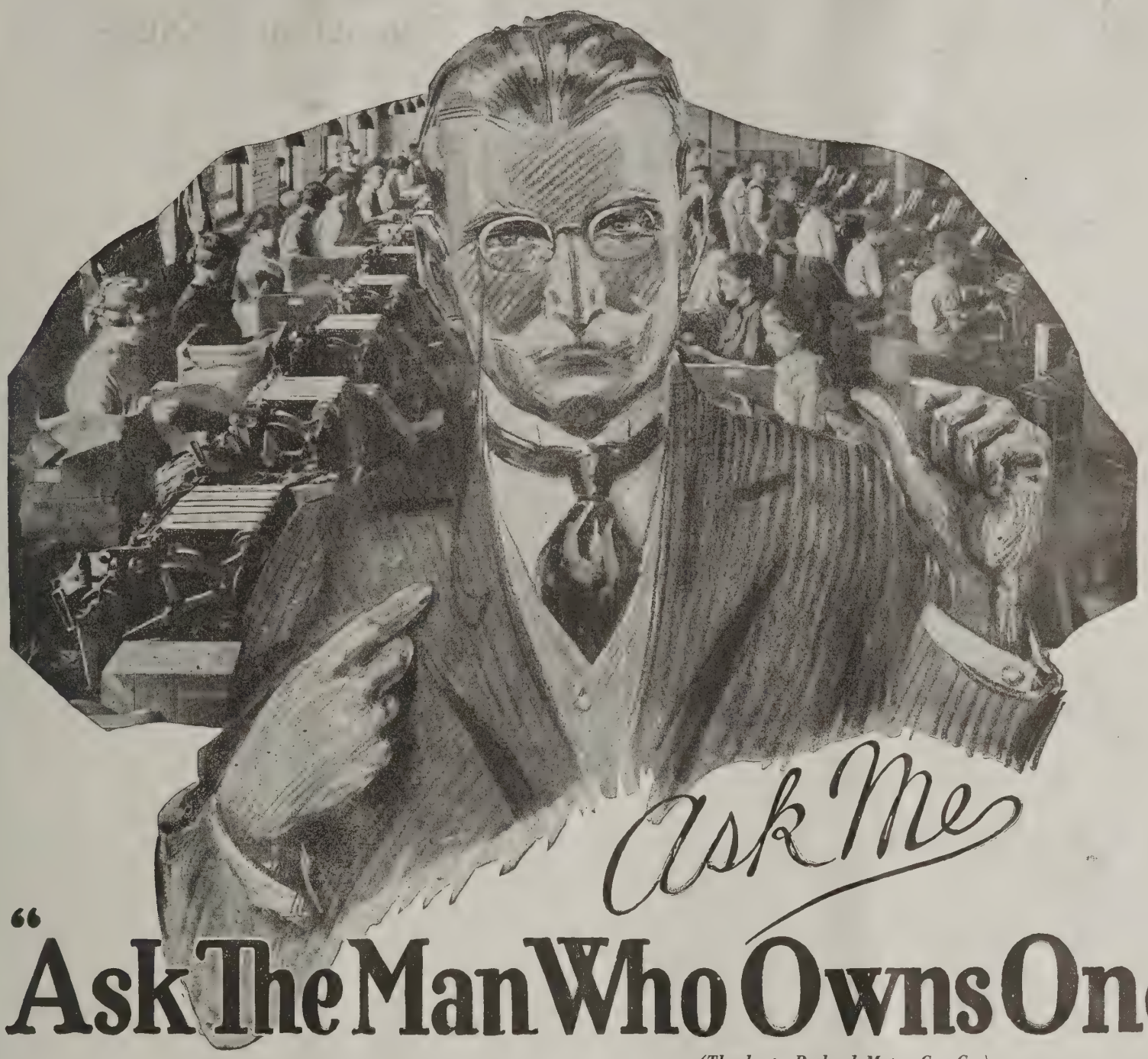

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YES, ask the cigar manufacturer who operates one or 500 Model M Universal Tobacco Stripping and Booking Machines and he will echo the hearty endorsement voiced by 1500 large and small cigar manufacturers. The all round efficiency of Model M Universal manifests itself in every department of a cigar factory. One Universal does and in a better way the work of from two to three hand-strippers. It pleases the cigarmaker because it increases his daily output. It satisfies the manufacturer because it speeds up production, eliminates tobacco waste and cuts down all production costs.

You'll never reap the full profits from your factory until you do away with hand-stripping and install Model M Universal. Send for our catalogue and price list and learn why this machine is essential to the up-to-date cigar factory.

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TOBACCO SALES IN SOUTH

Smaller Deliveries Last Week on South Carolina Markets—Big Buyers Still Eager for Weed

Weather conditions in the bright tobacco growing regions of South Carolina and Georgia were not favorable last week for heavy deliveries of the weed on the markets. Then the growers, who have so far cut and cured only about 50 per cent of the crop, were giving their best attention to the tobacco still standing and took but little time for marketing that which had already been cut and cured.

For these reasons the sales on the markets in both States were smaller than the week previous. The demand on the part of the big companies for the cigarette-making and everything else on the market was as active as ever, and, for the better grades of bright leaf seemed to be even keener. There was some weakening in the figures the low grades brought, but the better grades were higher than the week previous and the breaks, showing a somewhat larger proportion of the better grades, the average last week was greater than the week before, being, on the South Carolina markets around $31 per hundred pounds.

Favorable Reports from Other Fields

From both South Carolina and Georgia there come reports of some damage by rains to that part of the crop remaining on the hill and this, it is believed, will reduce the size of the crop from former estimates. Even before this damage was done it was known that the South Carolina crop would not weigh out as much as that of last year.

The growers all over eastern North Carolina are as busy as can be cutting and curing, and all reports agree that the eastern Carolina crop of this year will be the largest that new tobacco growing region ever produced. The damage done last week by the rains was about in spots and in no large section was it serious.

All the reports from the old belt of Virginia continue to tell of the finest crop of bright tobacco for several years. There has been much early cutting and the indications now are that the crop will be housed and cured much earlier than usual. Fewer primings are being saved this year than last, and that is giving the farmers a better chance at early cutting and curing of the main crops. So far the late rains have done no harm in the Virginia-Carolina old belt, and, generally speaking, the crop may be said to have passed all danger points.—*Richmond Times-Dispatch.*

Major Graham's Vision

"Major Graham's Vision" is the caption of the following short editorial in a recent issue of the *Charlotte Observer:*

"Major William A. Graham, Commissioner of Agriculture in North Carolina, recently spent a few days at his home in Lincoln county, and the enterprising reporter of the *Lincoln News* got an interview from him in which a high note of optimism was sounded in connection with the future development of agriculture in the State. Major Graham expressed the belief that he will live to see the day when 'North Carolina farmers will produce 68,000,000 bushels of corn; 1,000,000 bales of cotton; $200,000,000 worth of tobacco and 11,000,000 bushels of wheat.' It is not at all an impossible vision, as the record made by the farmers in this State during the past five or six years would indicate. They have already brought North Carolina very close to the top in the list of States producing the largest crop values, and if they keep up their lick for a couple more years, North Carolina's name will stand where that of Ben Adhem has always stood."

We can confidently predict that tobacco will do its part toward the realization of the Commissioner's happy and hopeful vision—a vision of North Carolina's assured agricultural pre-eminence.

Rain Retards Sales at Lumberton

LUMBERTON, Aug. 14.—This has been another busy week on the Lumberton tobacco market, the warehouses having been crowded with the golden weed every day. The rainy weather has made it difficult to handle the weed in a satisfactory manner, but prices have ranged up to $55 the hundred and the average has been around $30. Several farmers have sold single curings for more than $500 and a few have sold single curings for above $600. While the continued rains have affected the crop, many tobacco growers will receive more than $500 the acre and some will probably receive $1,000 the acre.

There are four markets in Robeson County—Lumberton, Fairmont, St. Pauls and Rowland—and the four markets pay out more than $100,000 for tobacco each sales day. Crop will total Robeson growers several million dollars.

Claims Violation of Patent Rights

DURHAM, N. C., Aug. 13.—R. H. Wright owner of tobacco packing machine patents, today filed suit against the Briggs-Shaffner company and I. W. Lawrence, of Winston-Salem, for $30,000 damages and to enjoin them from the manufacture and sale of tobacco packing machines, claiming that his patent rights are being violated by the concern.

Hope for Good Prices

WASHINGTON, N. C., August 14.—Reports received here from the South Carolina market indicate that the price of tobacco is still going higher.

Hugh Paul, who returned from Dillon, Sumter and other places in South Carolina recently, states that according to the prices being paid in that state, the local tobacco market should open up here with almost as good prices as were paid last year.

Imperial Japanese Tobacco Buyers Visit Richmond

RICHMOND, Va., Aug. 14.—Tobacco buyers representing the Imperial Japanese Tobacco Co. of Japan, were in Richmon this week and conferred with Henry M. Taylor, of the Bureau of Crop Estimates, on the tobacco situation in Virginia.

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. **ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.**
2. **AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.**
3. **SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."**
4. **REMOVABLE FRONT PANEL, makes easy to clean out Air-box.**
5. **OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.**

Board Suction Tables

SPECIAL FEATURES

1. **No die nor roller, regulation knife and board being used instead.**
2. **For applying suction the board has a group of perforations of any shape desired.**
3. **Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.**
4. **Useful in Suction Factories to supplement regular suction tables.**
5. **Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.**

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. **Better Bunches than the unaided hands can make.**
2. **More Bunches per Hour.**
3. **No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.**
4. **Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.**
5. **Beginners trained in less than half the time it otherwise takes.**

See Next Number of Tobacco Leaf, Page 29

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We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice
FARMVILLE - - - - - - NORTH CAROLINA, U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

Cable "Tyack" Codes { Western Union / Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS
Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.
Winston-Salem, North Carolina, U. S. A.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable Address: "Lowbell" Established 1865

W. O. SMITH & CO.

Freight Brokers and Forwarding Agents
For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.
Warehousing Inspecting Coopering Sampling
Main Office
47 Washington St., New York City
Branch Office
431 Munsey Bldg., Baltimore, Md.

NATRONA TOBACCO COMPANY

CIGARETTE MANUFACTURERS
OUR BRANDS { NATRONA (Egyptian) / OH BOY (All American)
DIRECT IMPORTERS OF TURKISH TOBACCO
1605-1607 Sansom Street PHILADELPHIA, PA.

Cable Address—Tansy
Phone—Broad 1915
A B C, 5th Edition
Arnolds & West. Union Codes

TANSY TOBACCO CORPORATION

Leaf Tobacco Dealers and Brokers
All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your Inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.
Louisville Ky., U. S. A.

P. H. MAYO'S ESTATE $1,191,024

Bulk Goes to Daughters—Other Relatives, Churches and Friends Are Remembered

RICHMOND, Va., Aug. 14.—Peter H. Mayo, the founder and for many years president of the P. H. Mayo & Brothers Tobacco Co., whose demise was announced last week, left an estate of $1,191,034, according to his will, filed this week in Chancery Court for probate. His two surviving daughters, Mrs. Sallie M. Cameron, wife of Colonel Benehan Cameron, and Mrs. Agnes M. Carter are the largest beneficiaries and qualified as trustees and executrices of the property. Besides them, however, numerous relatives, a number of churches, societies, schools and friends are given bequests through the document.

Rain Affects the Tobacco Crop

REIDSVILLE, N. C., August 13.—The continued rains are causing apprehension concerning the effect that they may have on the tobacco crop in this section. The belief is expressed that if the rains will cease now and fair weather and cool nights continue until the crop is cut or the leaves pulled the tobacco will not be damaged and will make a better than average crop. It is admitted, however, that if the rains continue it will produce a coarse heavy-bodied crop that will weigh out well, but will be lacking in color and texture. In some sections it is feared the heavy, washing showers and downpours of the past few days may have already wrought considerable damage to low-ground tobacco and produced too rank a growth, with heavy stems and coarse texture.

The outlook now is for a heavier bodied but less colory and fine crop than last year. There will be more coarse, dark tobacco in the average crop. Indications are that prices will not rule so high as last year, even with a slightly decreased production in the South Carolina and eastern North Carolina markets, compared with last year.

Just now the eastern Carolina crops are at the critical stage. So far the outlook is for a fine but lightweight crop, but all depends upon the seasons for the next three weeks. Unfavorable weather would lessen the value of the general crop thousands upon thousands of dollars, while just the right weather will make it the most valuable ever grown in those sections of the Old North State.

Most, if not all, of the markets in the old belts of Virginia and North Carolina will open the selling season about the middle of September.

The local tobacco Board of Trade will meet in the near future to select the opening date for the Reidsville market. Most of the markets in this belt will open September 20.

Wilson Tobacco Market

WILSON, N. C., Aug. 14.—The nearer the day for the opening of the Wilson tobacco market approaches—September 1—buyers from the leading tobacco interests all over the country are making reservations for their stay here through the season. Two buyers representing an export company of England are already here, C. C. Sutton and H. N. Brown.

El-Rees-So Centralizes at Mt. Airy

Owing to the shortage in labor the El-Rees-So Cigar Co. has closed its branch factory in Sanford, N. C., and have shipped the equipment to the new branch factory at Mount Airy, N. C., where help is plentiful.

E. L. Johnson, general superintendent of the El-Rees-So factories, says that by this move in 60 days time, Mount Airy will be turning out more cigars by 100 per cent than both the Sanford and Mount Airy branches were producing before closing the former plant.

The demand for El-Rees-So cigars continues to exceed the output of the four factories which are now turning out 125,000 daily. The company found itself short of labor in Sanford and short of equipment in Mount Airy and its change will help put the company on the road to a greater production.

La Grange Tobacco Market

LA GRANGE, N. C., Aug. 14.—The tobacco market here has had a growth far out of proportion with that of the population, while industries in other lines have been opened up. The increase from 1,007 in 1910, or 38.9 per cent., is believed to be the biggest yet recorded for the town. LaGrange is the center of Lenoir county's best farming district.

Florence Tobacco Market

FLORENCE, S. C., August 14.—The farmers continue to bring large quantities of tobacco to the Florence market and the prices are more satisfactory during the last several days. Good tobacco continues to sell well and the farmers having a good grade of tobacco are receiving good prices.

The new stemery has been completed and while all the machinery has not yet been connected, still the plant is being operated and is furnishing employment to hundreds of laborers.

Tobacco in Appomattox

APPOMATTOX, Va., August 14.—The tobacco market will open here about September 1. Our crop at present promises to be better in every respect than it has been for years, and our County, Appomattox, is famous for good grades of Virginia dark stripping.

Tobacco Barn Burned

GOLDSBORO, N. C., Aug. 12.—F. O. Smith, of Indian Springs township, had the misfortune to lose by fire, a tobacco barn and a curing of fine tobacco a few days ago. His loss is estimated at about $1,000.

Pinehurst, a New Cigar

Pinehurst is the newest cigar, and will make its initial bow between September first and fifteenth, from the Lango Cigar Company's factory, Greensboro, N. C. Pinehurst will come in all popular sizes and sell for from two for twenty-five cents, up. A twenty-five cent, corona shape, will be put on the market, the highest priced cigar that has yet been in Greensboro. The Fulton people have already made excellent jobbing connections and have booked large orders for delivery during the next five months.

Pinehurst will be packed in one of the handsomest boxes used by any cigar and will be made of important clear Havana filler with an imported Sumatra wrapper. The local market will be supplied through local jobbers.—*Greensboro News.*

W. P. Morgan a Busy Man

FUQUAY SPRINGS, N. C., Aug. 14.—W. P. Morgan, of this place, is operating a tobacco warehouse at Moncks Corners, S. C., until September 1, after which time he will be in charge of a warehouse in Fayetteville, N. C.

To Improve Building

RICHMOND, Va., August 14.—American Tobacco Company has been granted a permit to spend $20,000 on repairs to one of its buildings at Cary and Canal streets.

A Market Quotation Service in South Carolina

Florence Chamber of Commerce Adopts Plans—Timmonsville, Lake City and Florence to Institute Co-operative Reporting System—Expect to Stabilize Business and Prices—Reports to Be Based on Averages.

FLORENCE, S. C., Aug. 11.—(Special.)—Under plans adopted last night by the directors of the Chamber of Commerce, the Florence commercial organization may institute in Florence and Darlington counties' tobacco markets the first co-operative market quotation service yet undertaken, so far as is known here, in the tobacco industry. The directors authorized Walter J. Johnson, the secretary, to put into operation this service, which is expected to prove a mutual benefit to every market included in the exchange of information.

Timmonsville, Lake City, Darlington and Florence will institute the service. These are the principal markets of Florence and Darlington counties. As soon as the system is worked out among these markets, probably Pamplico, Olanta, and other markets of the two counties will be invited to co-operate in the reporting service.

There is scarcely a market in the tobacco section, as the directors of the Florence Chamber of Commerce ascertained from reliable sources, which is not worried and harried with unfounded reports of fabulous prices being paid in other markets, both competing and non-competing. The result is that each market loses to other markets business which the original market could handle to more benefit to itself and to the individual.

To Prevent Disappointments

Leading warehousemen, with the other tobacco interests, concur in the opinion that this market report service will tend to stabilize greatly business and prices, to the best possible benefit of all parties concerned. They believe that if one market is found to be so much higher than another market, so as to draw trade from the second market, the report will cause the second market to bestir itself much more vigorously to keep its trade, and to get more trade. On the other hand, if the official reports do not sustain the unfounded reports of extremely high prices in other markets, the growers will be spared the trouble and disappointment of many long and costly hauls. On the basis of utmost light and true information on the status of the various markets of the section, the big business men of the various local markets believe the really valuable competitive stimulation of drawing trade by top prices will be set up throughout the local tobacco belt.

To Summarize Conditions

Reports will be based on average prices, amount of the sales, brief remarks on the tone of the market to indicate whether it is strong or weak, short comment on the offerings, demand, and run of quality. Eventually this system may be reduced to more concrete terms than is now possible.

Hope North Carolina and Virginia Will Affiliate

Looking to the future betterment of the South Carolina markets, the originators and promoters of this service hope that eventually they may effect connections in North Carolina and Virginia that will give the local growers accurate information on the condition of the crops in those belts. At present this information cannot be procured and is sadly needed to give the local producers a line on the comparative value of their tobacco.

Excessive Rains at Darlington

DARLINGTON, S. C., Aug. 14.—Never has there been such a fine prospect, but the rains of the last week have very materially injured both cotton and tobacco.

Heavy Rains at Dillon

DILLON, S. C., Aug. 14.—For the past 15 days the county has been having heavy rains. The crops are greatly damaged. The damage to tobacco has been heaviest. Tobacco is being rushed on the market here and the three warehouses are having all they can possibly do to take care of it. Prices are very satisfactory.

Conway Tobacco Market

CONWAY, S. C., Aug. 14.—About a million pounds of tobacco was sold on the Conway market this week and the buyers and warehousemen are looking for bigger sales next week, as the rains have prevented the farmers from marketing the crop rapidly, and too the market is expected to close about the first of September. The farmers have been realizing as high as 60 cents, and it is expected that these good prices will continue as the good grades are coming in now, and there still remains in this county a quantity of tobacco to be brought to market. The markets at Loris and Ayner, it is understood, are doing practically as well as the Conway market, and will come in for their share during the coming week.

Pamplico Tobacco Market

PAMPLICO, S. C., Aug. 14.—The continued rains have damaged all crops in this section. The tobacco crop being late the farmers are finding it very hard to get the crop gathered, much being burned in the field from the hot sun after heavy rains.

Roads are in a very bad condition, in many places almost impassable on account of washouts and bogs.

The tobacco market is considered only fair while the quality of the tobacco is not as good as the average which in a small measure accounts for the prices being a little off. The farmers are generally dissatisfied with the prevailing prices.

Three Reasons

There are three good reasons for the popularity of the Cliff Weil Cigar company's "Nurica" in North Carolina, first because it's an extraordinary good value as a smoke; second, it is backed by the most attractive advertising campaign that any cigar ever had, and third, "Ike" Rineheimer. Mr. Rineheimer is about as good a salesman as ever boosted a good line and he is a "regular fellow" with it. "Ike" could sell most any kind of a cigar and get away with it, but he won't. He has introduced more than one big winner on this market, and "Nurica" bids fair to be one of the best sellers for many days to come.—*Greensboro News.*

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

O. W. DUDLEY & SONS, INC.

Dealers in all grades of
Virginia, Carolina and Kentucky Leaf Tobacco and Strips

DANVILLE, VA., U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample Facilities for Redrying by Steam or Natural Season
Samples Furnished Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable Address: "GRAVESCO," WILLIAMSTON — Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

Cable Address: "ROGERS," Enfield, N. C. — Codes: A. B. C. 5th Edition, Liebers

R. L. SWAIN & CO. Leaf Tobacco Merchants

ENFIELD, N. C., U. S. A.

VIRGINIA—CAROLINA—KENTUCKY—MARYLAND

Direct from Planter to Our Clients. We respectfully solicit your inquiries.

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.
of KENTUCKY, Inc.

Packers of
Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. ouisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn. Lexington, Ky.
Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.
INC.
CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.
REHANDLERS, DEALERS AND BROKERS IN
LEAF TOBACCO AND STEMS
Main Office and Sample Rooms,
CLARKSVILLE, TENNESSEE

OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

Correspondence Solicited

Thos. Edwards & Sons
CLARKSVILLE, TENN.
Dealers and Brokers in All Style Clarksville and Springfield Tobacco
Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

Kentucky Tobacco Markets

LOUISVILLE, Aug. 14.—The Louisville Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to August 13

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st, to Date
Turner	..	..	..	2,895
Kentucky ..	83	15	98	8,541
Main Street.	64	..	64	5,404
Planters-Farmers...	85	8	93	6,879
Tenth Street	29	1	30	4,854
Louisville ..	55	233	288	6,401
	316	257	573	34,974
Year 1919			532	37,675
Year 1918			419	47,788
Year 1917			223	35,933

Classification of This Week's Sales

	Old Crops	1919 Crop	Total
Burley	65	252	317
Dark	1	255	256
	66	507	573

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	6,753	26,350	33,103
Dark	301	1,570	1,871
	7,054	27,920	34,974

Classification of Sales to Same Date in

	1919	1918	1917
Burley	33,083	43,773	32,318
Dark	4,592	4,015	3,615
	37,675	47,788	35,933

Comparisons with Previous Years

	1920	1919	1918
SALES—			
Total sales of new crop to date	31,161	39,254	51,051
Sales of new crop to date. Original inspection	25,701	33,960	46,573
REJECTIONS—			
Rejections this week:			
Burley	77	.....	.....
Dark	12	.....	.....
Total	89	52	37
Percentage of rejections to auction sales:			
Burley	27	.....	.....
Dark	40	.....	.....
Total	28	16	16
Rejections, Jan. 1 to date:			
Burley	8,396	.....	.....
Dark	372	.....	.....
Total	8,768	6,509	5,458
RECEIPTS—			
Receipts this week....	586	1,154	612
Receipts, Jan. 1 to date	27,461	36,421	43,725

HELM GLOVER, Secretary.

LOUISVILLE OFFICIAL TOBACCO QUOTATIONS.

August 13, 1920.

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Manufacturing
Trash (green or mix.).....	5 to 7	.. to 8	10 to 12	6 to 7
Trash (sound)	8 " 10	10 " 12	12 " 15	7 " 8
Common Lugs	10 " 13	12 " 15	15 " 18	7½ " 8
Medium Lugs	14 " 18	15 " 18	20 " 25	8 " 9½
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf (short).....	12 " 14	16 " 20	18 " 22	8 " 9½
Common Leaf	15 " 18	20 " 22	24 " 28	9½ " 12½
Medium Leaf	22 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections.....	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

HELM GLOVER, Secretary.

Bumper Burley Crop Predicted

LEXINGTON, Ky., Aug. 13.—With a largely increased acreage and a season favorable to the growth of the week, the 1920 burley tobacco crop will be the largest in the history of Kentucky in the opinion of Commissioner Luther Stivers, president of the People's Tobacco Warehouse Co. and one of the largest tobacco growers in Fayette County.

Several new tobacco warehouses and additions to some of the larger ones here are being erected in anticipation of a bumper crop and with the expectation that these will be completed by the opening of the market.

Crops Ruined by Rain

MT. STERLING, Ky., August 14.—The incessant, heavy rains of the last week have greatly damaged growing crops in this vicinity. Corn and tobacco crops have suffered most, and in the low regions along Slate and Hinkston creeks are completely submerged. In many sections crops will be a total loss, according to farmers.

Kentucky Tobacco Crop Report

FRANKFORT, Ky., August 14.—July estimates of conditions, contained in a crop report issued today by W. C. Hanna, Commisisoner of Agriculture, and the United States Bureau of Estimates, were made up before the recent rains, and show a reduction of 5,940,000 pounds in the tobacco estimate, which "might be increased or decreased later, depending on the weather." Corn and potatoes showed up better.

The report follows:

Tobacco shows a slight reduction from July estimates because of rather poor condition in some sections, but as there is a big acreage in the Burley belt, which partly makes up for the reduced acreage in Western Kentucky, and both sections can yet make a full normal yield if given favorable weather, the estimate of tobacco production is not greatly reduced. The United States total tobacco crop is considerably larger than last year's.

Wind and Rain Spread "Rust"

LEXINGTON, Ky., August 12.—Tobacco plants in districts already infected with "rust" and "wildfire" suffered considerably as a result of the recent rains in and about the Bluegrass. Dr. W. D. Valleau, of the Kentucky Agricultural Experiment Station, announced today. Plants in uninfected portions were benefited.

Dr. Valleau stated that the rain and the accompanying wind had spread the diseases, which are of bacterial nature, and the damage was more widespread.

He advised farmers to harvest the crop as soon as signs of infection appeared.

Tobacco Grower Sues Telephone Company

HOPKINSVILLE, Ky., Aug. 13.—Placing the value of a telephone in his residence near Edgoten at $100 per month, and charging that the Christian-Todd Telephone Company failed to carry out their contract to give him telephone connection, James M. Barker, prominent farmer, has sued to recover $100 per month since September, 1919.

In addition he sues for $2,000 which he claims he lost on his tobacco crop, amounting to 20,000 pounds, because he had no telephone and could not keep in touch with the markets and buyers. He says for this reason he was caught for a loss when tobacco declined.

FRIEDBERG BROS., Inc. LEAF TOBACCO
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

MONTHLY REPORT OF SALES AT ALL KENTUCKY TOBACCO WAREHOUSES FOR JULY, 1920

FRANKFORT, Ky.—Hon. William C. Hanna, Commissioner of Agriculture, makes the following official report of actual sales of leaf tobacco, as required under the act of the Legislature:

	July Sales of 1919 or Previous Year's Crop.			1920 Crop.		
	Pounds.	Total Dollars and Cents.	Average Price per 100 Lbs.	Pounds.	Total Dollars and Cents.	Average Price per 100 Lbs.
Burley sold for growers.....	6,095	$413.14	$6.78	89,350	$15,797.60	$17.68
Burley sold for dealers.....	277,170	25,224.61	9.10	378,995	41,535.26	10.96
Burley resale	74,230	9,846.65	13.27	235,515	30,488.84	12.95
Total Burley and average...	357,495	35,484.40	9.93	703,860	87,821.70	12.48
One-Sucker sold for growers....	.....	.....	.....	53,920	7,661.61	14.21
One-Sucker sold for dealers.....	11,980	1,217.83	10.17	9,800	904.45	9.23
One-Sucker resale	3,590	526.40	14.66	18,025	1,779.72	9.87
Total One-Sucker and average	15,570	1,744.23	11.20	81,745	10,345.78	12.66
Unfired Dark sold for growers...	.....	.....	.....	4,760	266.93	5.60
Unfired Dark sold for dealers...	.....	.....	.....	4,185	358.43	8.56
Total Unfired Dark and average	.....	.....	.....	8,945	625.36	6.99
Fired Dark sold for growers.....	.....	.....	.....	1,232,225	141,933.89	11.52
Fired Dark sold for dealers.....	.....	.....	.....	794,600	73,954.56	9.31
Fired Dark resale.....	.....	.....	.....	39,770	4,289.80	10.79
Total Fired Dark and average	.....	.....	.....	2,066,595	220,178.25	10.65
Grand total and average.....	373,065	$37,228.63	$9.98	2,861,145	$318,971.09	$11.12

Paducah Market Report

PADUCAH, Ky., Aug. 13.—The market has been quite active during the past week with heavy deliveries to the factories for tobacco contracted for at the barn, also with offerings through the chute and loose floor markets. Prices have been about the same as have ruled for several weeks, except common and low grade leaf has been a shade stronger. The bulk of the offerings are made up of the common grades, leaf selling at 7 to 10 cents, and an occasional load or pile of better grade sells higher. Quite a sprinkle of long medium to good leaf was sold over the loose floors at prices ranging from 20 to 26 cents, which shows there is still demands for better stock. Medium to good lugs have also shown more strength, selling from 5 to 7 cents, while the low and common grades were unchanged.

The French Regie buyers are the most active of any of the other buying interests, but most of the dealers are still buying some tobacco, but the tobacco coming to market has been taken care of without any perceptible decline in any grade.

The Planters Protective Association are receiving heavily and no doubt there will be 2,500 to 3,000 hogsheads of tobacco handled through this channel.

It is hard to estimate just what the unsold stocks in the district are, but there is still quite a large stock to come to market, and there must be anywhere from 8 to 12 million pounds more still in farmers' hands.

We have had good rains during the past week, which has produced a good handling season and farmers generally are rushing their crops either to the sales places or to the Association prize houses and the probabilities are that this condition will continue for several weeks to come, or so long as weather conditions are favorable and there is still tobacco in the country.

We have had rather too much rain for the growing crop but no serious damage has been done yet. Some damage to low lands from overflow has occurred and the cool wet weather is having a tendency to make the plant grow rather too fast. What we need now is hot dry weather on the early planting, which will mature during the latter part of the month. It is still possible for us to have a good crop this year, but too much rain and cool weather will be injurious to the growing crop.

W. B. KENNEDY.

Stock of the General Cigar

A reader of the New York *Tribune* wrote to that newspaper, thus, "I purchased recently some General Cigar 7 per cent debenture preferred stock, which, I notice, had not fluctuated at all. Is this a good investment?" To this question, the conservative *Tribune* replied as follows:

"The General Cigar Company has shown satisfactory earnings. During 1919 the surplus after payment of 7 per cent on the preferred stock and two payments of 1¾ per cent each on the debenture preferred stock and 5 per cent on the common stock was $1,384,845, the largest in the company's history. We regard the debenture stock as a very fair investment. The other issues you mention are of varying degrees of safety."

Durham Warehouse Has New Managers

Hamlin & Roycroft will conduct the Planters Warehouse at Durham, N. C., this season. J. D. Hamlin purchased the property for upwards of $35,000.

DIRECT FROM GROWER TO MANUFACTURER

SOUTHERN LEAF TOBACCO CO.
90 Wall Street, New York
Corner Wall and Water
30 PACKING FACTORIES
BRANCH OFFICES:
Nashville, Tenn.
Paris, France, 59 Rue St. Lazare
Algiers, Algeria, 45 Rue Mogador
CABLE ADDRESS:
Bestleaf, New York
Code A B C 5th Edition
We handle every kind of tobacco that is grown, Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Also imported tobaccos, such as Brazil, Domingo, Colombian, Mexican, Chinese, etc.
We buy direct from growers at lowest prices.
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WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

Storage Capacity 5,000 Hogsheads

REASONABLE RATES

TO VOTE ON CUT OUT

(*Continued from page 4*)

Opposition Manifest in Harrison

CYNTHIANA, Ky., Aug. 14.—Harrison county farmers today voted to oppose the 1921 tobacco cutout. More than 300 farmers responded to the call for a conference on the subject. J. S. Baskett called the meeting to order at the courthouse this afternoon. J. B. Berry was made chairman and B. R. Myers, secretary. Speeches in opposition to the move were made by Orie LeBus, W. M. Moore, Daniel Durbin, J. B. Berry, O. P. Wallingford, C. T. Eals, Dr. Woods, J. R. Robinson, B. F. Bedford, Z. W. Lee, Brack Harbey, J. T. Wilson and James Franklin. Joe Miner was the only man who spoke for the cutout.

Brack Harney charged in his speech that the cutout movement was started by speculators who own a large quantity of cheaper grade tobacco and hope to dispose of the poorer grades at good prices by inducing growers to cutout the next crop.

Sentiment was in favor of an organization of tobacco growers.

Postponed Until January in Mercer

HARRODSBURG, Ky., Aug. 14.—There was a large attendance at an open meeting of the Farmers' Union at the courthouse this afternoon to discuss the cutting out of the 1921 tobacco crop. Many talks were made, but not a single speaker advocated cutting out the crop. A resolution was unanimously passed to defer action on the matter until the middle of January, and if at that time the market price does not justify raising of a crop the growers will then hold a meeting to discuss its eliminating. The meeting today declined to send delegates to the meeting of the Kentucky Burley Association, which convenes at Lexington next Wednesday.

Reduction Urged in Oldham

LAGRANGE, Ky., Aug. 14.—Four hundred Oldham county tobacco raisers met here today at the courthouse and voted overwhelmingly against a proposition to eliminate the 1921 crop. W. P. Yancy, formerly County Judge of Owen county, but now a resident of this county, was made chairman and S. T. Taylor was selected secretary. A proposition to limit the crop to two acres to each fifty acres was carried and Lee J. Brown, Newton Runyon and W. P. Yancy were selected as delegates to attend the Lexington meeting August 18.

A Nay Vote in Jessamine

NICHOLASVILLE, Ky., Aug. 14.—Tenants, farm hands, farmers and land owners gathered at the courthouse this afternoon and voted against the proposed tobacco cutout. Reduction of acreage was looked upon favorably by most of those present, but it was decided to take up the reduction later.

Cut Out and Cooperation in Grant

WILLIAMSTOWN, Ky., Aug. 14.—Tobacco growers here this afternoon organized a branch of the Farm Bureau Federation and appointed a delegate from each of the nineteen precincts of the county to represent them at Lexington, August 18. The meeting brought out a big crowd of growers. Sentiment seemed to be generally in favor of the cutout provided full cooperation of all counties in the Burley District could be had. Growers were unanimous in the opinion that this county's crop would be the largest and the best ever produced.

Supporting the Proposal in Owen

OWENTON, Ky., Aug. 14.—Tobacco growers of Owen county, meeting today, to consider eliminating the 1921 tobacco crop, voted 300 to 34 in favor of the cutout. Representatives will be sent from here to the meeting in Lexington Wednesday.

Higher Prices Forecasted

Improved market conditions during the next eight months will result in discarding any proposed plan for not planting a Burley crop in 1921, according to certain Louisville tobacco dealers.

Although refusing to be quoted directly on the subject, which they characterized as "delicate" in view of the apparent bitterness manifested at recent meetings of tobacco growers in Carrollton and Lexington, some dealers here say the "storm will blow over."

It was pointed out that similar action has been contemplated several times by the growers, but not carried out on account of improved conditions when the time for planting arrived. Farmers now complain that prices received will not pay for the cost of growing.

Dealers expressed belief that, with general economic readjustments and further extensions of foreign trade after the coming Presidential election, market conditions will improve.

Seed planting in no event would be begun until March or April, it was stated, giving, at least, eight months for conditions to become satisfactory again.—*Louisville Courier-Journal.*

UNITED STATES THE BIGGEST BUYER OF SPANISH LICORICE

Carlton Bailey Hurst, American Consul General at Barcelona, Spain, tabulates as follows the Spanish exports of licorice during the past five years:

Countries of destination	1915	1916	1917	1918	1919
Licorice Root	Kilos	Kilos	Kilos	Kilos	Kilos
United States	1,347,008	1,398,980	2,400,667	1,974,336	2,519,670
Algeria	.....	125	1,574	4,122	4,564
Belgium	.....	.....	.....	.....	88,190
Cuba	609	50	14,250	73,000	124
France	1,025,893	1,524,848	317,693	862,534	936,348
Germany	.....	.....	.....	.....	8,000
Great Britain	193,989	127,201	25,223	417,243	88,810
Italy	.....	.....	.....	.....	256,253
Portugal	.....	2,522	.....	.....	10,150
All other countries	1,000	21,970	12,672	57,071	25,852
Total	2,568,499	3,075,696	2,772,079	3,388,306	3,937,961
Licorice Extract and Paste					
United States	297,633	312,893	824,784	57,855	790,580
Belgium	.....	.....	.....	.....	33,160
France	219,103	182,901	88,927	110,008	88,275
Great Britain	23,054	76,497	54,574	99,051	59,478
Italy	1,105	17,250	.....	.....	3,719
Norway	1,782	2,414	421	9,336	4,250
All other countries	600	10,725	7,000	1,252	630
Total	543,277	602,680	975,706	277,502	980,092

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Pequonock,
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Growers of Shadegrown
and Packers of Leaf Tobacco
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Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
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For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Tobacco Making Good Progress in Connecticut

Late Settings Have "Hooped" Along and Give Promise of Heavy Crop—Harvesting Delayed by Showery Weather—Shade Growers Under Full Headway—Some Sales in Broadleaf Section—Crop Will Be Short—Demand Never Greater—Suffield Section Very Active.

HARTFORD, Aug. 16.—Wonderful growing weather has brought along the tobacco crop which has responded and is now looking its best. In the earlier set tobacco spot had developed very yellow, but these have now all outgrown the yellow cast, and have come back to a dark green color, and the late "setting" have just "hooped" along and caught up, and give promise now of a heavy crop.

Harvesting was delayed last week on account of showery weather, and the crop was making leaf and pounds, as the weather was muggy, hot and not too much rain, ideal weather for growing, but very bad for cutting and on tobbacco already in the sheds.

Buyers are riding and carefully watching the crop and reports are that there have been some sales made on the part of the grower at prices considerably higher than last year.

The shade growers are now under full headway and are sending their trucks into the city early each morning and going back to the plantations with help for the day's work, returning after the day's work. Growers throughout the entire valley are now working as fast as the weather will permit in securing the crop.

This week will see the harvesting well started along and busy times it will be and there will be a demand for experienced help, as the crop is coming along fast now and will crowd the growers to get it into the curing sheds.

Some sales are already reported in the broadleaf section, but while indications are that the buyers want the crop, yet they are not ready to jump in and buy thus far in the field, as has been done in former years, and many growers are not ready to sell until they have their crop in the sheds, for they say that then they can sell intelligently and then they know what they have got and the buyer also can see what he is buying, as a great many things might yet happen to the crop in the field, and were sales made, then readjustments would have to be made. Where the buyer buys Havana to be primed, it is necessary for him to buy the crop in the field, as many of the growers would not prime for themselves.

The 1920 crop in Connecticut will at best be short as a lot of acres were abandoned early in the season, owing to weather conditions, making it impossible to set the plants out, and many low spots that were set out were drowned out and will not yield any tobacco this season. The demand for the good old Connecticut tobacco was probably never greater than it is this year. This is brought about by reason of the fact that the Connecticut product is going into the best smoking tobaccos now being offered to the consumer, a distinction it well deserves. What the manufacturer wants today is good tobacco and he invariably turns to Connecticut to satisfy the demands.

The local fields have been visited for the past several weeks by some of the leading tobacco men and they are favorably impressed with the development of the crop after the early season of wet and cold which retarded the plants starting off quickly as they usually do.

It was feared that the heavy rains last month had washed away the fertilizer and that the plants did not have enough nourishment to carry them through, but with the change the past few days, this argument seems unfounded and what was really needed was the warm weather which we have had the past two weeks. One grower made a careful observation of the growth of his tobacco, and found that his plants grew 7 inches in 24 hours and by mental calculations he figured that his crop was growing at the rate of a mile per day.

The owners of the large plantations are doing much for their help and arrange for their demands as far as possible.

Last week the Connecticut Sumatra Tobacco Co., located at Buckland, rearranged one of their tobacco storehouses into a place of worship for their help, and yesterday the first service was held, Rev. Jose Marci Verdi, a Spanish priest, in this country twenty-four days. He came to the plantation and for a week worked there, and did not let it be known that he was a priest, as his chief object in coming to the United States was to carry out work that he had done in South America, getting in touch with the Spanish people and their living conditions.

He made it known, not being able to talk English, that he would like to attend mass, and the superintendent obtained permission from the owners to fit up a storehouse with benches at their expense in readiness for Sunday. This plantation employs 102 Spanish men and women.

Reports show considerable activity in the Suffield section the past week by the buyers, and sales are reported as being made, at prices from 45 to 55 cents per pound in the bundle.

Utilizing American Ships

"American ships today are carrying 60.8 per cent of our ocean-borne foreign trade, and 59.3 per cent of the net tonnage so engaged flies the American flag compared with 42 per cent for export and 51.1 per cent for import trade in 1919. Not only that, but American ships are carrying nearer to their rated net tonnage than are the ships under foreign flag. This is because many foreign ships return here in ballast, making our ships the more heavily loaded proportionately in export trade, and foreign ships the more heavily in export trade. This is due no doubt in large measure to the fact that buyers generally determine the routing," declares the *Wall Street Journal*.

During the six months ended June 30, ships engaged in foreign trade entering and clearing United States ports totaled 15,558 vessels, of 86,931,700 deadweight tons, and carried 37,398,184 long tons of cargo. Exports totalled 22,724,217, and imports 14,675,019 tons.

Vessels under American flag came to 9,550, or 61.4 per cent of the total. Their deadweight tonnage was 51,534,620, or 59.3 per cent of the total tonnage, and they carried 22,724,217 tons, or 60.8 per cent of the total cargo. The American ships carried 44.1 per cent of their load capacity, foreign ships 41.5 per cent.

In export trade 8,114 vessels of 43,754,487 deadweight tonnage carried 22,723,165 long tons of cargo. Of these ships 4,995 of 25,328,050 deadweight tons carried 11,591,446 tons of cargo, making 61.6 per cent of the total number and 57.9 per cent of the total tonnage under American flag, while 51 per cent of the cargo exported was in American bottoms.

In import trade ships under American flag numbered 4,555 of 26,206,570 deadweight tons, and they carried 11,132,741 tons of cargo. This makes 61.2 per cent of the ships and 60.7 per cent of the tonnage in import trade under American flag, while 75.9 per cent of the cargo entering was in American bottoms.

The average export load per ship was 2,800 long tons. The average export load for American ships was 2,320 long tons, or 45.7 per cent of their deadweight. For foreign ships it was 3,248 tons, or 60.4 per cent of their deadweight. The average import load per vessel was 1,972 tons. Average load in import trade was for American ships 2,444 tons, or 42.1 per cent of their deadweight, and for foreign vessels 1,226 tons, or 20.1 per cent of their deadweight tonnage.

Tobacco Business Prosperous in San Francisco

Wholesalers Making Preparations for Increased Volume—El Pano Planning Expansion—Retail Business Getting Its Share of Prosperity—Large Shipments of La Insular Cigars from Manila—Glaser Bros. Enlarging Wholesale Establishment—Harry Green & Co. Receive Four Million Manilas—Dull Business Reported from Northwest—"Steamer Day" Has Joined the Dodo—La Verdad Being Sold by Joe Rinaldo.

San Francisco, August 10.—Experiencing one of the liveliest periods known in years, the San Francisco tobacco trade is preparing for still more business in the near future. A strong local demand for class "C" goods and heavy shipments from the Philippines are reported. Several wholesale houses are enlarging their plants, preparatory to an increased volume of business.

Planning for a larger output, the El Pano Cigar Manufacturing Co., 526 Commercial street, is installing cigar making machinery. This will be the first concern in this city to use machinery in cigar manufacturing. Lieberman suction and bunch tables will be used. More than half of the manufacturing costs will be saved according to claims of the El Pano Co. In their output of 10,000 cigars a day, 45 cigarmakers have been employed. With the machines in operation, 18 workers can produce the same number of cigars per day, say officials of the company. They expect to have the new plant in operation early in September.

The retail business is reported good everywhere on the Pacific coast, especially in the city of San Francisco. Large shipments of La Insular cigars were received this week by the Marx Bros. Cigar Co. from Manila on the steamship Columbia. This concern is doing a big business and recently opened a new store at 21 Powell street.

A big demand for the higher priced goods is noted by Frankel, Gerdts & Co. Their volume of business has increased materially during the past week. A continuance of this prosperity is expected. J. Gerdts is in Havana. During his absence, Jake Marcuse, city salesman, is in charge of the factory.

Although affected somewhat by tardy freight deliveries, the Glaser Bros. concern is enlarging their wholesale establishment on Montgomery street to care for a larger business. They also report the demand for cigars and tobacco increasing rapidly. They recently bought out Prindle and Kurlander's wholesale cigar house on Fourth street.

The Testa Cigar Co. report an increased demand for their Palencia, Virginia Lee and Melba brands.

Prices of cigars and tobacco will increase 20 per cent within 60 days, declares P. A. Bricca, vice-president and manager of the Testa Co. The predicted increase will be caused by increased cost of wrappers, he says. Because this year's crop has been damaged by rain, colors will run very dark in his line, he thinks.

Four million cigars are being received this week from across the Pacific by Harry Green & Co., reported to be the largest handlers of Manila tobacco in the United States. With the present strong demand Mr. Green expects to dispose of this week's shipments very quickly. The steamships, *Columbia* and *West Hepburn,* docking in this port, and the *Arabia Maru,* coming to Seattle, are bringing the big consignments of Manila to Harry Green & Co.

Returning from a tour of Portland, Seattle and the Northwest, Z. Jerry Epstein and Harry Epstein report Northwestern business conditions very dull. Failure of the Alaska Salmon Canning industry together with inactivity of the shipyards is said to be the cause of the depression in Seattle and throughout the State of Washington. The Epstein brothers represent "Natural Rounds."

The last vestige of the time-honored San Francisco "steamer day" collection system is dead now with its abandonment by S. Bachman & Co. The 13th and 28th of the month were for years, collection days instead of the 1st and 15th, as is the custom now. This custom originated when steamers from around the horn were due on these days. S. Bachman & Co., wholesale cigar house, alone had kept up the custom for the last few years.

Again entering the sales force of Sam Israel, J. Block, formerly salesman for the American Tobacco Co. Pacific Coast branch, and for several years in the general merchandise line in New Mexico, says he is glad to be with his old company once more. Because of increased business, Israel is contemplating further additions to his force.

Joe Rinaldo has entered the employ of Simon Batt & Co., selling the clear Havana, La Verdad brand at three for a half.

WISCONSIN NOTES

Edgerton, Wis., Aug. 13.—The following wire, dated Westby, Wis., has been received by *The Reporter:* "The drought was broken by a good rain here late Wednesday (Aug. 4). Tobacco has improved wonderfully. A hail storm last Friday damaged one thousand acres in this section. Buying has started in a small way in Trempealeau county at 30 cents."

The Censor of Viroqua says: "Late tobacco will reap tremendous value from the rain, but the early weed has advanced too far to do much spreading out now, and will be very light."

In the southern section only a light sprinkle came a week ago last Wednesday; Friday scattered showers did some good, but the best rains came last Sunday. There has been no general rains in this section, and while the local showers are doing wonders of good to tobacco, more is needed in order to bring satisfactory results. A light sprinkle of hail to the east of Edgerton a week ago did very little damage. Albion Prairie has had no hail, nor the Janesville section, but some hail fell south and west of Deerfield last Sunday; reports indicate that the damage to tobacco was not serious. Under the spur of the moisture and the warmer nights now prevailing, all tobacco is undergoing rapid development. The topped fields show improvement in spread of leaf, though, as a general thing, the earlier tobacco may be lighter than the later plantings. The buying movement started in Trempealeau county a week ago Wednesday, mentioned in the wire printed above, carries no significance of important nature. In a week or ten days, after the tobacco fields have had a chance to prove the results of the rains, and the growing conditions generally, there may develop activities, of which, as yet, there are no reliable signs.

P. Brickson of McFarland was in the market last Tuesday.

The American Sumatra Tobacco Co. is sampling its 1919 crop put up in their warehouse here.

Leonard L. Johnson, tobacco man at Westby, Wis., called in the local market last Wednesday.

R. L. Henry, at one time with the P. Lorillard Co., is in the state. He is now connected with the American Sumatra Tobacco Co.

Geo. W. Spitzner of New York has been in Wisconsin this week. While in Edgerton he is the guest of Oscar Jenson, his representative here.

J. A. Jenson returned to Edgerton last Wednesday morning after a two weeks' absence. He has been at Rochester, Minn., and on his way home called at points in the norther part of the state.—*Edgerton Reporter.*

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Compañia de Abraham Haas

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SANCTI SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
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Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Cuban Tobacco and Cigars

WASHINGTON, Aug. 18.—"Sugar is supreme at the eastern end of Cuba, but tobacco holds the top position at the western end," writes William Joseph Showalter in the second of a series of National Geographic Society bulletins on "Where our Imports Come From."

"Pinar del Rio tobacco soothes the nerves of men of affairs the world over," he says. There are all kinds of tobacco-growers, from the rich *veguero*, with scores of acres of the finest Vuelta Abajo wrapper, grown under cheesecloth, to the poor thatched-hut dweller, with his little patch that produces nothing but cheap filler.

"The finest tobacco lands in Pinar del Rio are on the south side of the range of mountains that extend through the province from east to west, midway between the Gulf of Mexico and the Caribbean Sea, in a well-watered, rolling country, full of natural beauty and possessed of a climate as mild and sweet as the fragrance of the cigar whose raw material grows there. The soil is chocolate-colored, from two to ten feet deep, and gets its peculiar qualities from the volcanoes that once were active there.

"In growing Vuelta Abajo tobacco, seed is taken from the first growth of strong and sturdy plants and placed in pots of virgin soil near the fields. When the seedlings reach a proper state of development they are transplanted in the fields. Fertilizer is selected by chemical analysis of both the soil and the tobacco whose flavor it is desired to produce. A mulch of from two to three inches of partly decomposed hay is put over the ground to keep down the weeds and to provide vegetable matter as plant food.

"In curing, the leaves are suspended on poles which are put in racks, first in the sun and then in the curing barns, In the latter they hang for several weeks, their color changing from the green of the growing plant to the brown of the finished cigar.

"When this stage of the curing process is completed the leaves are put into heaps and left to 'sweat' for several days. After that they are placed in bales of about 100 pounds each and shipped to the storage warehouse. There they ferment and undergo a further curing. This process continues from one to two years, according to the grade of the leaves, before they are regarded as fit to be rolled into cigars.

"From storage the tobacco goes to the cigar factory. Here the bales are opened up and sprayed with clear water and allowed to stand until each leaf becomes moist and pliable. After this the leaves intended for fillers are placed in hogsheads for further curing, which requires from two to six weeks, depending on the grade of the tobacco.

"The wrapper leaves are selected with great care. The cheesecloth under which they were grown kept out insect enemies and protected them from heavy rains. Any leaf that has a hole through it is retired to the humbler rank of filler material.

"After the cigars are finished they are placed in old seasoned cedar bins, where they get a little touch of the cedar aroma, while any surplus moisture in them evaporates. When ready for market they are assorted according to the color of the wrapper and packed in the boxes we see at the cigar stands."

CIGARS FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Cases
N. Y. & Cuba Mail S. S. Co. (No. of cigars, 150,500)	31
Brit. Amer. Tob. Co	20
R. F. Downing & Co	2
Duncan & Moorhead	3
N. Y. & Cuba Mail S. S. Co	81
Wasserman & Co	11
United Cigar Stores Co	32
G. W. Faber Co	30
Acker, Merrall & Condit Co	34
Benson & Hedges	30
W. H. Allison	4
C. Weyman	3
Park & Tilford	12
G. S. Nicholas & Co	34
A. J. Billin Co	5
Robt. C. Hill	1
G. S. Nicholas & Son	12
Park & Tilford	70
Stern & Co	1
Order	24
Charles & Co	5

LEAF TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Bales
Stern, Mendelsohn Co., Inc	165
L. Cantor	483
Max Schwartz	70

STRIPPED TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Barrels
J. Tuero & Bros	45
E. Ellinger & Co	25

LEAF TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Packs
M. Lopez & Co	35
Order	4
Yocum Bros.	22

SCRAP TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Barrels
Hinsdale, Smith & Co	20
	Packs
S. Rossin & Sons	74
Max Schwartz	7
Greenhall Bros.	11
Order	14
B. Rovira & Co	6

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LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

STEMMED TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Barrels
J. H. Goetze & Co.	100
S. Rossin & Sons	39

TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Bales
S. Ruppin	26
H. Oppenheimer	10
Gonzales & Son	75
	Barrels
Hinsdale, Smith & Co	139
M. Lopez & Co	77
S. Ruppin	32
J. H. Goetze & Co	10

SMOKING TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Pounds
C. Weyman	20

FILLER TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Barrels
Max Herzog	5
Eckerson & Co	40
S. Rossin & Sons	74
	Bales
S. Rossin & Sons	54

UNSTEMMED TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Bales
Eckerson & Co	10
Havana Amer. Co	300
Goldberg & Son	79

TOBACCO FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.
Consignees:

New York—	Packs
Max Herzog	5
General Cigar Co	227
P. Lorillard Co	124
Stern, Mendelsohn Co., Inc.	143
Victor Toledo	10
J. Bernheim & Son	33
N. Y. & Cuba Mail S. S. Co.	216
B. Rovira & Co	20
Havana Amer. Co	79
Order	618
Greenhall Bros.	4

SHIPMENTS FROM CUBA.

Per S. S. Esperanza. Arrived Aug. 11.

To Boston, Mass., Allen & Fisher, Inc., 78 packs tobacco. To Philadelphia, Pa., S. Weinberg, 5 bbls. filler tobacco, 5 packs tobacco. To Liverpool, Eng., N. Y. & Cuba Mail S. S. Co., 20 cs. tobacco. To Chicago, Ill., J. Sutter & Sons, 29 bales tobacco. To Gibraltar, N. Y. & Cuba Mail S. S. Co., 2 cs. cigars. To Durham, S. A., 4 cs. cigars. To Tangier, Africa, 2 cs. cigars, 40 cs. scrap tobacco. To Sydney, Australia, 4 cs. cigars. To Lyttleton, N. Z., 2 cs. cigars. To Dunedin, N. Z., 2 cs. cigars. To laide, 2 cs. cigars. To Antwerp, Belg., 5 cs. cigars. To La Paz, Bolivia, 51 cs. cigarettes, 4 cs. cigars. To London, 9 cs. cigars. To Bombay, 1 cs. cigars. To Argentina, 4 cs. cigars. To Chicago, Ill., General Leaf Tob. Co., 15 packs tobacco; S. Veeda, 34 bales tobacco.

Egyptian Tobacco Trade in March

The following figures show the tobacco imports into Egype during March, 1919, compared with March, 1920:

	March, 1919		March, 1920	
	Tons.	Value.	Tons.	Value.
Tobacco, leaf.	410	$919,103	690	$1,314,746
Tobacco manufactured ...	6	16,570	5	15,647

Exports from Egypt during the same periods were, 1919, cigarettes, 60,068 pounds, valued at $275,457; during 1920, cigarette exports were, 97,030 pounds, valued at $441,665.

The declared cigarettes from Cairo to the United States during March, 1920, are shown to be 614 pounds, valued at $2,506.

Algerian Tobacco Trade

The quantity and value of tobacco and tobacco products into Algeria during the first quarter of 1919 and 1920 are as follows:

Tobacco—	Jan.-Mar., 1919		Jan.-Mar., 1920	
	Metric tons.	Value.	Metric tons.	Value.
Leaf or stalks.	371	$256,497	600	$414,757
Cigars	..	....	*285,900	18,721
Cigarettes	..	4,439	....	22,388
Other tobacco manufactures	..	579	....	193

The quantity and value of tobacco and tobacco products exported from Algeria during the first quarter of 119 were as follows:

January-March, 1919		January-March, 1920.	
Metric tons.	Value.	Metric tons.	Value.
1,553	$1,198,723	2,758	$1,758,423
*1,521,800	73,340	2,147,000	103,641
819	1,991,953	666	1,618,691
1,094	1,461,396	280	372,876

* Number.

Customs and Internal Revenue collections and figures showing the number of cigars made in Tampa from January 1 to end of July, are as follows:

Tobacco, leaf or stalks	
Cigars	
Cigarettes	
Other tobacco manufactures	

Trade Conditions in Hongkong in May

The trade decline of Hong Kong exchange has unsettled business in lines, and it is difficult to sell anything from Europe or the United States, to Vice Consul Leighton Hope.

The declared tobacco exports to the United States from Hong Kong for May and the five months ending with May, 1919, and May, 1920, were as follows:

Month of May—		Five months ending with May—	
1919	1920	1919	1920
$4,575	$20,364	$24,397	$43,104

The declared tobacco exports to the Philippine Islands from Hongkong in May, 1919 and 1920, and during the first five months of both years:

Month of May—		Five months ending with May—	
1919	1920	1919	1920
$1,663	$1,352	$20,966	$7,630

Declared tobacco exports from Hongkong to Hawaii during the same periods were as follows:

Month of May—		Five months ending with May—	
1919	1920	1919	1920
$1,275	$1,241	$4,683	$4,482

Key West's Cigar Output in July

The official figures showing the number of cigars made in Key West, during July, are as follows:

Class A	159,500
Class B	879,280
Class C	5,140,430
Class D	1,263,600
Class E	22,000
Total	7,464,810

Revenue stamps sold amount to $69,805.99.

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REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

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(S. en C.) ESTABLISHED 1873
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Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

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Specialists in Sancti Spiritus and Semi Vuelta
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SPECIALISTS IN REMEDIOS
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SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
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JUAN B. DIAZ
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Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
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The Question of British Duty on Imported Cigars

The Chancellor's Refusal to Make Concessions

(From *Tobacco Trade Review*, London)

During the committee debates on the Finance Bill in the House of Commons the proposed *ad valorem* duty of 50 per cent. on imported cigars came up, Mr. Hood (Wimbledon) moving the substitution of 20 for 50 per cent. He said the proposal of the Government meant that as between the British manufacturer who brings in his tobacco at a duty of 8s. 2d. per lb. and the manufacturer abroad who imports at 15s. 7d., the difference would be something like 30s. 7d. per lb.—a very important discrimination in favor of the British cigar manufacturer. The tax on the imported cigar would be raised from 3d. to about 10½d.; and as the Chancellor of the Exchequer learned from a deputation which he (Mr. Hood) introduced, consisting of very reputable firms, which almost entirely devoted themselves to the cigar trade, this fresh impost would lead to a very large reduction in the sale of cigars.

Therefore, while the Treasury would not get much increase in money, many businesses would be unable to carry on.

Mr. Chamberlain remarked that there had been a misunderstanding through the calculations of the officials—which was to say the value habitually given to the customer for statistical purposes proved not to be the real value on which the duty would be levied. The duties declared were lower than the real tax, and therefore 50 per cent. *ad valorem* would bring in more money than he had supposed. According to the best calculations he could make a 33⅓ per cent. *ad valorem* duty on the true value of the cigar would produce as much as he had anticipated from the 50 per cent. He had come to the House prepared to make this reduction, but the reception the House had just given to his concession with regard to champagne had not encouraged him. He would therefore like a little more time to consider the question.

Chas. Palmer (Shropshire, the Wrekin) asked that whatever the Chancellor of the Exchequer did in this matter he would consider adopting a lower *ad valorem* duty in regard to stock now in hand. Owing to circumstances arising out of the war, merchants had not taken their cigars out of bond, and there was a large trade depending very much on his decision.

The Best Cigars in the World Come to London

Sir Watson Rutherford (Liverpool, Edgehill), speaking as one who had had more years' experience in smoking cigars than he cared to remember, remarked that the best cigars in the world were always to be got in London and on the best terms, in spite of the duty being higher, as it was before the war, than anywhere else in the world. He hoped the Chancellor of the Exchequer would be good enough to bear in mind what the true solution of this problem was—merely that if you put a duty of so much a pound upon imported cigars, supposing it is 15s. now, or 30s. as it is to be, the effect of any such duty will put a stop to the supply of rubbish. If a cigar is only worth 10s. a pound to start with it cannot stand a duty of 30s. or 15s. a pound, but material that is worth 100s. to start with can easily stand that duty. But if you have a system of making it *ad valorem* you are immediately opening the market to rubbish. (Hear, hear.)

Sir Richard Cooper (Walsall) said he was also a considerable smoker of cigars, and liked the best. (Laughter.) But people ought to pay a high duty for luxuries. (Hear, hear.) It was the duty of the Government so to frame the budget as to put a stop to the enormous expenditure on unnecessaries and luxuries.

Sir F. Banbury (City of London) held that Government expenditure should be reduced first of all. He supposed it was understood that if the duty were reduced the produce would be no less than was originally estimated for.

Mr. Chamberlain: Yes. I ask the committee to give me time between now and report further to consider the matter. The lowest that I should be prepared to say is 33⅓ per cent. to produce approximately the same revenue as I anticipated would be received from the 50 per cent. When I ask for time for consideration, of course, that means that I have not made up my mind. My honorable friend must not take me as in any sense pledged to make that concession or any concession at all. Frankly, I want to weigh the various facts of the case.

Sir Ivor Philipps (Southampton) hoped the right honorable gentleman would stick to his bill. The taxes of the country were bearing very heavily on the poor man—(Hear, hear)—and the duties on luxuries should be upheld.

Lieut.-Col. Sir F. Hall (Dulwich) said he was glad to hear that the Chancellor of the Exchequer had tentatively decided to make some alteration, for, having budgeted for a certain amount, he found he would probably get it by making a

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smaller demand on the people who smoke these so-called luxurious cigars.

Mr. Richardson (Peckham) hoped that if the Chancellor of the Exchequer had anything to give away, he would turn to those things that are absolutely essential for bringing up an A1 people in an A1 nation. (Hear, hear.)

Mr. Hood withdrew his amendment, and the clause was agreed to, after a division taken by the Independent Liberal members as a further protest against Imperial preference.

When the debate was resumed on the report stage, Mr. Hood moved an amending clause, substituting 33⅓ per cent. instead of 50 per cent. duty on imported cigars. In doing so he said:—"This is to reduce the *ad valorem* duty on cigars from 50 per cent. to 33⅓ per cent. It will be within the recollection of the House that I moved in committee to reduce it from 50 to 20 per cent." The Chancellor then said the Government was not prepared to accept that reduction, but he was disposed to accept a reduction to 33⅓ per cent. I do not propose again to go over the arguments used, and I, therefore, formally move. Now that the Chancellor has had the opportunity of going into the matter he may be prepared to accept the amendment. He was convinced, I understand, that there had been an undervaluation of under-declaration in the value of imported cigars, and in all probability he felt the amount which he had budgeted for would be achieved at a lower rate. If that is so, I assume he is satisfied, and I beg to move my amendment.—Mr. Chamberlain: Both in respect to champagne and cigars we found that the Customs pre-war returns which were all we had to go upon were inaccurate. Champagne was over-valued; cigars were under-valued. I made the concession I did in respect of champagne not on the merits of the case, but in deference to the strong appeal on behalf of our French Allies. The case for tobacco is rather different, because the value of cigars being higher than anticipated the duty *ad valorem* would also be high, and would yield more revenue than I had expected, assuming that it did not affect consumption beyond the extent for which I had already made allowance. There was a very critical spirit in the House towards the reduction of the duty on champagne. I consented only on the ground that such a concession which would be valued by the French, and from a desire not to persist in the actual original proposal of the budget to carry through a tax which they thought would fall as a special hardship on them. I doubt very much whether that being so the House would be prepared to consider a reduction in the 50 per cent. on cigars unless I could show a convincing case to the House that the duty at so high a figure would so reduce the charges that the lower duty would be the more remunerative of the two. Since I spoke I have gone carefully into the matter, and I do not think that would be true. I think the 50 per cent. duty can be borne and will produce more money than 33⅓ per cent. Having regard to all the circumstances I do not think I should accept the reduction proposed by my honorable friend. I propose, therefore, to ask the House to continue the duty at 50 per cent. The amendment was negatived.

HONGKONG TOBACCO TRADE

A Principal Industry—Imports and Exports of Tobacco—American Leaf Largely Used

Tobacco-working in Hongkong has come to be one of the principal industries of the port involving a considerable import and export, and employing many hands, says Consul General George E. Anderson. The trade returns covering imports are not complete since a portion of the raw materials come from those ports in China which are not included in the statistics. The Hongkong figures show imports valued at $4,720,153, including cigars at $322,788; cigarettes valued at $1,468,544; raw leaf, $2,884,196; prepared foreign, $24,728; prepared native, $19,809; and miscellaneous, $88. To these imports, however, should be added something like $2,500,000, the value of the imports from South China not included in the above returns, making total imports of $7,220,153.

The exports were valued at $13,574,286, including cigars, $854,977; cigarettes, $6,340,862; raw leaf, $2,858,112; prepared foreign, $46,596; prepared native, $3,458,774; and miscellaneous, $14,964. Of the imports of raw leaf returned in the Hongkong figures the United States furnished $1,939,177; the Philippines $309,707, China $385,211, and Burma $173,386. China, as above indicated, really furnished the greater portion. Exports of cigars were mostly to North China; of cigarettes to China, the Straits Settlements, East Indies, Siam, and Indo-China; of raw leaf to Egypt, Great Britain, the United States, France, Holland, Belgium and various eastern countries; and of the prepared leaf to the Straits Settlements and North China, the former taking two-thirds of the whole. The American leaf is used almost entirely in mixtures by the large cigarette factory in Hongkong, and the Philippine leaf supplies much of the material for the large cigar factory in the port.

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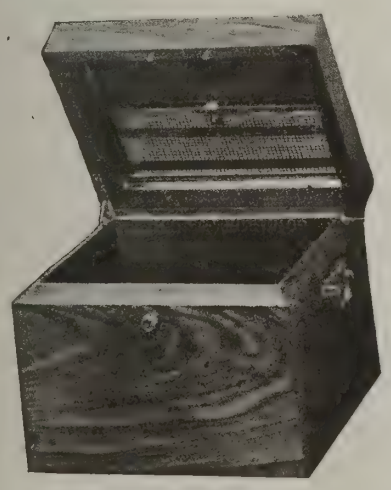

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Mid-August Business Is Good in Philadelphia

Many Interesting Developments to Engage Attention—Consolidated-Forty Four Rumor Denied by Secretary Funk—Price-Cutting War Waxing Warm—United Shows Strong Determination to Defeat Aims of Cut-Raters—Has Moral Support of Trade—Mendel & Co. Creditors Meet—Getting Recruits to New Association—Azogue Co. to Be Incorporated—Political Candidates Disclaiming Sympathy with "Anti" Movements.

PHILADELPHIA, Aug. 17.—The traditional dull dogdays of August have not lived up to their reputation this year; there has been more real activity this month than for many years past. And this mid-August week readily took the lead for developments to engage trade attention.

Foremost in discussion was the report that the big Forty-four factory had been taken over by the Consolidated Cigar Company of New York. In every manufactory and in many of the larger retail stores where last week the alleged taking over was whispered as a rumor, positive statements were made this week. Officials of the Forty-four Company, asked point blank for a statement by a representative of TOBACCO, said that their telephone had been kept ringing all day long by inquirers. M. A. Funk, secretary of the company, authorized this statement:

"There is no foundation in fact for the stories that the Forty-four Company has been merged with the Consolidated Company."

It is believed this emphatic statement will put a quietus on the stories.

Perhaps of even greater interest, however, is the very lively warfare over prices which is being conducted in the rather newly developed lower Market street cut-rate section. The battle there is tense; but it is limited to but a few blocks, from Second to Fifth street. Above Fifth street and in the few blocks from Second street to the ferries, all is serene.

The battle is on between the Post Company, owners of a chain of stores and the United Company. Trade rumors are that the United proposes to put a stop to the slaughter of prices, particularly on cigarettes, and on smoking tobacco and is prepared to go to any length to accomplish that end. Be that as it may, it is certain that cut prices are being met by cut prices, and that, while at this writing and for the past week the direct beneficiary has been the consumer, all the trade is taking an interest, for the reason, that if an end can be put to price-slashing, which recently has actually placed before the consumer tobacco at an equal or even less price than the regular dealer has to pay the jobber, such a termination would be a benefit to the entire trade. To that extent, the policy of the United Company is receiving the approval of the whole trade.

The Post Company, it will be remembered, recently opened a very elegantly appointed store at Third and Market streets, and subsequently a branch store at 5th and Market streets. This week the finishing touches are being placed on another branch at Second and Market streets, of which Louis M. Thress is to be manager.

The Post Company highlighted cut prices. Camels, Piedmonts, Sweet Caporals, Lucky Strikes, and Chesterfields, were offered at 14½ cents, Fatimas at 19½ cents, Helmars at 11 and 20½ cents, and Murads at 15½ and 29½ cents.

Directly opposite all the Post Stores that are, and the new one that at the close of this week is to be, are United Stores, and at these large window cards were posted, announcing price slashes almost as great as those of the Post Company, but which when there is added the value of the profit sharing certificates given, are a shade below the Post. These prices obtain only at the United Stores between 2nd and Fifth streets. At the United establishments at Delaware avenue and Market, and at Front and Market streets, the regular legitimate prices are maintained; likewise on Market street above Fifth street, and in all the other United Stores in the city.

Market street is by long odds the greatest shopping thoroughfare in the city, and the lower end is used daily by many hundreds of thousands of vacationists and residents of this city and Camden going back and forth to their places of employment. No trade warfare, therefore, ever has attracted quite so large a share of attention as the present.

The invasion of the select Chestnut street section by cut-rate firms is steadily continuing, although competition is not nearly so keen as on Market street. Between 7th and Ninth street along Chestnut street, or close by, there are now four cut-rate establishments. The latest of these, the Cut Rate Store, is just being opened on Eighth street, a few doors below Chestnut street, by G. Peckman, who this week took a lease for a long term of years from Lionel Friedmann, representing Joseph Goodman. The newly opened Scarlett Store is at Seventh and Chestnut street, north side, and directly opposite is the City Cigar Store, which is competing in price slashing. On Chestnut street, below Ninth street, is the Wachter store, which also is cutting away at prices.

The store vacated by the Scarlett Company at Thirteenth and Arch streets, when it removed to 7th and Chestnut streets, is undergoing very extensive alterations, and according to reports is shortly to be opened by the Wells Company as a general cut-rate establishment, with a cigar department as but one of its branches. The new Label cut-rate store on Germantown avenue, just below Chelton avenue, is nearing completion and shortly will be opened.

Creditors of Mendel & Co. met on Tuesday of last week in the office of referee Hoffman, 905 Walnut street to consider the financial status. It is reported that on the part of all, there was evidenced an attitude of sympathy for the firm with such assurances of support, that it is now regarded as certain that at an early date the firm will be enabled to resume production. Letters still are being received by Mendel & Co. from patrons all over the United States pledging continued assistance and expressing early hope for resumption.

T. H. Hart & Co., and John Wagner & Sons, jobbers, who were unable to be represented at the organization meeting of the new Association, as set forth in these columns, during the week forwarded to Association officials formal acceptance of membership with accompanying check. When vacation days are over, the activities of the new body promptly will be gotten under way.

Joseph Leverance of the E. V. Schnorr Cigar Co., of Wichita, Kansas, was a visitor during the week to the Bayuk Brothers factory. He reported phenomenal prosperity in Kansas and Oklahoma, due to the fact that for the first time in many years there were simultaneous bumper crops of both corn and wheat.

Mr. Lowenstein of the Royal Cigar & Candy Co., Newark, N. J., was another visitor endeavoring to have expedited deliveries of Phila. Hand-Made cigars.

The business established many years ago by the Azogue Company, at 8th and Chestnut streets, but since conducted from an office, is to be incorporated as the Ramon Azogue Company. On August 30 application will be made to the Governor for a charter by Ramon Azogue, A. Azogue and J. J. Cabrey to buy, manufacture, sell, import and export

and to trade both at retail and wholesale in tobacco, cigars, cigarettes and smokers' accessories. Ralph O. Hall, Widener Building, is the solicitor.

George Parker, 1730 North Camac street, distributor for the Rose-O-Cuba has added a new auto to his delivery department.

At the Magers Store, 11th and Sansom streets, there are being featured the Maria Christinia Manila and the Consuello brands. Cut prices on cigarettes are being made.

Thomas Leightman, formerly of the Stratford Company sales force, is now attached to the U. S. department which is disposing of aeroplanes built for the great war.

The International, made by Kohnberg Brothers, is appearing on the retail stands in the centre of the city.

Mary Lario, twenty-four years old, of 1008 Locust street, Camden, met death last week while on her way to the Seidenberg & Company cigar factory in Camden, where she was employed. After alighting from a trolley car at Broadway and Mechanic street, she attempted to walk around the rear of the car when she was run down by a motor truck. The driver, Walter Seula, of South Sixth street, Camden, hurried her to the Homœpathic Hospital, but she was pronounced dead on her arrival.

Coates Coleman Company, 125 Commercial Trust Building, on the Train Floor is featuring the Dunhill pipes, for which the firm is the sole Philadelphia distributor. The line is carried in more than fifty shapes and styles.

W. A. Heenan, General Representative of the Melachrino department, visited the Philadelphia branch last week, en route on a tour through the Middle West with Chicago, St. Paul, Minneapolis and St. Louis the principal calling points.

A crew under the direction of W. N. Stewart is engaged on a campaign for Naturals and Prettiest.

John Mardsen, of 29th and Diamond streets, a well known uptown sub-jobber, has returned from a month's trip through Canada. His time was spent largely in fishing, in which he is both an expert and an enthusiast.

N. Blumenthal, 108 South street, an active South Philadelphia jobber, has doubled his delivery facilities by the addition of a new Reo speed wagon.

Sidney Gordesky, of the Franklin Tobacco Company, is spending his vacation on a fishing trip off Atlantic City.

W. A. Hall, in charge of distribution for the Stratford Cigar Company, is visiting the Philadelphia factory at Front and Arch streets. He called en route home from a trip to the factories at McSherrystown and at York, and at all, the burden of his appeal to the hands was to speed up production, the Company still being far oversold. A. Altman, Superintendent of the Philadelphia factory, is enjoying a vacation at Wildwood, N. J.

Harry W. Boston came to town on Monday of this week with a very attractive line of William Demuth & Co. pipes.

A new individual packing in foil of the Garcia Grandes is being received by the centrally located dealers. The container is the attractive decorated tin can lately introduced. Victor Lopez is in town boosting the sales of this brand.

Under the enthusiastic direction of Evans Tucker, Pall Mall Rounds are being effectively displayed at many retail stands.

The United Store, which succeeded the old Yahn & McDonnell stand at the northeast corner of 15th and Chestnut streets was thrown open this week. It is richly appointed and occupies a corner regarded as the most desirable for both a select and a transient trade, in the city.

Mid-August finds the movement instituted this summer for the first time among the leaf houses to close all day Saturday, almost universally adopted. There is but one establishment which is keeping open full force and two others which maintain but a half force at work. All the others are closed tight all day Saturday. It is believed that next year all day closing will be adopted by all the leaf trade.

All the manufactured stock and raw materials not destroyed by the fire in the Sig C. Mayer factory at 4th and Cherry streets, have been taken over by the insurance companies affected, so that when at the close of the month operations are again started in the reconstructed factory at 306 Cherry street, from which the Mayer firm was driven early in the year by fire, it will be with an entirely new and fresh stock. Though the factory had to be closed for several weeks, the Mayer Company is confident that its old organization will be found practically intact when production again is begun. Since the fire at 306 Cherry street, that building has not only been completely renovated but has been rearranged so that much additional space has been made available, the aggregate running to over 20,000 square feet. About 200 hands will be employed. Edward Marshall, pacific cost representative, is lingering in the city for the purpose of giving personal assistance.

Adolf Loeb, of K. Strauss & Co., left last week for a two weeks' auto trip through Maine.

Visitors to the Philadelphia leaf market during the week included Ray S. Clark, of Wm. M. Quanjer, Inc.; Wm. B. Shaw, M. I. Durlach, F. R. McDermott, and William Holzman, all of New York.

Joseph Silberman, for many years connected with the Consolidated Cigar Company and its predecessors, and who recently established himself in business with I. Gast, as Silberman & Gast, Chester, Pa., is introducing to the Philadelphia trade the firm's leader, the Josil. During the past month the firm reports production has been a little more than doubled.

Evans Walsh, of Rosenthal Brothers, New York, makers of the R-B brand, paid a brief visit during the week to the local trade.

President Paul Brogan, of the Dusel-Goodloe Co., is winding up a two weeks' vacation at Ocean City, N. J.

Representative Popper of the Melachrino, Philadelphia branch, is still engaged in counting the boxes of that brand which were piled helter skelter into the show window of the National drug company, 13th and Market streets for a guessing contest with liberal cash prizes. No restriction was imposed on guessers. The contest lasted from August 2 to August 12, inclusive, and it attracted such throngs that the sidewalks at times were congested.

De Lisser Brothers, Brooklyn, who for the past ten years have been auditing advertising space for over 100 newspapers have formed a corporation in New York. The following were elected officers: Rudolph A. De Lisser, president and treasurer; Percival P. De Lisser, vice president; George F. Corcoran, secretary. L. A. N. De Lisser was elected chairman of the board of directors.

Hipple Bros. & Co., Inc., report very heavy sales for their special packing in 130 to 140 pound drums of America-Havana stripped fillers, all ready for use by manufacturers.

The W. H. Bailey Cigar Co., of 2d and Arch streets, has received a large shipment of the La Conchita branch, made by the Rosario Commercial Co. and part of a large order placed a long time ago. The firm reports a most gratifying sale of its own recently introduced brand, Private Tips. During the month there was received a shipment of fifty cases of the Fort McKinley Manila cigar.

Prompt disclaimers have come from candidates for office, subject to the votes of the electorate of the big Reading, Pa., cigar making district that they in any wise approved of the anti-tobacco crusade which is being conducted in other parts of the State. The tobacco growing and cigar making industry is, according to latest census figures, the sixth industry in point of importance in Reading, and local sentiment can be judged. W. H. Yocum, president of Yocum Brothers, operating one of the largest cigar factories in the Reading territory, says the plank-stage is about the furthest the agitation will ever get. Disclaimers of crusade against tobacco have just been made by many W. C. T. U. officials who were said to be back of an anti-tobacco movement. Howell W. Bonawitz, Prohibition candidate for the Legislature, has taken the attitude that if the Prohibitionists adopt an anti-tobacco plank he will not remain on its ticket.

Here's a High Dive!

PRINCE HAMLET is making a "high dive" for popular approval that is bound to be a winner. Sixty feet is as pretty a "swan - dive" for smoke-favor as you ever saw.

Prince Hamlet lights so easy in a customer's "cigar consciousness" that he scarcely makes a ripple in the "pool."

PRINCE HAMLET

2 for 25c. — 15c. — 25c.

Also 10c. and 11c. sizes

The Well-balanced, Satisfying Smoke

Our Car-Cards picture him in the correct attitude. He's a favorite with most Dealers. Know him!

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

PHILADELPHIA

New York, 119 Lafayette St., Phone Franklin 3166

E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City

Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE

For

MAKING LONG FILLER BUNCHES

With

UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

COLWELL CIGAR MACHINE CO., Inc.

131 Washington St. Providence, R. I.

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO TRADE MARK WALLS COURT
FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA

REG. U. S. PAT. OFF.

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

THE MEADS TOBACCO CO.

IF IT'S TOBACCO

WE HAVE IT

RED LION, PA. U. S. A.

I. H. WEAVER

- - PACKER OF - -

All Grades of Leaf Tobacco

237-39-41-43 N. Prince St., LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

Correspondence Solicited

SEEDLEAF TOBACCO GROWERS COMPANY, Inc.

LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers

Connecticut and Pennsylvania Leaf Tobacco

320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.

Lamour Street and M. & P. R. R., York, Pa.

J. E. PERKINSON, President

C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.

INCORPORATED

PACKERS AND DEALERS IN

LEAF TOBACCO

Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

Employers Warned to Carry Compensation Insurance

Drastic Penalties to be Asked in New Drive to Enforce Law—Many Awards Go Unpaid—205 Prosecutions in Year—Fines Imposed on 122 Defendants.

"Employers who come under the Workman's Compensation Law are warned to carry Compensation insurance to cover their employes. The failure to do so," said Bernard L. Shientag, Chief Counsel to the State Industrial Commission, "is a misdemeanor punishable by a fine up to one thousand dollars, by imprisonment up to one year, or by both such fine and imprisonment." The Industrial Commission through its counsel will proceed vigorously against any employer who continues to disregard this important law.

"A large number of awards to injured workmen and to widows and orphans cannot be collected," said Mr. Shientag, "because employers have neglected to carry compensation insurance, and in many cases are financially unable themselves to make payment. These widows and orphans are condemned to a life of want and compelled to seek the aid of charity because employers have violated this law."

"It is not only a great injustice and social wrong, but it arouses a spirit of resentment and discontent in the hearts of these unfortunate victims of industrial accidents, who cannot understand why the humane Workman's Compensation Law, which they counted on for protection, has completely failed them."

Any employer who is in doubt as to his duties under the Workman's Compensation Law should apply promptly to the Industrial Commission, at its office, 124 East 28th street, New York City. "If an employer continues to violate this law, he may expect very little consideration from the Commission and from the courts," said Mr. Shientag. In the last year the Court of Special Sessions imposed fines ranging from $50 to $250 on 122 employers failing to carry compensation insurance, and one uninsured employer in whose plant a worker was seriously injured was sent to jail for thirty days.

"Nuff sed."

DOLLAR IN EXCHANGE.

(*Continued from page 8*)

In Spanish money ..... 1.30 .98

(Quoted in dollars to the pound)

	Saturday	Week ago
Sterling, demand	$3.6375	$3.6675
Sterling, cables	3.6450	3.6750
Sterling, sixty days ..	3.5975	3.6275
Sterling, ninety days..	3.5775	3.6075
(Quoted in cents to the unit)		
Francs, checks	7.255	7.62
Francs, cables	7.265	7.67
Belgium, francs, chks..	7.71	7.77
Belgium, francs, cbls...	7.72	7.78
Lire, checks	4.98	5.12
Lire, cables	4.99	5.13
Swiss francs, checks...	16.60	16.75
Swiss, francs, cables...	16.66	16.77
Marks, checks	2.17	2.16
Marks, cables	2.17	2.16
Guilders, checks	33.125	33.50
Guilders, cables	33.25	33.60
Austrian crowns, chks.	.52	.56
Austrian crowns, cbls..	.52	.56
Sweden, checks	20.60	21.00
Sweden, cables	20.70	21.10
Denmark, checks	15.20	15.60
Denmark, cables	15.25	15.65
Norway, checks	15.20	15.70
Norway, cables	15.25	15.75
Pesetas, checks	15.08	15.22
Pesetas, cables	15.13	15.27
Greece, checks	11.60	12.00
Greece, cables	11.70	12.10
Manila, checks	46.50	47.25
Manila, cables	46.75	47.50
India, rupees, checks...	36.25	37.25
India, rupees, cables....	36.50	37.50
Japan, yen, checks.....	51.25	51.25
Japan, yen, cables.....	51.50	51.50
Argentina, checks	38.50	38.25
Argentina, cables	38.65	38.40
Brazil, Rio, checks	20.90	21.15
Brazil, Rio, cables.....	21.00	21.25
Czecho-Slovakia, chks..	1.85	2.00
Czecho-Slovakia, cbls..	1.85	2.00

LEAF TOBACCO FROM GREECE

Per S. S. Magali Hellas. Arr. Aug. 13.
Consignees:

New York—	Bales
Pan Lysimachou	95
M. D. Christin.....	62
Gambros Soniaris	87
Order	262

Per S. S. Anthony. Arrived Aug. 11.
Consignees:

New York—	Bales
Melachrino Tob. Trad'g Co., Inc.	120

TOBACCO FROM CONSTANTINOPLE.

Per S. S. Oshkosh. Arrived Aug. 16.
Consignees:

New York—	Bales
Export Leaf Tobacco Co.....	513
National Bank of Bulgaria....	18,063
Stephano Bros.	37
Liggett & Myers.....	2,146
American Tobacco Co.....	3,170
P. Lorillard Co.....	2,409
H. Karamanian	2
Q. C. Garry.....	2
To order	9,988

TOBACCO FROM COLOMBIA.

Per S. S. Tivives. Arrived Aug. 16.
Consignees:

New York—	Bales
Nouss Hesslein & Co.....	54

LEAF TOBACCO FROM ENGLAND.

Per S. S. Nortonian. Arrived Aug. 10.
Consignees:

New York—	Bales
Liggett & Myers Co.....	50

TOBACCO FROM HAMBURG, GERMANY.

Per S. S. Mar Caribe. Arr. Aug. 10.
Consignees:

New York—	Bales
Order	14

CIGARS FROM KINGSTON, JAMAICA.

Per S. S. Fariston. Arrived Aug. 11.
Consignees:

New York—	Cases
Brit. Amer. Tob. Co.....	14

CIGARETTES FROM PORT SAID.

Per S. S. West Kasson. Arr. Aug. 13.
Consignees:

New York—	Cases
Order	1

CIGARETTES FROM ENGLAND.

Per S. S. Caronia. Arrived Aug. 16.
Consignees:

New York—	Cases
G. S. Nicholas & Son.....	2

BENJ. SCHWARTZ

EXCLUSIVELY

PACKER PENNSYLVANIA BROAD LEAF

AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A

Correspondence Solicited

EPHRATA, PENNA

The United to Have Ten-Story Building in Chicago

Company Is to Erect Structure at Cost of About $1,500,000—Has 99-Year Lease—Thos. A. Harbich Now with Planco—H. M. Schermerhorn, Inc., Brings Out Havana Cigar Under Commercial Club Label—Wm. Best, Jr., and Henry Esberg on Important Mission—Shortage on Chas. Denby Brand—Tuval and Other Perez Brands Advanced—New Cigar Co. Said to Be Forming in Tampa—El Demonstratio, a Manila Cigar, on Sale—Cressida, Squares, Making Friends—Mozarts Have Advanced—Spurs Have Caught on Well.

CHICAGO, Aug. 12.—The United Cigar Stores company is to erect a ten-story office building, to cost in the neighborhood of $1,500,000, at the corner of Cottage Grove and Sixty-third street. The structure will front north 125 feet on Sixty-third street and 125 feet west on Cottage Grove. The United has filed for record, a ninety-nine year lease, which calls for a total rental of over $2 000,000, or at the rate of $20,000 and taxes yearly, beginning May 1, 1921. The lessee agrees to erect a new building to cost not less than $100,000.

One of the oldest drug store corners on the south side—the Keebler building at the northwest corner of Wentworth avenue and West Thirty-first street—is to doff its modest coat of gray paint for the gay crimson garb of the United Cigar Stores Company. That concern has just been leased from E. F. Keebler for ten years, from May 1, 1921, at a term rental of $28,000. The United will divide the space into three stores, subletting two.

Quarter page Ricoro ads are again seen in the Chicago daily papers. Ricoro is a big seller here for the United Cigar Stores.

Thomas A. Harbich, who for the past year has represented Tunis Bros., of New York, in this market, has resigned and has connected with the Planco Cigar factory of New York, as its middle West representative, to have charge of several states. He has already booked a large opening order for the Planco brand, from Kalish & Marks, who conduct a jobbing house at 3111 N. Halsted street, and who will distribute the Planco brand to the local trade. "Tom" is a real "live wire" and will devote all his efforts to making the Planco brand one of the leading sellers in Chicago.

Charles E. Daut, who represents Englehardt Bros., of Evansville, Ind., is in the city looking for a distributer for their Englo brand of cigars.

Harvester, record breakers' size, advanced from $75 to $76.

Clarence Hirschhorn, head of the large cigar jobbing house of Clarence Hirschhorn & Co., is in New York on important business.

Adolph Seckbach has returned from Tampa. Owing to the unsettled conditions in cigar manufacturing, he has decided not to enter the business for the present.

Wm. Clayton, owner of the Clayton Cigar Co. chain of retail stores, is spending his vacation in Indiana.

The Dixon Tobacco Co., of Dixon, Ill., has become the distributer of La Donzella brand, made by Harris & Son.

Van Dyck, Victoria size, has now gone up to the 2 for a quarter class.

King Adolph, a classy, mild Havana, made in Tampa, by Alvarez, Valdes & Co., is now offered in several sizes by Louis G. Widduck, 116 North La Salle street.

E. Hoffman Company, jobbers, located at 180 West Madison street, has just installed an up-to-date pipe repairing department, and is now prepared to extend quick and satisfactory service. Hoffman carries one of the largest stocks of pipes in the city.

Jack Planco, of the Ruy Suarez & Co., after canvassing the trade, has left for a trip that will take him as far north as Minneapolis.

H. M. Schermerhorn, Inc., is out with a very high grade, mild Havana cigar, under the Commerce Club label. The brand is shown in the corporation's stores in the 15c, 20c, 3 for 50c and 25c sizes only. Commerce Club is made in Chicago.

The Sterling Wholesale Grocery Co., of Sterling, Ill., has taken on for distribution the Kelly 1-2-3 brand of mild Havanas, made by Harris & Son Cigar Co.

Doc Rosobro is back at his Chicago office, which is located in the Bedford Building, after a highly successful road trip.

Wm. Best, Jr., and Henry Esberg, of the General Cigar Co., Inc., were here holding a very important business conference with the Chicago branch of the General.

Elmer Eppstein, sales manager of the Frank Lewis Cigar Co., of Peoria, Ill., maker of the widely known Lewis Single Binder cigar, will visit the Chicago trade in a few days.

New Natural show case strip-signs are spread all over the loop. Aaron White, of the Schinasi Bros. sales force, did this clever work.

Manager Hucketts, of the jobbing house of Ruhstral Cowley Co., reports that the house is very short of the Chas. Denby brand. Heavy shipments of the Mozart line have been received within the past ten days.

George Stocking, of Marcelino Perez & Co., has reached his Chicago office after a visit to their Tampa factory. George let it be known that their Duval and other brands have been advanced in price.

Clarke C. Cutler of Grommes & Elson, jobbers and manufacturers, has returned from a very successful selling tour that took him through the northwest territory.

Charles MacFarland, who sells the Della Casa line in the northwest for the El Predomino Cigar Co., of Chicago, passed through the city early in the week, en route to Tampa, on very important business. It is stated a new cigar company is forming in Tampa and Charley may close for part of the output.

Sales of Montgomery, Ward & Co., Chicago's great mail order house, for July, 1920, were $7,353,431 compared with $5,297,376 for the month of July, 1919, an increase of 38.81 per cent. Sales for the seven months ending July 31, 1920, were $66,642,316, an increase of 35.61 per cent. over the same period of last year.

El Demonstratio, a Manila cigar, from the factory of Walter E. Olsen & Co., Manila, has been placed on sale in all the Schermerhorn stores. Two large, 15 cent straight sizes, in foil wrapping, are shown on the tops of Schermerhorn show cases.

Edgar Hoe, of Fay Lewis & Co., Milwaukee, was a recent visitor.

Carlson Bros., large jobbers on the north and northwest side, have just closed with Englehardt Bros., of Evansville, Ind., to distribute the Englo brand of cigars, to the Chicago trade. A large newspaper campaign will help to introduce Englo to the smokers. Carlson Bros. are among the liveliest jobbers in Chicago today, and are branching out very fast.

J. M. Eckenrode, the owner of the "Smoke Shop" of Pasadena, Cal., was a visitor here recently.

S. Invincibles, made by the Consolidated Cigar Co., are distributed by Ruhstrat Cowley Co. They retail at 10 cents and cost the dealers $75.

Cressida squares, at 20 cents, are

(*Continued on page 38*)

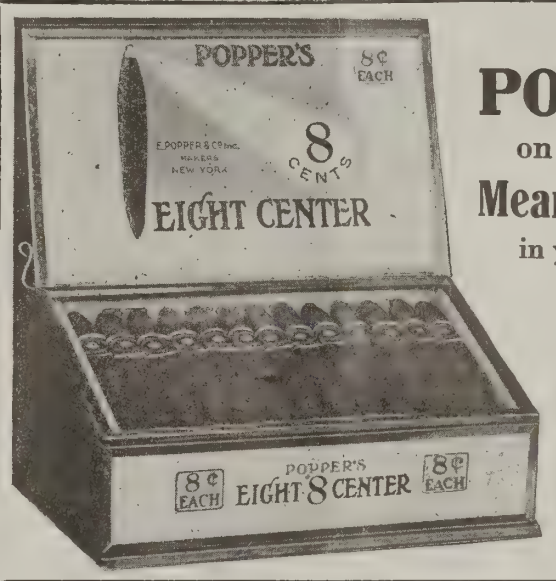
WE HAVE
2,000,000 Manila Cigars For Immediate Delivery
AND WE ARE RECEIVING
2,000,000 CIGARS MONTHLY

We have 17 of our own registered brands in various sizes. Classes A, B and C. Quality Guaranteed. Brands given to jobbers for exclusive use in their territory.

WE GUARANTEE TO DELIVER ALL ORDERS PROMPTLY

We Will Submit Samples and Prices Upon Request.

COHN BROS. CIGAR CO.
325 W. Madison St., Chicago, Illinois



A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

Established 1867 **Original Factory No. 1**

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

FROM THE FIRING LINE

Personal and Trade Jottings

The Meditation brand is doing a wonderful business in Georgia.

—

C. L. Lischky is preparing to open a cigar factory in Stoughton, Wis.

—

Croker Bros., cigarists, of Neillsville, Wis., have sold out to Henry Rondeau.

—

Clarence Hess has purchased the M. & B. cigar store in Centralia, Wash.

—

W. Hourck has sold his cigar business in Mantorville, Minn., to R. D. O'Dell.

—

Jerome Fisher of the staff of E. Rosenwald & Bro., has left for an eastern trip.

—

The Grant Wharton cigar store in Wolsey, S. Dak., was destroyed by fire recently.

—

From various parts of the South comes increasing demands for El-Rees-So cigars.

—

Turmes & Waugh have bought the Niderworder cigar business in Midland, S. Kak.

—

Leo Lampe, of Bellevue, Iowa, has sold his cigar store in that place to John Weimerskirch.

—

Sirena cigars, made by Garcia & Vega, are being distributed in Seattle by the Cohen Cigar Co.

—

W. H. Ogden, a cigar manufacturer of Binghamton, N. Y., was a visitor on Water street this week.

—

Clark Howes Co., a cigar jobbing house of Detroit, has changed its name to Howes Shoemaker Co.

—

M. R. Walton, cigarist of Laurel, Mont., has sold out his business to W. Melvin and L. Stanton.

—

H. Erlich, with Justin Seibert, Inc., returned a few days ago from a seven weeks' tour of the Pacific Coast.

—

The General Cigar Co. opened a new store in Denver recently at the corner of Larimer and Sixteenth Streets.

—

Louis Altman, representing R. Gangener & Co., of New York, is on a business trip to St. Louis and Nashville.

A. W. Kaecher, president of the Chicago Leaf Tobacco Board of Trade, was a visitor in New York last week.

—

A new cigar banding machine is soon to be placed on the market by the Lederer Machine Co., of Milwaukee.

—

John J. Bagley & Co., of Detroit, are having a very flattering success with their new product, Sweet Tip Cigarettes.

—

Bennett, Sloan & Co. report that despite the sultry days they are having a steady run on the Country Gentleman cigar.

—

T. E. Porter, Oklahoma representative of the Porto Rican American Tobacco Co., died at Hillsboro, Texas, recently.

—

Hugh McDowell has been elected president of the Tindall, Kolbe & McDowell Co., of Milwaukee, wholesale cigars, etc.

—

Robert Penny, far western representative of E. Rosenwald & Bro., left New York Sunday, headed for the Pacific Coast.

—

Lubetsky & Kleiner, cigar manufacturers at Grand Rapids, Mich., are in New York this week looking over the leaf market.

—

Jake Lederman, a prominent cigar man, of Kansas City, Mo., is in New York this week making purchases for the holidays.

—

Tobacco at Butler, N. Y., looks better than last year; recent rains were beneficial, and the crop bids fair to be extra good.

—

Simon Batt & Co. say their salesmen are taking vacations, while the La Verdad cigar factories are trying to catch up with orders.

—

The Mi Hogar Cigar, made by E. P. Cordero & Co., has just been placed with the firm of Dan A. Wolfe Cigar Co., of Oklahoma City.

—

Rey Oma cigars, manufactured by Sig. C. Mayer & Co., of Philadelphia, is distributed in the Seattle territory by L. Marks & Co., Inc.

—

The cigarmakers employed in the factory of Jacob Stahl, Jr., & Co., of 339 East Ninety-third street, New York, after a three weeks' voluntary "vacation," have returned to their respective tables.

The cigar firm of Steinkraus & Phillips, of Galesville, Wis., has been dissolved. The business will be continued by Steinkraus alone.

—

The Howes-Shumaker Co. is the new name for the Clark Howes Co., of Detroit, jobbers of cigars. The business address is 1140 Michigan Avenue.

—

G. A. Stella and Frank Echegary have bought the Dayton Bros. Cigar Mfg. Co., of Kenosha, Wis., and the name has been changed to Stella-Echegary Cigar Co.

—

The William A. Beck Cigar Company, of Denver, is the distributor for that territory of the Mapa Cuba cigars, made by Bayuk Bros., of Philadelphia.

—

T. W. Harris, president of the American Tobacco Co., of the Pacific Coast, and Vice-president J. H. Nightengale, of the same company, are in New York on a business trip.

—

E. A. Kline & Co. are preparing a new schedule of prices on Medalist cigars, shortly to go into effect. The increased cost of production, Mr. Kline says, makes such a course necessary.

—

A nation-wide campaign has been launched by organized labor to secure the adoption in all states of exclusive state insurance funds for workmen's compensation, similar to the Ohio law.

—

Sumatra and Porto Rican tobaccos are having a very steady sale on the New York market this week; prices are high but the tobaccos are of such excellent quality that buyers do not hesitate.

—

The H. T. Grossman Co., a jobbing house, handling cigars, tobacco, etc., in Eau Claire, Wis., has been incorporated by H. T. Grossman, H. D. Rathke and John Bauman. Capital stock, $25,000.

—

Julian B. Annis, of Gradiaz, Annis & Co., is in Cleveland this week, whence he reports that he is keeping up his order-booking successes in his swing around the cigar business circle.

—

Morris Levy, general manager for Julius Klorfein, says that the Klorfein factories are flooded with orders, yet the salesmen are all out continuing to pile up more orders for Garcia Grande.

—

The United Cigar Stores have again resumed the distribution of coupons in their Denver stores, the Colorado Supreme Court rendering a decision in their favor. The case had been in court for over a year.

John Ruskin ♦ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

The GRAND OLD CHEW

is now packed in the Handy 10c. Vest Pocket Tin.

Convenient to carry and always insures a fresh chew.

Up-to-date dealers know the sales value of this new package and are cashing in on it.

P. LORILLARD CO. Est. 1760

The Crutchfield Co., of Greensboro, N. C., is making big sales on John T. Rees cigars in all sizes. Every corner grocery now takes pride in showing the handsome features of the Greensboro cigar manufacturer and baseball "magnate," Col. John T. Rees.

—

The United Cigar Stores held a meeting last week and elected several new members to the directorate of the company. They were as follows: Julius Schwartz, F. I. Becton, A. C. Allen, L. G. Denslow, C. M. Bouvier and Samuel Simon. Assistant Vice-president C. W. Rattary has been appointed a vice-president.

—

Tobacco men at Oxford, N. C., are planning to handle more tobacco this season than ever before. It is said that there will be double sales for weeks at a time. There will be the usual large force of buyers on this market, and with the greatly increased facilities for handling this season's crop Oxford is ready to buy the biggest lot of tobacco in its history as a market.

—

Tobacco warehousemen who have been investigating crop conditions around Danville, Va., report that the recent heavy rains have done slight damage, and that indications point to a much larger yield than last year. Between 45,000,000 and 50,000,000 pounds, it is expected, will be marketed in Danville. The tobacco gives promise of less color than last year, but will have better body.

—

E. A. Kline & Co., of New York, manufacturers of the Medalist cigar, in ten sizes, announce that they are preparing to introduce, within the next few weeks, two small sizes, put up in packages. Mr. Kline says that they have already received an order from a large dealer for one million of the proposed small sizes, and that too without a sample. This is the result of a good reputation.

Morris Burke, one of the real live wires among cigar salesmen, controlling several brands for the Coast, is one salesman who can select the very best houses, which he has done, and has sold them all out of stock. The name and number of cigars he has sold since he attended the Tobacco Merchants Association convention at Washington would astonish many, and is almost unbelieveable, but nevertheless true.

—

Col. J. M. Walker, a prominent cigar dealer of Maysville, Ky., has what is probably the oldest suit of clothes in service in this State. The suit is a queer looking one to-day. It was made for him in 1870 and out of flax spun at his father's mill in this county, and is made in the style of that year, a long frock coat and the pantaloons with large legs. It is in splendid condition and bids fair to round out a century in age and wear.—*Harrodsburg (Ky.) Democrat.*

—

Repairs and changes in the building at 209-19 South Fourth street, Lancaster, Pa., which is to be occupied by Edward Bittner, cigar manufacturer, are being made and when completed his cigar manufacturing business will be moved to the new plant. Mr. Bittner will occupy the building formerly occupied by Anton Seebauer, furniture dealer, and late by Tweed & Rodehaver. The new quarters will give Mr. Bittner increased capacity.

—

George J. Whelan, president of the United Retail Stores Corp., left England for New York Saturday on the Aquitania. He has been abroad for three weeks and has spent most of his time in Paris in connection with the proposal of American interests for taking over of the French tobacco monopoly. Edward Wise, chairman of United Cigar Stores Co. will probably go abroad soon after Mr. Whelan returns to this country.

A special meeting of the stockholders of the American Tobacco Co. has been called for September 8 to vote on its directors' proposal to increase the amount of its authorized Class B non-voting common stock from $50,000,000 to $100,000,000. That additional capital stock, it was explained yesterday, is being asked for by the management not with the purpose of selling any of it now but to provide for conversion of the scrip dividend of 3 per cent., maturing on March 1, 1923, and furnish the reserve of authorized stock usually carried by the company.

—

Captain George F. Lee, warden of Chicago's famous Cook county jail, has sanctioned smoking by women inmates of the jail. Captain Lee says: "The women prisoners are citizens just like the men. I won't discriminate. Just as long as the women follow the army system of returning their burned match ends to their match boxes and don't throw them on the floor they are welcome to enjoy a nice little smoke like the men prisoners. We are living in an age of 'women's rights' and what's good for the men must be good for the women."

—

Max Borkowitz, the hustling president of Gensior Tobacco Co., Ltd., of Montreal, reports a growing demand for the Russian tobacco from Trans-Caucasia in which the Gensior concern specializes. This leaf is grown from Samsoun seed and, owing to the very clean manipulation and absence of capaks, it makes a strong appeal to the manufacturer. It is not only being used by several of the largest companies in the United States making Turkish cigarettes, but is also offered as a substitute for cigarette burley by the Gensior Tobacco Co., Inc., of N. Y. City. The cost, duty paid, is actually less than Burley Strips with which it blends very well.

Giving Them Just What They Call for Up-State

Fellow Who Caters to Sight Rather Than Taste, May Lose Nobel Prize—Gentlemen Differ About Filling Pipe Orders —Walter Branche Says Cigar Classes Will Have to Be Revised—Consumers Backing Up on Careless Spending—But, "There Is Hope"—Some Daring Dashes Into Haberdashery—Conflicting Opinions Regarding Trade Acceptances—Advice Comes High.

New York State Capitol District,
Colorado-Claro-Week, 1920.

"This week sure was some lu-lu!" mumbled Sam Ash, clearing away the debris from the Stubb & Ash, Inc., retail counters after two congested conventions. "What should all them schnorrers want it, I leave it to yuh? Colorado-claro perfectos, some of 'em said, thinkin' they was askin' for a local see-gar, made in Troy."

"Make allowances, Sam, for what they said and what they wanted," reproved Jim Stubb, redistributing the saladin seats o' the Hot Chair Club. "You'll always find in a gang like that some fresh birds who need a trimming, Sam.

"But, suppose they do ask for Jersey cow wrappers? They probably mean colorado-red shades. And, if the truth were told, Sam, maybe you yourself wouldn't know the difference between a Holstein or Guernsey breeder in a farmfield?"

"Is that so?" sang out Sam Ash, sweeping out the final dust from the feet of the multitude, "Mebbe I shouldn't even know it the color of a cow, but I bet yer a purple parachute against them there puritanos finos that when a chihli comes inta this here store, unnerstan me, an' asts fer a dark see-gar, not too mild, he should sometimes git it a colorado-maduro, just to please his eyes, on account of havin' that there vuelta filler covered up by so much qualite extra fina leaf tobacco from Hartford, Connecticut."

"Alright, Sam, give 'em colors to jolly the sense o'sight," smiled Jim Stubb, picking out a salaam cushion for his private use, "but don't forget you'll never receive the Nobel prize, or be mentioned in an extraordinary encyclical, by being foolish enough to cater to the sight rather than the taste."

"Yeh, then yuh should stand behind this here counter all day an' tell 'em—I som'times stutter," Sam Ash rasped, finishing the clean-up with a flourish o' the duster, "Yuh couldn't fill their orders!"

"That's it exactly," perspired Adrich J. Dale, drawing from his right-fist trick pocket an Italio bruyere from the House of S. M. Frank & Company, cable-address Frankoris, N'Yawk. "And these salesmen who go about the country saying their firms can't fill all their orders are more or less of a billnye.

"Maybe there was a time in the pipe business when the various big factories had more trade than they could properly accommodate, but that period is past. Now, everyone is out for the duplicate and triplicate order sheets filled with the neat lil' pencil jottings of 'one-gross-half-a-gross-etc.' We admit it!"

"And, also, cigar classes will have to be revised," added Walter Branche, rushing into the restful Hot Chair Club to secure the reservation of the Branche Brothers Cigar Company, not incorporated. "Very shortly, you will find out, many manufacturers who boosted prices with a whoop from Class B to C will come back to earth with the realization that there has been a small error somewhere.

"So that's why we're holding R-B's at the widely advertised rate of $60 per M, eight cents per each. Consumers are beginning to back up on careless spending. Dealers are refusing to buy mispriced goods. Manufacturers are already rubbing their eyes over the situation. And, as my old friend Doc Munyon insists on saying, 'There is hope!'"

"Right, Walter, very right," agreed D. C. Bellinger, rearranging his dahlia buttoniere—carnations not in season. "There's hope for even a Syracuse cigar and confectionery peddler, like myself, providing I can deliver the goods. This we are better prepared to do every day now, as conditions are rapidly resuming the normal, both in production and shipping."

"Glad to hear somebody say so," commented Tom McGowan, stepping into the Hot Chair Club lobby for a close inspection of the B. Payn's Sons' Tobacco Company's exhibit of Anndora cigars. "Our goods are moving pretty fast just at present, and both boxes and foil wrappings are still a source of some difficulty."

"Sure, how should everything be alright all the time?" yelled Sam Ash, endeavoring to act as busy as an ice-wagon driver on a last Saturday in August with the sun over the chalk-line. "Ain't it a fact, I ask yer, if just so soon as yuh should settle one thing in this here rotten business if another shouldn't crop it up right alongside, an' mebbe even underneath?"

"What's the trouble now, Sam?" sighed Jim Stubb, trying to be comfortable in the chosen chair of the Ambition Commission. "Why not be happy and busy all the time, just like Eddie Wilkinson? You know him, Sam. He fixes pipes down there on Albany's repair-street—Green.

"And, in his spare moments, especially evenings after six or seven o'clock, Eddie wraps up his jumpers, tack hammer and paint brush, and off he goes to Tom Gearey's store, on the corner of Eagle and Hudson avenue.

"For Tom is doubling the size of his place, and he has called on Eddie again to help him out. This is Eddie's best bet, because he learned how to be so handy as three fingers in a mitten somewhere in England when he fixed pipes and things over there.

"So now, every p. m., you'll find Eddie and Tom pushing up more wall cases, floor fixtures, and so on, making the old cigar store corner more closely resemble the standard of a cigar salesman in a six-cylinder silk shirt."

"Silk shirt, hey?" shouted Sam Ash, rolling up the sleeves of his gingham so he wouldn't soil those combination cuffs, laundried only last January by Charley Lee, one of the well-known Sing and Lee families, who originated the United coupon for every customer. "Them guys which buys it silk shirts this summer, unnerstan me, ain't gonna buy it much coal next winter.

"An', I should leave it yuh, Jim, if those there silk shirts will burn very long in the heater durin' either January or even February yet! So some of these birds which sell it see-gars by flashin' the 1921 modes in either shirts or pants, y'unnerstan, ain't comin' thru the next panic so heavy in the pocket as even Pie-Alley-Ponzi, I bet yer."

"Oh, every salesman ought to dress decent," Jim Stubb remonstrated.

"Uh-huh, that's the trouble with wimmen, also-as-well," wailed Sam Ash, inducing a customer to take a pack o' Piedmonts with the argument that every gob in the navy smoked 'em, except First Lord o' the Admiralty Josephus Daniels, and he never smoked anything. "Yuh should ask Cap Doyle about that.

"He'll tell yuh how he had it all rigged up for a dame in the Grand Union Hotel, Saratogis, to wander 'round the corridors, y'unnerstan, offerin' Fatima cigarets from a tray presented to Doyle by the Grand Mizpah o' Islam. An' she was to look like Fatima Ziyara, full-rig.

"An' this here skirt was to have them there pantalets made o' silk etcetry, Bagdad style. With all the other trimmin's, includin' Afifi slippers, Hamasa hat, Boumi blouse, an' so on, an' so on.

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

Gittin' all this tout ensemble ready was no cinch, an' Pat Doyle said so.

"But he sure patted 'imself on the back, unnerstan me, when he at last got the outre costume together, shipped it on to Saratogis for the big time last Friday night, then waited for some million-lot orders on Fatimas from the Saratogis jobbers in the Saturday a. m. mail.

"So excited was Pat, y'unnerstan, that he actually got up Saturday mornin' in time to catch the last Borden milk man beatin' it for the stable. An' when Pat arrived at the post office for his pile o' Sears-Roebuck business, even Doc Murray, the postmaster, hadn't got the gen'l delivery open yet.

"Pat had a key for a box, though, an' he dug in. Som'thin' wrong! Som'thin' slipped! Nawthin' in the blame box but the usual mimeographs from the Liggett & Myers Tobacco Company, some orders from Catskill an' Oneonta jobbers, reports from Jim Barrett, expense sheets from Relyea—but no Saratogis mail!

"Shovin' the hull rotten business in his kaaba-bag, Pat rushed up the hill to 110 State, where the L. & M. boys make so much clatter while in Albany. An' he jumped over to the advanced-rate Bell phone, y'unnerstan, an' hollered: 'Give me toll! Say, give me Saratogis, will ya? I'm in a hurry—push it!'

"After waitin' the usual time, while Alex Bell combed his whiskers, Pat unexpectedly got the Grand Union Hotel. 'Hey,' says Pat, runnin' his fingers thru what's left o'that carmine hair o'his'n, 'whasamatter with that party last night? Didnja have it? Where's Miss Fatima Ziyara? Put 'er on, quick.'"

"After waitin' again, while Miss Fatima whashername combed her hair, Pat at last heard a soft voice, 'Hello, Mister Doyle, that you? Yes, this is Miss Ziyara. Oh, no, I didn't wear that horrid gown you sent to the hotel—it was simply awful! Why, the imperfect thing wasn't *silk* at all, and besides—it made me look like Zu-Zu, and that's a ginger-snap or something!'"

"Don't tell me, I know that girl-game," rumbled Jim Stubb, picking a letter with a strange stamp.

"But, speaking of selling cigarets, Sam, what do you make of this here letter in the mail? Looks as though it has a postage stamp similar to the label on a pack o' cigarets, with a guy on the picture who resembles my ole friend Balboa, inventor o' the Panama Canal hat.

"Anyway, it says inside that it's from our advance man George Thompson, the Liggett & Myers' export representative, who formerly summered and wintered in Albany for the company. Now he writes he has arrived in Colon, Republica de Panama, Canal Zone. And he says here: 'This surely is some great place, and the coolest spot I have had all summer.'

"Inasmuch his other stops included such cool spots as Santo Domingo, Porto Rico, Cuba and Jamaica, I guess George has just about forgotten how cool a cool spot should be! Suppose you send him a picture of the blizzard we had here last February, Sam."

"Such a thing should be ridiculous when they's a place like Honnedaga Lake," Sam Ash snapped, placing a cool-smoke sign over a stock o' empty stogie boxes in the window. "An' I bet yer George Van Slyke shoulda picked out a nice spot for his camp when he locked the Peter Schuyler smoker drawer in his desk an' hustled off to Honnedaga."

"Oh, yes, that's a nice place, no doubt," assented Jim Stubb, standing up to shake down the ashes from his minerva—panetlea. "But did you ever hear, Sam, how a Broadway cigar manufacturer in Albany paid his expenses to the finest resort in Albany County—which is Cohoes?

"Well, it came about thru the difficulty the cigar manufacturer experienced with a jobbing customer over a trade acceptance. You see, the jobber contended that the acceptance bore no interest charges, while the manufacturer insisted the thing was the same as a note, and that six per centum was little enough juice to squeeze out of a time deal involving some six months total for 250,000 cigars.

"So, after a lot o' unsatisfactory correspondence with the jobber, the Broadway manufacturer walked down town one morning and happened to meet one of the most prominent attorneys in the Capitol District. Quite offhandedly the manufacturer put the trade acceptance proposition up to the lawyer, telling him that his bankers had given him two views, one for and one against the interest matter.

"Taking the usual amount o' legal meditation while walking along, the counselor at last announced it was involved with some banking custom, but that it was his snap judgment that the manufacturer's contention was right.

"Thanking him, the cigar man branched off at a side street and went to his office, determined to write that jobber what's what and who's who. While hammering away with his steno on this and some other urgent communications to his Sumatra house, in saunters the mail man with a stack o' letters.

"And, right on top, was bill from friend lawyer for 'Legal Advice, re Trade Acceptance Subject, $25.' Blooey! Also, Dam! In fact, the air in that smoky office soon became so dense with sulphuric acids, spirits o' ammonia, and so on, that the steno, a new girl, rushed back home and told her mother she would never—no, never—work for that *awful* cigar man again!

"But, the next day, when the cigar manufacturer removed the liquid ice from his head, he immediately, grimly, scrupulously put every cent of that $25 to the ink of a check, dispatching it at once to the blighted barrister, with a concise note, typed by another new steno: 'Enclosed please find *my* check for *your* counsel. I thank you for the information, which *may* enable me to recover *almost* the value of *your* bill in interest!'

"Some two weeks later, however, the solicitor hailed the manufacturer as they were again walking along in the same general direction. No mention was made of the previous matter, and the cigar man had cooled off to such an extent that he could almost see the joke.

"Then, just as they were parting once more for their separate offices, the lawyer remarked: 'Say, Tom, I've got a couple of hundred imported corinitas at the house in my humidor, and some destroying worm is eating its way right thru the bunch. What shall I do?'

"And the cigar manufacturer told him how to fumigate the tobacco beetles without damage to the leaf. Thanking him, the attorney departed. But the cigar man, all the way over to the office, snickered to himself: 'Revenge! Ah, Jack Dalton, I shall have it—R-e-v-e-n-g-e!'

"Hurrying in to the steno, the cigar manufacturer gave instructions to mail an invoice to his advocate-friend, 'For Professional Advice, re Tobacco Beetle, $25 plus postage, stationery, steno services .15—total, $25.15. Please remit *at once!*'

"Next morning, in the very first mail, along came that lawyer's check for the $25.15, with this note: 'Enclosed please find *my* check for *your* counsel. I thank you for the information, which *may* enable me to recover *almost* the value of *your* bill in *smoke!*. Additional fifteen cent charge I presume should also cover your expense for a seasonal vacation! May you enjoy it to the utmost!'"

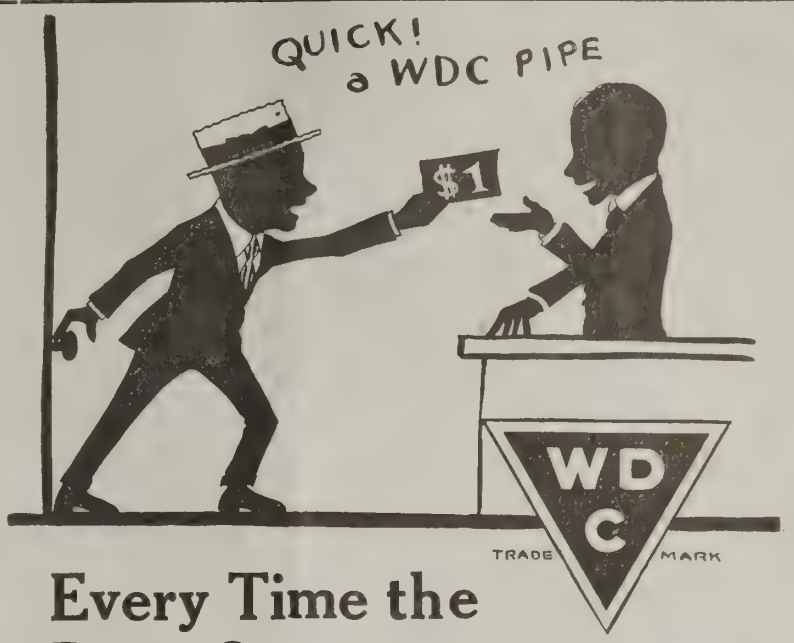
THE SMOKER.

Burglars Get Many Smokes

Folks Pharmacy, corner of Cotton avenue and Spring street, Macon, Ga., was burglarized recently and robbed of cigars and cigarettes valued at $125. The thieves entered by cutting the glass out of the front window. Mr. Folks says they did not bother his cheap cigars, but removed all his high priced ones. This is the third robbery of cigars and cigarettes within the past two weeks. J. T. Moore & Son and The Macon Wholesale Cigar and Tobacco Company were robbed of cigars and cigarettes valued at $400.

George A. Brown Is Dead

George A. Brown, 42 years old, sales manager for the United Cigar Stores company, died at his home, 678½ Fifty-first street, Milwaukee, recently. He is survived by his widow; two brothers, Joseph M. and Albert B. Brown, and a sister, Mrs. Nellie Hintze.



Every Time the Door Opens a Dollar Blows in

And a satisfied customer goes out to return again.

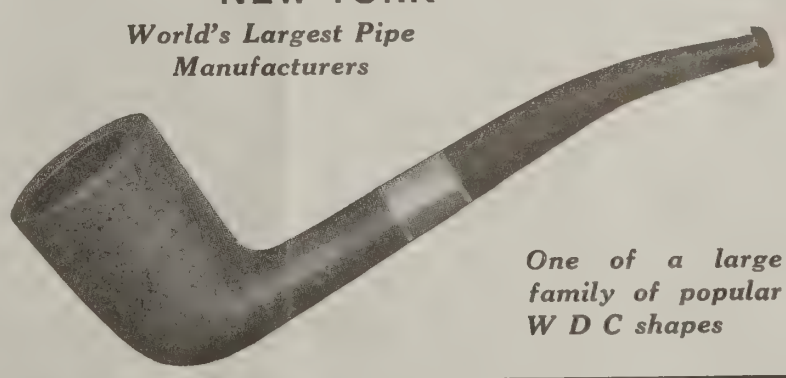
That's the way W D C Pipes and Triangle Tubes keep business bouncing.

One doesn't have to work hard to sell these favorites-of-the-discriminating-smoker. They're very efficient salesmen themselves when kept up in the daylight where they can see and be seen.

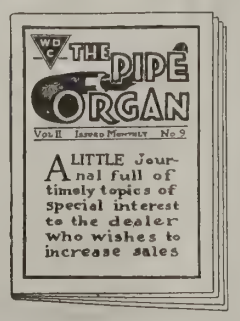
Give them a chance to show the stuff they're made of. Drop an occasional word into the ear of each customer. Then get out your paper baling press and be ready to bundle up the dollars that are sure to blow in.

P. S.—Why not send your distributor a refill order to fill those holes in your cases?

WM. DEMUTH & CO.
NEW YORK
World's Largest Pipe Manufacturers



One of a large family of popular W D C shapes



Send this coupon for "The Pipe Organ"

Please place my name on your mailing list for "The Pipe Organ." It is understood there will be no charge and that I will not be obligated in any way.

Name .....

Street and No.....

City and State.....

Offerings for Next Inscriptions in Amsterdam

Of Deli Maatschappy Only Five First Footleaf Lots Will Be Offered—Nine Second Footleaf Lots—Some Medan Tabak My, and Amsterdam Deli Cie, Will Be Up—About 72,000 Bales of All Grades to Dispose Of.

AMSTERDAM, Holland, July 30.—Now the Spring sales are over it may be of interest for the American trade to know which lots will be offered for sale in the September-October inscriptions.

Most of the estates have sold already their better lots in the Spring sales, so that of the Deli Maatschappy only 5 first footleaf lots, and 9 second footleaf lots, will be offered, viz:

First footleaf of: Deli My/A, Deli My/PB, Deli My/QB, Deli My/QM and Deli My/Deli Toewa.

Second footleaf lots of: Deli My/—, Deli My/E, Deli My/L, Deli My/M, Deli My/P, Deli My/LM, Deli My/TS, Deli My/KB/Lkt and Deli My/M&K/Lkt.

The Senembah Maatschappy will bring the first footleaf lots of Senembah My/S, Senembah My/SB, Senembah My/PM and Senembah My/KFH and the second footleaf lots of: Senembah My/—, Senembah My/S, Senembah My/PM and Senembah My/KFH.

Furthermore, some lots of the Medan Tabak My, and Amsterdam Deli Cie will be for sale.

Thus far about 39,000 bales 1919 tobacco have been sold in the Spring sales, whereas a further 39,000 bales have been sold unseen, so that in all, about 78,000 bales have been disposed of. As the crop is estimated at about 150,000 bales, we may expect a further 72,000 bales, which will be sold during the Winter, but the bulk of these 72,000 bales will consist of lower grade tobaccos, which will hardly be of any interest for the American trade.

FALSE ISSUES ON TOBACCO

By Joel Shomaker

SEATTLE, Wash., August 14.—Once more the anti-smoke agitators have sought to create a false issue on tobacco. They put out some startling figures, from Washington, D. C., they distributed them liberally in the state of Washington, attempting to show that the use of tobacco is responsible for the high cost of living. Of course no one except the anti-crowd sees the point, but the thing will be worked for all the reformers can make of it.

It is claimed that the people of the United States spend as much as two billion dollars a year for tobacco, or at least that will be the amount of money wasted, gone up in smoke, at the end of the present fiscal year, the only memories of its former existence being the ashes. Because of those figures, coming from authorized sources, some western people throw up their hands and exclaim: "Stop the use of tobacco, for it spells an economic waste."

The story about the great expense of tobacco reminds one of many other things that might be discarded as economic wastes. For instance why not stop the convening of people, in public meetings, of all kinds, for the reason that such assemblies represent economic wastes When a woman goes to church, attends a picnic or political gathering, she must dress up, wear her best suit and use more or less cosmetics and perfumery, producing an economic waste in the home pocket-book.

If a man quits the farm, one day in the week, and goes to town, to get supplies, he oils up the old auto, calls at the service station and buys gas, costing money, that must be an economic waste. Yes, it is an economic waste for any person to spend money, for anything, at any time, or in any place, without first obtaining the consent of some one engaged in the business of reforming others. And it matters not if that reformer drives a fancy machine, dresses in up to date style, pulls up at every soft drink place and throws money like a drunken sailor.

The use of tobacco does not mean an economic waste to probably two million men and women, of this country, engaged in the work of producing, manufacturing or distributing different products. The use of tobacco is not considered an economic waste to more than three hundred thousand farmers, in fifteen states, where they plant, cultivate and harvest enough tobacco to supply thirty-five million people in this country and milions more in other countries, who want the products. Government officials and taxpayers do not refuse to accept the contribution of hundreds of millions of dollars, internal revenue, coming from tobacco this year.

Prohibition is more alive today than ever before in the history of the world. The passing of the eighteenth amendment, and enforcing the Volstead act, merely shifts the scene of action from liquor to tobacco. The bug that commands people to neglect their own affairs and attend to the business of others, will not be sidetracked. Those agitators must have something to do, some way of causing unrest. Tobacco users are such easy-going, good-natured people, perfectly satisfied and not even dreaming of impending dangers, that they can be robbed of their rights, perhaps.

No one doubts, for a minute, the sincerity and real honesty of some men and women, working for the principle of national prohibition, in closing saloons and removing temptation from younger persons of both sexes. Such people are to be commended for their zeal and work in behalf of humanity. But, there is another element at work in the prohibition field, looking after the tainted coins, coming from willing contributors. That class lives on the fruits of agitation. They are not satisfied with the husks the swine leave, nor are they living on the crumbs that fall from the rich man's tables, for they live at the top of the sheaf, and Solomon in all his glory was not arrayed like one of them.

There is no thought of economic waste when the practical workers—those who work the workers and collect funds from the givers—get their names on the payrolls of prohibition drives. They are out for the cash, and when the checks do not come, with perfect regularity, their office-chairs will be vacant. That explains why prohibition is not dead and is an answer to the question of why the present raid on tobacco. If tobacco is prohibited then will come the other sources of economic waste, such as chewing gum, silk-dresses, automobiles, soft-drinks, motion-picture shows, baseball, Sunday newspapers, home pianos, phonographs and a thousand other things, the butter-in will decide to fight, provided the funds are sufficient.

Disposal of Draft Evasion Cases

The War Department continues to hold over the draft evaders of the war period the menace of an early publication of the men's names—nearly 174,000 of them. While the publication is delayed the men have a chance to give themselves up and seek an adjustment of their records, wherever they have arguments to offer in their favor.

Up to a certain point the apparent continued putting off of the proceedings against the draft evaders no doubt has its value as a measure for clearing up the cases of those who want to make peace with the Government. It would be easy, however, to stretch the draft prosecutions out into a life work for a few thousand of those industrious warriors of the desk chair who wage a stubborn fight against demobilization. It would be well to dispose of most of the so-called desertion cases, by prosecution or by dropping, within the next few weeks.

Military justice, in the opinion of many, falls short of civil justice, as an instrument of precision. It should retain its compensating advantages of a quicker rate of proceeding. Two years will soon have passed since the signing of the armistice, to which the great bulk of the 174,000 offences must have been prior.—*New York Sun.*

CIGARETTES FROM FRANCE.

Per S. S. La Lorraine. Arr. Aug. 17.
T. D. Downing & Co..... 1 Case
Per S. S. Mar Mediterraneo. Arr. August 17.
C. Baez ..... 24 Cases

TOBACCO FROM LONDON.

Per S. S. Bardic. Arrived August 17.
United Cigars Stores..... 8 Cases

CIGARETTES FROM BORDEAUX, FRANCE.

Per S. S. Carolina. Arrived Aug. 11.
Consignees:
New York— Cases
Amer. Tob. Co.....1,000

CIGAR GOODS FROM HAMBURG.

Hensel, Bruckman & Lorbacher 1 Case

CIGARETTE BOXES FROM HAMBURG.

Per S. S. Mar Mediterraneo. Arr. August 17.
R. F. Lang..... 2 Cases

CIGARETTES FROM HAVRE, FRANCE.

Per S. S. Rochambeau. Arr. Aug. 14.
Consignees:
New York— Cases
Chatham & Phoenix Nat'l Bank. 1

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 123. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO
S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

MORE WAREHOUSE FACILITIES

The Cordele *Dispatch* in a recent issue emphasizes the need of a bonded warehouse for Crisp county where farmers can store, pending favorable marketing conditions, not only cotton, but corn and potatoes, hay and peanuts and other products of the farm. There is a scarcity of buildings of all kinds due to the steady increase of the demand for them and the suspension of construction work for the past few years—with present difficulties of obtaining material and labor with which to catch up the lack. In the plans for buildings, the warehouse will and should engage a place of special prominence, however, especially in this section of this state. Great warehousing projects will be underway for the distributing centers—at port cities, like Savannah, for example, warehouses for cotton by the millions of bales, warehouses for goods of general character and warehouses for the use of special manufacturers of given classes of goods. Over the Southern part of the state in the past few years potato houses—for curing and storing, warehousing—have been here and there created; the rapid progress of the development of tobacco as a money crop has forced the erection of tobacco warehouses, too, at many places. But the time will come when not only every town in South Georgia of any commercial and market importance will have a big warehouse for all kinds of farm products; but when every village, every railroad shipping point, every cross-road trading point will have its warehouse where the farmer can take his cotton, corn, hay, tobacco, beans, peanuts and other salable products of these classes and store them till prices for sale are to his liking—and where he can get advances, if he should need them, on the goods thus stored. In time, too, there will be added to those multiplied warehouses dotting the country everywhere, departments for cold storage—where sweet potatoes can be kept, where meat may be preserved, where butter and eggs and other perishable can be stored for the time when demand will draw them out at prices which will be profitable to the farmer.—*Savannah Daily News.*

GOT THERE FIRST

There were several passengers in the non-smoking compartment, one of them a fussy old lady who carried a small dog on her lap.

At one station a man got in and sat opposite the lady in question. He had not been there long before he pulled out a blackened old clay pipe and began to smoke.

The old lady asked the man to put it out, and he declined; whereupon she took the pipe from his mouth and threw it out of the window.

This angered the man, who, nothing daunted, took the old lady's dog and heaved it after the pipe. Matters grew worse after that, and the situation did not improve until the train arrived at its destination, when everybody was surprised to see the dog running along the platform with the pipe in its mouth.—*London Tit Bits.*

AROUND AND ABOUT

The California-Turkish Tobacco Co., of Fresno, Calif., has been incorporated. Capital stock, $250,000.

—

The Bostonia cigar, made by Frank X. Oberle Co., Inc., of Boston, is now made in the new factory, 7 Marshall Street.

—

R. B. L. Cigar Co., chartered in Delaware by T. L. Corteau, M. A. Bruce and G. L. Rimlinger. Capital stock, $10,300,000.

—

The value of the tobacco imports into Hongkong during 1919 amounted to $1,468,544 for cigarettes and $2,884,193 for raw leaf.

—

The Porto Rican-American Tobacco Co. has declared a 3 per cent script dividend, payable Sept. 2, to all stockholders on record Aug. 14.

—

Tobacco and its products reported only 142 accidents during the year in Pennsylvania, of which none were fatal, 44 serious and 98 minor cases.

—

A quarterly dividend of $1.75 per share will be paid on the preferred stock of the General Cigar Co., Sept. 1, to stockholders of record on Aug. 25.

—

Plans have been completed by the American Cigar Company for the erection of a branch plant in Petoskey, Mich. The new industry will employ from 250 to 600 girls and women.

—

Larger quarters have been obtained by the Cincinnati Cigar Box Company, now at Second and John streets, Cincinnati, the concern having leased the upper two floors of the property, 120 to 124 East Court street, that city.

—

C. A. Whelan, chairman of the board, and Elliott Averett and W. T. Posey, vice-presidents of the United Cigar Stores Company, have been elected to the board of directors and members of the executive committee of the United Retail Candy Stores, Inc.

—

The I. Lewis Cigar Mfg. Co. is erecting a new factory building at Hallam, Pa. The building will be of frame construction, one story in height, and will be equipped to accommodate about seventy-five hands. Great progress is being made on the building and it will be ready for occupancy in a few weeks.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO
STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. Co., Richmond, Va.

Though it was predicted that the sun grown portion of the cigar leaf tobacco crop in Florida would be light, the end of the harvest season now shows a normal yield. *The Gadsen County News* says: "This tobacco is coming to the packers in fine condition and will yield a good percentage of wrappers of high quality."

—

The British American Tobacco Co. at a meeting of directors in London, last Thursday, decided to pay an interim dividend of 4 per cent, free of British income tax, on the ordinary shares, on Sept. 30. Coupon No. 82 must be used for dividend. All transfers received in order at London on or before Sept. 14 will be in time to be passed for payment of dividend to transferees.

PLAY THE GAME

Business is the greatest game in the world. It is a game which men love to play, revel in the playing. It is a game that builds great industries and develops gigantic enterprises. But best of all, it builds men. The steady, eternally vigilant, intense fighting, with every ounce that's in you, every minute of play, is what wins in the great game of business, says the Manco Record.

There is another game—a game within a game—which puts the pep and the zest into the great world-game of business. This is the game of selling, where men match all their skill and shrewdness of wits in the battle for the pennant of Success.

There are no set rules for playing the selling game. All the books that have been written about it may be summed up and boiled down into one word,—Confidence. Confidence in the goods you sell and in the house that stands behind the goods. But most of all, confidence in yourself.

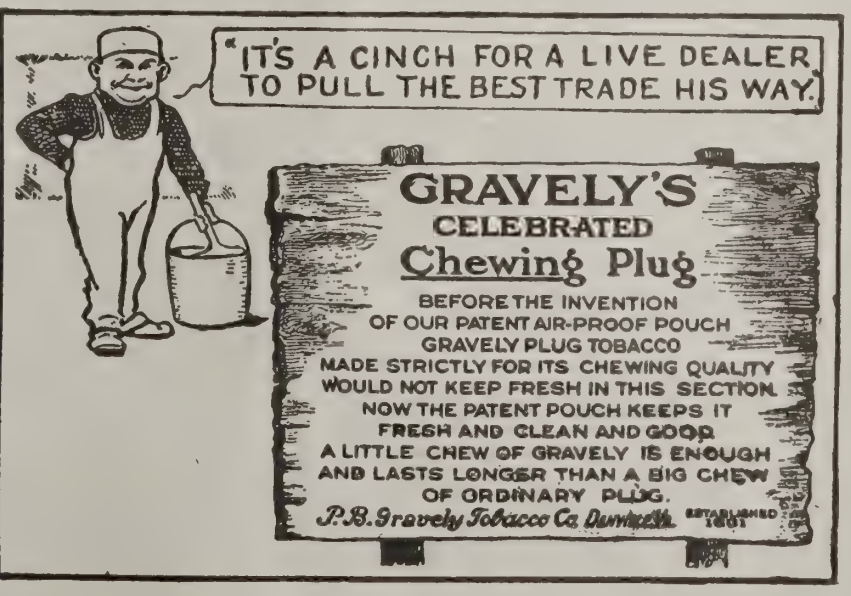
THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK



CIGARS FROM PORTO RICO.

Per S. S. Dorothy. Arrived Aug. 16.
Consignees:

New York—	Cases
Porto Rico Amer. Tob. Co.	225
United Cigar Stores Co.	135

Per S. S. Ponce. Arr. August 17.

G. W. Sheldon & Co.	3
P. R. American Tobacco Co.	465
United Cigars Stores Co.	336
Villar Lanza & Co.	8
Welcher Bros.	6
P. R. Express Co.	5
Infanzon & Rodriguez.	34

TOBACCO FROM PORTO RICO.

Per S. S. Dorothy. Arrived Aug. 16.
Consignees:

New York—	Barrels
A. Philippi & Co.	55
Julius Klorfein	134
M. Winter & Co.	60
Hamburger Bros. & Co.	6

Per S. S. Ponce. Arr. August 17.

Portocuba Corporation	143
Smith & Co.	50
M. Gans & Sons	177
L. Hirsch	73
M. Lopez & Co.	85
M. A. Scla & Co.	79
Hamburger Bros. & Co.	77
J. Fernandez	7
American Cigar Co.	673
W. Schall & Co.	51
Rosenstadt & Waller	100
American Sumatra Tobacco Co.	293
Stern-Mendelsohn Co.	229
E. Rosenwald & Bro.	132
Durlach Bros.	170
P. Lorillard Co.	36
P. R. American Tobacco Co.	16
J. B. Lichenstein & Co.	77
D. H. Delmonte	5
A. Philippi & Co.	6
Goldsmith & Block	34
W. D. Shaw	10

TOBACCO FROM SAN DOMINGO

Per S. S. Dorothy. Arrived Aug. 16.
Consignees:

New York—	Barrels
Selgas & Co.	18

Per S. S. Algonquin. Arrived Aug. 14.
Consignees:

New York—	Barrels
Selgas & Co.	21
	Seroons
International Planters Corp.	300

Per S. S. Algonquin. Arrived Aug. 14.
Consignees:

New York—	Cases
F. Ricart & Co.	9
J. J. Julia & Co.	7

TOBACCO FROM HOLLAND.

Per S. S. A. F. Luckenbach. Arrived Aug. 11.
Consignees:

New York—	Cases
Amer. Sumatra Tob. Co.	25

Per S. S. Ryndam. Arrived Aug. 12.
Consignees:

New York—	Cases
A. S. Hermann	2

Per S. S. Ryndam. Arrived Aug. 12.
Consignees:

New York—	Bales
Irving National Bank	46
Herzog & Sarley	19
S. Rossin & Son	2
E. Rosenwald & Bro.	345
J. H. Goetze & Co.	10
C. T. Waxelbaum & Co.	18
Cullman Bros.	46
American Cigar Co.	337
H. Muller & Co.	180
Order	141
American Cigar Co.	357
L. Schmid & Co.	255
H. Duys & Co.	508
	Cases
L. Schmid & Co.	105
E. Rosenwald & Bro. (Sumatra)	42
W. van Doorn	251

Per S. S. Ryndam. Arrived Aug. 12.
Consignees:

New York—	Cases
E. Rosenwald & Bro.	429
General Cigar Co.	389
Portocuba Corp.	2
	Boxes
Herzog & Sarley (Sumatra samples)	1
Amer. Cigar Co. (Sumatra samples)	1
L. Schmid & Co. (samples)	1

Per S. S. Ryndam. Arrived Aug. 12.
Consignees:

New York—	Cases
Adolph Franker & Co., Ltd.	35
	Bales
S. Rossin & Sons	2
E. Rosenwald & Bro.	43
Order	21
J. H. Goetze & Co.	60
Chas. J. Waxelbaum	45
Hugo Muller & Co., Inc.	180

Per S. S. A. F. Luckenbach. Arrived Aug. 11.
Consignees:

New York—	Bales
Hinsdale, Smith & Co.	35
Amer. Exchange Nat'l Bank	121
Irving National Bank	106

CHICAGO GLEANINGS.

(*Continued from page* 31)

making many friends. Cressida is made by the E. H. Gato Cigar Co.

Mozart, rosas, have advanced from $110 to $115. Universal size from $120 to $130, and the De Luxe, from $110 to $125; both the latter sizes now being in class D.

Al Spellman, of the San Telmo Cigar Manufacturing Co., Detroit, has left for Mount Clemens, Mich., to take the baths. "Al" found Chicago's weather rather "hot."

The General Cigar Co.'s Chicago branch has just advised the trade, under circular number 37, that the Jockey Club size of Robert Burns, has been discontinued.

The "Shorty-to-Pete" letters of the R. J. Reynolds Tobacco Co., featuring Camel cigarettes, and now appearing in the Chicago newspapers, are making a big hit.

Herb. Mesick, of the Cuesta Rey factory, is devoting his time at present to placing the imported Rey del Mundo brand with the better trade.

The Beardstown Grocery Co., wholesaler, of Beardstown, Ills., has closed to distribute the Romeo-Garcia cigar.

The list price of Between-the-Acts is $16; Flexo Giants, $22.50; Royal Bengals, $21; Sub Rosa cigarros, $8; Old Virginia Cheroots, $22.50; Robert Burns Laddies, $28; Club Quality, $25; Romeo-Garcia, Club Life, $28; and the after dinner size, $32. These are the largest selling little cigars on the Chicago market.

Spurs have made a decided hit. Some clever advertising is being done on this brand.

H. L. H.

Classified Advertisements

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. **IF IT'S LEAF TOBACCO WE HAVE IT.** 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

A trial advertisement in
TOBACCO
will convince you of its merits. Let us send you rates.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

Vol. LXX. No. 17 NEW YORK, AUGUST 26, 1920 Per Annum, $2.00 Six Months, $1.00

Reduced Tobacco Acreage Instead of a Cut Out

Decision Made by Counties—As Recorded by the Convention at Lexington the Vote Stood 22 to 17—Adoption of T. B. Hills Resolution Paved the Way for the Immediate Organization of the Burley Tobacco Growers' Association—Attention to the Requirements of Law—Accelerating Matters So That the New Association May Be in a Controlling Position Before the Loose Leaf Markets Open—Former Commissioner of Agriculture John W. Newman Presided—Action Preferred to Words—The Farmers Are Determined—A Meeting That Started Things of Importance to Kentucky, Ohio and Indiana.

LEXINGTON, Ky., Aug. 20.—Toward a rectification of the tobacco situation, at least some steps are assured. At the Burley tobacco growers convention, held here yesterday at the Hotel Phœnix, the proposed "cut out" was defeated by a vote of 22 to 17. But, agreement was made to organize a Burley Tobacco Growers Association immediately. And the result will be a notable reduction of the tobacco acreage of Kentucky, Ohio and Indiana, next year.

With all possible speed, the organization and recruitment of the Burley Tobacco Growers' Association will proceed. The desire is to have the association fully organized and in a controlling position before the loose leaf markets open.

Appointed and approved by the convention, the committee in charge of organization is as follows:

John W. Newman, Woodford county, Ky., chairman.

E. M. Mansfield, Carroll county, Ky., secretary.

Victor Bradley, Scott county, Ky.

O. C. Chapman, Clermont county, Ohio.

David Prewitt, Clark county, Ky.

Martin L. Harris, Dearborn county, Indiana.

T. B. Hill, Montgomery county, Ky.

Former State Commissioner of Agriculture, John W. Newman of Woodford County, called the convention to order. A little later, he was made permanent chairman. E. M. Mansfield of Carroll county officiated as secretary.

The order of procedure was announced by the chairman and instructions made it plain that there would be no speechmaking for or against the cutout. Chairman Newman declared he believed the giving of expressions on the matter would be out of order as authorized delegations had been instructed how to vote at the county mass meetings.

Each county represented by an authorized delegation, was entitled to one vote.

Twenty-two counties voted against the cutout and seventeen favored it. A number of counties, among them Bourbon, Clark and Harrison, refused to send delegates, and no votes were cast by them. These counties, however, were unofficially represented in the convention.

The vote on the cutout by counties follows:

Anderson against cutout; Adams, Ohio, no vote cast; Adair, no vote; Boone, for cutout; Bracken, for; Bourbon, recorded as against; Brown, Ohio, no vote; Bath, for; Boyle, no vote; Breckinridge, no vote; Barren, against; Clark, no vote; Campbell, no vote; Clermont, Ohio, against; Carroll, against; Casey, no vote; Dearborn, Ind., against; Franklin, against; Fayette, against; Fleming, against; Grant, for; Gallatin, against; Green, for.

Garrard, no vote; Harrison, no vote; Henry, against; Hart, no vote; Hardin, no vote; Hamilton, Ohio, no vote; Jessamine, against; Jefferson, no vote; Jefferson, Ind., for; Kenton, for; Laurel, no vote; Larue, no vote; Lewis, for; Lincoln, against; Mason, for; Mercer, against; Montgomery, for; Madison, against; Meade, no vote; Metcalfe, for; Nicholas, for; Nelson, against; Owen, for; Ohio, no vote; Ohio, Ind., for; Oldham against; Pendleton, for.

Robertson, against; Scott, against; Shelby, for; Spencer, against; Switzerland, Ind., no vote; Scioto, Ohio, no vote; Trimble, against; Woodford, against; Washington, against.

Following the announcement of the vote on the cutout, which was received without a demonstration. Chairman Newman declared the meeting open for expression of sentiment on the reduction of acreage.

Acreage reduction came in for considerable discussion. Delegates present were asked to submit their plans for a systematic reduction in writing and they will be considered by a committee of representative growers appointed for this purpose. Several reduction plans already have been submitted. Franklin county included one in resolutions adopted at a county mass meeting last Saturday.

T. B. Hill, of Montgomery County, as spokesman for a special committee consisting of Meritt O'Neal of Mercer County, C. M. Dean of Carrollton, Perry B. Gaines of Carroll County and Mr. Hill, himself, presented for adoption, a resolution as follows:

"Whereas, Reports of the meetings held Saturday, August 14, 1920, *in the various counties of the burley tobacco region show conclusively that there is a strong and widespread sentiment in favor of some immediate and effective action looking to the protection of the burley tobacco industry; and*

"Whereas, Information comes to us of the demoralized condition of the markets in Georgia and the Carolinas, where the 1920 *crop of tobacco grown in those states is now being offered, and it is well known that under the present foreign exchange rates it will be practically impossible to finance this crop of burley tobacco unless we have the cooperation of all persons interested in the tobacco industry; and*

"Whereas, Every indication is that the present crop of burley tobacco in Kentucky and adjoining states will exceed previous records; and

"Whereas, It will be too late to act after the market opens this fall; therefore,

"Be it resolved, That it is essential to hasten the perfection of an organization of burley growers into an association, in order that a census of the present crop may be had before the opening of the market in order that this association can then advise intelligently what should be done to protect and promote the interest of the industry.

"Be it further Resolved, That the chairman of this meeting appoint a committee of five, who, together with the chairman and secretary, shall constitute a committee on organization. This committee shall have power to employ counsel, to secure a charter, prepare a constitution and by-laws, solicit membership, receive money, arrange for headquarters, and employ necessary help, and take all needful steps to perfect the organization as speedily as possible.

"Be it further resolved, That when this meeting adjourns it adjourns to meet on call of the chairman and secretary for the purpose of ratifying the actions of the committee, approving the charter, by-laws, constitution, and the location of permanent officers, and for the transaction of any other business that may come before the meetings.

"The counties not represented at this meeting, and which are this season producing burley tobacco in any considerable quantity, shall be notified of the adjourned meeting and requested to send a representative to same."

In his speech, supporting the resolution, Mr. Hill declared there never was a more serious situation confronting Burley growers. He called attention to the fact that tobacco was selling 60 per cent under last year's market in North Carolina and that South Carolina was offered an average of 21 cents for its tobacco, not including the tail-end grades. It was his opinion that Burley growers were seeking only a reasonable profit and not an extortionate price.

"What is to be done must be done with the approval of the law, and nothing should be attempted unless it can be done legally," he said. Mr. Hill declared that if the growers would unite and give "a few paltry dollars to the expense of the organization," it would result in "a free and untrammeled market for your tobacco in Kentucky." He added that now was the time for farmers to take charge of the selling as well as producing end of the farm products.

H. H. Bourne, a former member of the legislature from Henry county, urged cooperation and declared the hopes of the growers could be realized by standing together and holding down production to the needs of manufacturers instead of overproducing to the extent of 200,000,000 pounds, according to predictions of what will be done this year.

At the opening of the afternoon session Chairman Newman said he believed it would require two months to complete the organization of the growers' association.

Victor Bradley, of Scott county, voiced the sentiment of the majority of those present when he declared in a one minute speech that what he wanted was "action not speeches." He declared that he believed that all farmers who "have sense enough to raise tobacco" know that there is need for an organization of growers.

Everett McClure, of Dearborn county, Indiana, offered an amendment that caused a near breakup in the convention. It was his opinion that every county in the Burley belt should have a representative on the organization committee and declared that among farmers the majority not the minority rules.

Temporarily surrendering the chair to T. B. Hill quickly Mr. Newman answered Mr. McClure's speech, declaring that a committee so large would be cumbersome, that nothing ever could be accomplished with it, and if growers were inclined to place so large a body of men in charge of arrangements that needed to be delicately handled, the convention might as well adjourn sine die and the delegates quit.

He then placed his resignation in the hands of the convention.

Mr. McClure briefly answered. David Prewitt, of Clark county, took the floor and backed Mr. Newman up in his fight for a small committee. He declared that a business as big as that of cultivating tobacco needed a strong organization and success could not be obtained by the wrangling of forty or fifty men, all of different minds. He regretted the fact that a lack of unity was evidencing itself in the convention.

After William C. Hanna, State Commissioner of Agriculture, asked Mr. Newman to explain the resolutions more closely to the convention, the chairman took the delegates into his confidence and told them of the drastic anti-trust law, passed by the recent legislature, which was aimed at outside corporations, which also might entoil the growers' association. He told of conferences of attorneys that were necessary to frame a charter that would keep the organization within the bounds of the law. A suit and final decision before the Court of Appeals will be necessary before the organization's ship can sail in waters without fear of destruction on the shoals of the law, he said.

T. B. Hill took the floor and declared that time was precious and in the interests of harmony and speed asked that Mr. McClure withdraw his amendment to the resolution. Mr. McClure refused and the amendment was rejected by the convention by rising vote. The resolution was then passed by rising vote, the same men favoring the amendment voting against the resolution.

F. P. Drake, Fayette county, spoke in favor of the passage of the resolution previous to the vote.

(*Continued on page* 18.)

Much Tobacco Goes to Norfolk to Be Exported

Shipments Valued at $50,000,000 Went Via Hampton Roads in Seven Months

"Norfolk has become in six months one of the big tobacco export cities of America," declares the *Ledger Dispatch.*

Tobacco exports from Hampton Roads in the seven months from January to July of this year amounted to nearly $50,000,000.

Previously they were insignificant.

Exact figures compiled from the reports of the custom house show the value of tobacco and tobacco products exported in the seven months' period to be $7,504,591.

In the month of July alone exports of tobacco at Norfolk and Newport News were valued at $13,428,427.

The bulk of tobacco exported from Norfolk, consists of leaf, unmanufactured tobacco exports, which in July were valued at $9,438,434, and in May at $8,695,165.

It is only in the last six or seven months that the export movement of tobacco at Hampton Roads has assumed the tremendous proportion that it now shows.

Tobacco intended for export formerly went by rail to New York and by water from Norfolk to New York, where it was transshipped in vessels bound for foreign ports.

Traffic to the north is falling off, however, and more of the business is coming to Norfolk and Newport News.

The total export of manufactured tobacco from the entire United States in 1918 amounted to 625,304,543 pounds. Previous to that year the average yearly exports had been about 400,000,000 pounds. Already this year more than 47,000,000 pounds have been exported here. At the present rate of increase, it is apparent that the proportion of exports through Hampton Roads will be nearly one-fourth.

Cigarettes have not been an important item in exports through Hampton Roads until June and July. In the former month the value of cigarettes exported from the Norfolk district was placed at $399,710; in July it was $1,023,438.

The British Isles get most of the tobacco products sent out of Hampton Roads, but in July considerable quantities were shipped to Asiatic ports. Practically all of the cigarettes exported in July went to China and the Far East.

Tobacco is light cargo, and has to be balanced, it is said, with heavy products in order to insure capacity loading of vessels in which it is shipped. The quantities of tobacco which any one ship can take is limited.

German-French Potash Negotiations

"The result of the war has broken the former German world monopoly of potash, since by the terms of the Peace Treaty the 13 Alsatian works have passed into the control of the French State," says the *Frankfurter Zeitung.* Although the output of Alsace, as compared with that of Germany, is relatively small, it is nevertheless important enough to affect prices on the world market. During 1919 Alsace produced 40,000 metric tons of potash, while it is expected that the output for 1920 will be five times that amount. The total sales of the German potash syndicate during 1919, in which 198 works participated, amounted to 812,000 metric tons of K_2O, and the output is capable of great development. Concerning this newly arisen competition the *Zeitung* says:

Neither in France nor Germany has the state or the producing industry any interest in spoiling prices on the world market by competition. In view of present economic conditions, it is to the benefit of both countries to develop their export at the best possible prices. An agreement between France and Germany as to potash prices on the world markets would therefore be to the advantage of both. At a recent general meeting of the Deutschen Kaliwerke A. G. it was reported that negotiations were then going on with France with the object of coming to an agreement regarding the Alsatian potash industry. The result of the negotiations can not yet be foreseen; however, the economic interests common to both countries should be strong enough to overcome present objections and difficulties. It must also not be forgotten that sooner or later Spanish potash will appear on the world markets. Also that overseas sales are not being made easier by the substitute industries which are being founded, as for example in the United States.

The chairman of the Deutschen Kaliwerke A. G. reported that sales are still slack. On political grounds, and in consequence of the unfavorable state of their currencies, sales to Poland and Czecho-Slovakia have almost entirely ceased. This is the more regrettable as sales to Poland in normal times are estimated at about 1,000,000 double centners (about 110,000 short tons) of pure potash.

Spanish Authorities Seize Contraband Tobacco

VALENCIA, Spain, Aug. 18.—British tobacco valued at 200,000 pesetas was confiscated by customs officials as contraband upon its arrival here today on board a British vessel. The crew is being detained by naval authorities. Another ship which accompanied the vessel under detention took alarm when the coast guard fired a shot at it and left territorial waters.

Big New York Tobacco Grower Dies

BINGHAMTON, N. Y., Aug. 20—Henry I. Armstrong, the largest tobacco grower in southern New York, died yesterday at his home in Owego, aged sixty-six. He formerly was engaged in the wholesale leaf tobacco packing business in Elmira.

Much Damage Caused by Rains

J. C. Beavers, county farm demonstration agent for Guilford County, N. C., is quoted by the Greensboro *News,* as follows, concerning damage done by the rain to the tobacco crop: "It is possible the average loss for the county is as much as 20 or 25 per cent of the crop.

"In many fields in the northern part of the county plants have lost from two to four leaves on account of the heavy downpours."

He points as an instance to the farm of H. W. Lambeth, of Brown Summit. Mr. Lambeth has over 30 acres of tobacco that was exceptionally fine until the rains began, and now he figures that one-third of his crop is lost. Other planters in that section have lost heavily in many fields from a plant disease known as wild-fire, and a few more rains will cause the disease to spread more rapidly than it has up to this time. One farmer in the Brown Summit section estimates his last week's loss at $3,000, and others are estimating their losses on a few acres at from $50 to $100 per day. They say that each day the rains continue the situation becomes worse.

"In a great many fields the tobacco is ripening faster than it can be taken care of, too much water having forced it to mature a number of days ahead of schedule time, and, although owners are working practically every minute of daylight, yet they find themselves unable to handle their crops as fast as they are ready to be harvested."

Mr. Beaver says, "if the value of the average acre of tobacco is placed at $300, the farmers of Guilford county have lost in the neighborhood of $800,000 in the past ten days." He says, also, that if the rains have been as heavy over the other parts of the Piedmont section as they have been in Guilford county, the Piedmont crop will be considerably smaller than it was last year.

It is a significant fact that tobacco planted on red lands has suffered but little. The weed on sandy soil is the one that has been so badly hurt.

Scene in Coffee County, Georgia—Cured Tobacco Ready to Be Taken to the Market at Douglas

Do You Catch the Symbolism of This Picture? Six Georgia Girls, Six Tobacco Leaves, Representing the Six Million-Dollar Tobacco Crop in Georgia This Year. The Young Ladies Are Miss Margery Kalmon, Miss Vivian McLean, Miss Annette McLean, Miss Mary Shelton, Miss Evelyn Shelton, and Miss Lillian Price, of Douglas, Ga.

A "Banner Week" at Lumberton

LUMBERTON, N. C., Aug. 21.—This has been a banner week for the tobacco market in Robeson. Between 2,000,000 and 3,000,000 pounds of the golden weed has been offered at an average of about $30 the hundred. The four markets have paid out more than three-quarters of a million dollars for tobacco this week. Prices have been higher this week, especially on the better grades. About half the crop has been sold.

An Earlier Start at Henderson

HENDERSON, Aug. 21.—Tobacco warehousemen from points in Warren, Wake, Granville, Durham and Vance counties attended a meeting at the chamber of commerce in Henderson Friday to select the opening date for the tobacco market in the district comprising these counties.

In view of the fact that the eastern market opens late it was decided to open the golden belt September 14. There was some thought of making the opening date September 20, but in view of the fact that there will be such a large amount of tobacco to sell and that it will be ready to market by the earlier date it was decided to start then.

Good Reports from Eastern North Carolina

NEWBERN, N. C., Aug. 20—The tobacco growers in Eastern North Carolina are laying their plans to simply crowd the markets in that region the week of their opening, September 1. They are curing the finest crop they have ever made and the largest. The high prices prevailing in South Carolina have made them eager for the selling days to dawn, and the indications are that the breaks on all of the markets on September 1 will be something enormous.

All reports from Eastern Carolina continue to tell of the largest and best quality crop ever cured in that section.

"The general belief that tobacco would not do well on land situated too near the water in the eastern section has been disproven by B. F. Taylor, who has produced and is now curing ten acres of the prettiest kind of bright leaf on the Davenport Farm, below Stonewall, on the Oriental branch of the Norfolk Southern Railroad. A sample of this crop, said to be the prettiest Mr. Taylor has ever raised, was exhibited in Newbern and is an indication of the kind of weed that will be offered on the Newbern market during the coming season. The crop on the ten acres is said to be shoulder high. Other farmers in the neighborhood have planted tobacco this season under the tutelage of Mr. Taylor."

Blackstone to Be a Bright Market

Danville has followed the example of the Eastern North Carolina markets and barred scrap tobacco this season. Other bright markets will probably follow in Danville's wake, and the prospect now is that no scrap will be offered in any of the Virginia warehouses.

It develops that Nottoway, Prince Edward and one or two other Southside Virginia counties that have heretofore banked almost altogether on dark shipping tobacco have grown large quantities of brights this year. Because of this, Blackstone will open up this year as a bright market, as well as a dark. The warehousemen have received assurances that the big concerns will have buyers on the new bright market. However, Blackstone will not take down its sign as a dark market, but expects to sell as much of that class of the weed as ever, perhaps a little more.—*Richmond Times Dispatch.*

Maryland Crop Impaired by Rain

PRINCE FREDERICK, Md., Aug. 19.—Last year's crop of tobacco now going to market will not exceed 24,000 hogsheads—14,000 from fair to good in quality and 10,000 of common grade—representatives of the Maryland Tobacco Growers' Association told Calvert County growers at a meeting held here recently. It was said that there would be a demand for all of it at fair prices should be growers decline to force a sale.

With a fair growing season the crop is generally around 35,000 hogsheads, but too frequent rains have injured this year's crop.

The Showing Made at Timmonsville

TIMMONSVILLE, S. C., Aug. 21.
Total sales for the week, 1,252,760 lbs.
Average price per lb., nearly 30c.
Sold to date of 1920 crop, 3¾ million lbs.
Average price per lb., about 25c.
Remarks: Crop poor on account of excessive rains. Late rains also injured top crop. W. E. LEA.

Ostentatious Start Not Desired

Tobacco sales warehouses at Winston-Salem will open September 14. This decision was reached definitely last week by the Winston-Salem Tobacco Association, of which Mr. Dixon is president and Mr. Bynum, secretary. At a meeting held a few days ago a number of questions were discussed and all of them disposed of except that for the opening date. A committee was to look after this matter, and it finally was decided that September 14 would be the most advantageous day. As yet all the buyers have not been heard from, but assurance is given that some of them will be ready by that time.

The crop this year is late and weather conditions have also been such as to retard ripening. However, there is said to be much tobacco ready for market now and with good weather that is expected to follow for the next few weeks the crop will develop in fine shape.—*Winston-Salem Journal.*

Tobacco from Three States Sold at Douglas

DOUGLAS, Ga., Aug. 20.—Douglas tobacco market sold to-day 110,000 pounds; highest price, 56 cents; lowest, 2 cents. Much tobacco is being shipped and brought from other counties and to-day some tobacco was received from Florida and Alabama.

Passing the Million Mark at Nashville

NASHVILLE, Ga., Aug. 20.—Another big tobacco week for Nashville closed to-day with sales of 5,000 pounds. Douglas passed the million pound mark for the season yesterday, and Nashville follows with her million to-day, although the grades the past week have not been so good, yet the prices have held up remarkably well. It is expected that the tobacco markets in South Georgia will all close within the next two weeks.

Sales at Lyons Notably Increased

LYONS, Ga., Aug. 21.—More than 300,000 pounds of tobacco were sold on this market this week with today's sales. A total of 43,000 pounds were sold here yesterday at an average of 29c. The highest price paid yesterday was 57c. At today's sales 32,000 pounds were sold at an average of 31c. The highest price paid today was 52c.

The market here as well as all others in this section of the state will close with the last big sale next Friday, August 27. This market will buy something in the neighborhood of a million pounds with the close of next week.

Market Not so Good at Vidalia

VIDALIA, Ga., Aug. 18.—Tobacco sales to-day totaled 25,564 pounds, with much poor grade tobacco being brought to the market. Prices ranged from 8 cents to 50 cents per pound, maintaining an average of 30 cents.

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NEW YORK, THURSDAY, AUGUST 26, 1920

FOR SERVICE PROPORTIONATE TO PAY

Largely to provide more pay for railway employes, freight and passenger rates are increased.

The earnings of a railway engineer today may exceed the salary of the commander of a battleship. A conductor on a freight train may get more money than a colonel in the army does. Actually, a brakeman may obtain bigger pay than the Governor of a State.

Concerning the earnings of train men, or the added cost of transportation, it is of little use, perhaps, now to argue.

Certainly, for railroad service, the public is expected to pay.

If increased expense was offset by greater efficiency there would be less complaining.

But when every vexation incidental to poorer service is associated with additional expenditure, railroad conditions seem worse than they were in the "public be damned" era.

For a shortage of cars and for inadequacy of other equipment the railways have some excuse. At least here and there valid reasons exist for failure to keep rolling stocks and tracks in proper repair. Financial considerations, of one sort or another, may account for a lowering of standards of service. Whatever may be attributed to the war or to government control, the railroads of late have sought, somehow, to solve transportation problems, while they worked out their own salvation.

For that, give them credit.

Let them have all that justly might be admitted in mitigation of delays, deficiencies and shortcomings.

But, relative to some things, it is high time to call a halt.

Those who pay the freight have the right to demand honest service from the railroads.

Are shippers getting the protection and assistance for which they pay?

Ask manufacturers and jobbers who make large and frequent shipments of cigars.

While goods are in transit, how many thefts are committed?

Of packages containing cigarettes or smoking tobacco, how often does "breakage" occur?

Do the railroads care to make public, just now, the number of such "robberies"?

In railway circles is there more than a halfhearted effort to prevent crimes of this sort?

Or, is there "no such thing as grafting?"

Apparently, because of the difficulties incident to obtaining transportation when wanted, because there has been, and is, a premium on car space and promptitude, many shippers have been induced to "come across." Railway employes have been obtaining money (how much, who can say) from "people who were in a hurry."

According to report, in dozens of ways, shippers have been shown what could be accomplished by cash "put in the right palm." A "good giver-up" could get cars or have freight forwarded with reasonable speed. Importance attached to what the shipper paid "on the side."

If accounts of the effectiveness of "gratuities" are true, what then?

Railway employes have received more pay. The railroads have been granted increased rates. The extra expense is saddled on goods shipped and people who travel.

Being compelled to pay more for railway service, is the public less entitled to a square deal?

AS BURLEY GROWERS ORGANIZE

All tobaccodom awaits developments of the action taken by Burley tobacco growers, at Lexington, Ky., last week. What will the outcome be?

Application is made for a charter. So rapidly as proper attention to details will permit, the work of organizing the Burley Tobacco Growers' Association will be rushed. Strenuous efforts will be made to obtain a membership of 50,000 before the loose leaf markets open. Immediately a census of the 1920 Burley tobacco crop will be taken. When the association secures a trustworthy estimate of the entire yield this year, the proposal is to have the tobacco put on the market, gradually, in quantities that will not tend to reduce prices. If it is necessary to keep back much tobacco, such holding may not be to the disadvantage of the farmer, for the operations of the association will be based on a determination to reduce greatly the Burley tobacco acreage next year.

"SEEING THE RAISE"

The raise in freight rates, effective August 26, is going to add quite some little additional sum to the cost of lumber. To what extent it will affect the price of cigar boxes it is difficult to determine. Certainly it is not going to bring prices down.

It is, indeed, a unique method of figuring whereby the wages of railroad employes are raised $60,000,000, with the idea of *lowering* the cost of living. At the same time passenger rates are shot up 20 per cent, and freight rates are advanced from 25 per cent to 40 per cent.

What we need as much as anythng else is some good healthy business men in important legislative and executive offices of the country.

As things are now, if you make money, the Government takes it in taxes; if you don't make it, they think you are trying to defraud the Government, and investigate you for safety's sake.

While it is true that some of the Government investigators have discovered that certain articles have declined in price during the past year to the extent of one-half of one per cent, money rules at 8 per cent, and not so darned easy to get at that.—*The Cigar Box.*

PRICES "GUARANTEED"

The Federal Trade Commission has called a conference of all the trades for the coming fall to discuss the question whether guaranteeing prices against decline is legal or illegal, or rather, whether it is legitimate or illegitimate. The commission some time ago took the position that it was unfair competition, and began some prosecutions against concerns who did it. So far as I have seen, none of these cases have been disposed of. Evidently the commission is in doubt, or it wouldn't have called the conference.

Personally I am utterly unable to see the smallest thing to question in the action of a seller who guarantees his price against decline for a limited period. And I will wager all I own that no court will see anything to question in it either. When a man buys goods on a fluctuating market—and any market is of course liable to fluctuate—*somebody* must take the risk of a decline before they are sold. Why shouldn't the seller take that risk if he wants to? I can't get the viewpoint of the people who say it is illegal. The chief objection comes from the competitors unfair competition because it gives the guarantors the preference. Of course it does, and it should. Naturally the man who gives protection with his goods gets buyers' preference—that is why he does it. But anybody can do it.

I believe I would be willing to agree, however, that from everybody's standpoint it would be better not to guarantee prices against decline. From the standpoint of the seller who guarantees his price, because he then wouldn't have any losses to take; from the standpoint of the seller, who doesn't guarantee his price, because he wouldn't have to meet a worrying form of competition; *and from the standpoint of the buyer, because it would make a better buyer of him.* The man who buys with the price guaranteed against decline doesn't *buy* at all; he merely gives an order. You don't need to know anything in order to buy that way. Anything that forces a man to study markets and study buying is a good thing for him, and sooner or later he will be glad it happened.—*Modern Merchant.*

TOBACCO GROWER'S HARD LUCK

A citizen observed the other day that if the tobacco crop in this section were to sell as high this season as it did last, automobiles could not be bought fast enough to meet the demand. But it is not expected it will sell as high as it did last year. People who are in the know began shaking their heads weeks ago—before the crop had hardly got started. Low grade tobacco, they said, was going to be low in price as well as in grade. The conjecture has been heard that if the week averages half the last season price it will not be surprisingly low.

This all contains hints of mysterious forces operating on the tobacco grower, somewhere in the trade, which is world-wide, but now come reports of disaster that haven't any mystery about them. The rains have damaged the county crop 25 to 35 per cent, depreciating its value something like $800,000. That would leave it, without further mishap, at about $2,400,000, which is a rather impressive figure, after all.

The richest rewards in the history of agriculture in this section have been those lately reaped by the tobacco grower. But it is hard won money at any price; not as hard, to be sure, as it used to be, but hard enough. The pull of circumstances on the young men of the farms has been hardly anywhere greater than in Guilford, but there has been much counteraction in the tobacco crops of the past few years. Cutting upward of a million dollars out of the value of a single season's crop is likely to have profound and widespread effects.—Greensboro, N. C., *News.*

A newspaper man met a tobacco merchant hurrying through the financial district with a pair of field glasses swinging over his shoulder. The yacht races had long since been decided. There was no horse racing scheduled at any of the tracks in the vicinity of New York that day. The scribe's curiosity being aroused, he asked: "What are you doing down here with those field glasses?" "I'm looking for customers," was the prompt reply.

A resolution on March 6, 1920, adopted by the Senate and House of Representatives of the Philippines authorized the creation of a joint committee of both houses to consider and prepare plans for the creation of a free zone for merchandise imported from the United States intended for reexportation from the Philippine Islands. The committee will report at the next regular session of the Legislature.

UNITED STATES TOBACCO EXPORTS DURING JUNE

Treasury Department Figures Compared

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	JUNE— 1919		JUNE— 1920		TWELVE MONTHS ENDING JUNE— 1918		TWELVE MONTHS ENDING JUNE— 1919		TWELVE MONTHS ENDING JUNE— 1920	
Tobacco:										
Unmanufactured—										
Leaf.....lbs..	98,550,102	28,935,298	28,041,064	16,040,478	288,781,511	69,674,731	625,072,853	189,894,417	632,773,620	271,940,888
Exported to—										
Belgium	6,050,746	1,469,518	2,296,190	651,316	75,523	6,500	13,615,413	3,364,158	49,635,068	12,164,593
Denmark	3,815,846	985,962	22,390	5,647			9,369,448	2,267,739	14,701,715	4,283,549
France	19,832,489	3,035,029	384,320	123,808	73,372,601	11,143,599	97,088,976	15,309,905	52,328,375	14,952,077
Italy	4,592,729	1,008,992	25,045	18,497	38,540,529	4,987,156	61,082,204	10,133,209	34,824,867	8,996,302
Netherlands	6,770,607	1,439,974	978,995	288,299	1,359,367	178,239	14,101,512	2,842,746	62,854,196	16,390,244
Norway	2,313,640	755,371	45,293	17,736	881,436	156,827	9,428,000	2,506,096	7,449,798	2,612,325
Portugal	1,893,258	491,315			4,082,856	780,091	4,374,050	1,004,942	3,706,743	923,520
Spain	4,227,500	747,940	194	160	17,536,192	2,412,112	25,510,069	4,087,889	12,552,573	2,155,574
Sweden	3,477,382	819,843	583,856	261,644			5,827,280	1,365,744	14,638,006	5,863,936
Switzerland	3,352,768	888,476	143,577	50,625	3,484,999	585,527	8,610,878	2,053,659	8,010,014	2,082,122
United Kingdom	29,449,018	11,898,219	10,428,579	7,073,166	89,433,995	31,738,400	276,853,745	106,664,511	256,207,064	146,472,273
Canada	3,310,892	1,407,407	745,961	468,145	17,577,987	6,296,212	23,282,916	9,459,019	20,234,154	10,989,838
Mexico	152,792	34,578	270,963	56,970	1,900,336	263,969	1,642,715	316,649	1,809,795	442,098
Argentina	1,956,415	598,167	506,155	185,695	2,084,132	325,123	5,724,633	1,317,891	3,170,192	1,047,747
China	1,510,263	644,911	3,090,719	2,300,027	7,959,312	2,584,731	14,699,427	6,226,901	20,030,471	11,599,757
Hongkong	1,540,854	580,475	875,512	463,833	5,277,665	1,957,776	4,857,811	2,149,493	2,424,634	938,406
Japan	383,259	277,555	829,333	558,586	2,346,479	851,028	4,932,996	2,579,148	6,105,225	3,730,259
Australia	2,292,722	1,282,855	2,580,595	1,997,782	6,353,648	2,132,580	17,793,685	8,583,010	14,186,767	10,235,871
British West Africa	441,650	155,882	1,617,530	606,425	8,352,952	1,522,153	10,422,711	2,950,742	16,206,869	5,704,120
French Africa	175,507	54,222	426,617	147,561	2,511,968	447,563	7,492,134	1,947,609	6,226,533	1,828,911
Other countries	1,009,805	356,607	2,189,240	784,556	5,649,534	1,305,145	8,362,250	2,763,357	25,470,561	8,528,372
Stems and trimmings.....lbs..	856,184	40,091	1,357,423	63,316	389,175	24,964	4,214,908	395,818	15,264,035	786,272
Manufactures of—										
Cigarettes.....M..	1,570,856	3,163,507	1,718,026	3,537,224	9,129,051	17,586,897	13,621,190	27,064,784	17,547,371	43,248,768
Exported to—										
Belgium	386,945	945,184	1,000	3,000			739,355	1,718,092	3,344,933	10,924,739
France	9,022	96,627	160	1,110	664,399	1,863,443	1,291,561	3,955,830	173,899	490,771
Italy	27,275	79,069	87,522	214,052	22,444	64,858	318,861	815,228	2,115,541	5,359,183
Netherlands	42,300	127,804	420	2,420	1	10	43,064	132,616	1,359,768	3,732,882
United Kingdom	82,550	259,522	11	76	1,323,207	3,404,393	948,830	2,574,456	1,550,141	4,716,351
Panama	9,438	34,279	16,491	59,140	68,087	193,035	84,090	282,430	124,402	415,566
China	827,695	1,286,329	1,161,378	2,049,418	5,393,371	9,339,526	7,571,773	12,735,410	5,820,470	10,001,401
British India	8,700	36,138	186,901	526,485	301,027	453,902	538,730	1,262,992	705,885	1,810,505
Straits Settlements	108,750	125,114	183,675	420,507	773,024	1,056,503	1,242,948	1,590,696	1,003,607	1,649,541
Siam	30,000	37,800	23,250	29,295	138,500	222,048	252,006	352,810	203,500	264,573
Philippine Islands	10,015	46,554	22,005	94,699	52,979	186,326	86,863	370,461	153,291	624,394
Other countries	28,166	89,087	35,213	137,022	392,012	802,853	503,109	1,273,763	991,934	3,258,862
Cigars and cheroots.....M..	8,250	$164,739	4,325	$96,038	14,968	$541,750	33,111	$849,121	66,874	$1,425,740
Plug.....lbs..	722,952	323,837	417,364	239,240	4,697,447	1,523,038	6,546,117	2,805,426	4,730,822	2,534,637
Smoking.....lbs..	559,761	331,233	425,196	165,435	3,317,058	1,627,040	7,126,723	3,735,493	4,371,925	2,521,541
All other		126,683		55,278		434,846		842,868		1,821,108
Total manufactures of		4,109,999		4,093,215		21,713,571		35,297,692		51,551,794

MONTHLY AVERAGE EXPORT PRICES OF PRINCIPAL DOMESTIC ARTICLES.

[Based on the actual cost, or the value of articles at the time of exportation at the ports from which shipped, for unit of quantity stated.]

EXPORTED ARTICLES.	Unit.	1919 June.	July.	Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar.	Apr.	May.	June.
Tobacco, and manufactures of:														
Leaf	...do....	.293	.35	.345	.337	.39	.43	.407	.455	.457	.578	.515	.612	.573
Cigarettes	M.....	2.00	2.78	2.36	2.58	2.80	2.60	2.60	2.82	2.55	2.30	2.05	2.17	2.06
Plug	Pound..	.43	.47	.518	.563	.49	.566	.546	.575	.50	563	533	.526	574

UNITED STATES TOBACCO IMPORTS DURING JUNE

Treasury Department Figures Compared

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	JUNE— 1919		JUNE— 1920		TWELVE MONTHS ENDING JUNE— 1918		TWELVE MONTHS ENDING JUNE— 1919		TWELVE MONTHS ENDING JUNE— 1920	
Tobacco:										
Leaf, product of the Philippine Islands.....lbs..free..			138,709	34,718			4,316,760	1,209,983	642,248	121,861
Leaf, suitable for cigar wrappers .....lbs..dut..	783,183	1,320,196	882,979	1,385,246	4,515,344	5,444,673	8,007,722	12,096,619	7,328,719	10,011,008
Imported from—										
Netherlands			860,387	1,347,507	353,172	575,289	486	658	1,512,098	2,235,607
Canada	7,475	14,370	13,295	25,247	88,629	190,348	320,241	358,007	73,439	114,439
Cuba	2,082	7,324	3,218	9,043	180,739	276,008	44,254	94,611	34,301	127,512
Dutch East Indies	773,359	1,298,426			3,890,236	4,400,543	7,553,460	11,524,468	5,532,668	7,266,289
Other countries	267	76	6,049	3,449	2,568	2,485	89,281	118,875	176,213	267,161
All other leaf.....lbs..dut..	8,045,488	7,211,844	11,111,256	9,283,760	74,852,219	39,875,851	71,626,621	53,023,087	86,034,215	68,031,421
Imported from—										
Greece	2,581,053	2,398,402	2,593,802	2,154,298	18,626,083	16,797,409	19,639,777	21,524,056	13,145,649	12,829,341
Turkey in Europe	268,037	333,075	146,936	144,992			1,682,708	2,996,766	3,811,041	3,367,184
United Kingdom			32,011	30,664	44,992	58,851	72,816	63,348	471,966	395,296
Mexico	2,204	551			511,595	142,152	2,592	1,288	11,031	12,489
Cuba	3,463,401	3,433,480	2,504,449	2,767,360	20,366,787	15,711,337	20,356,332	18,859,740	23,391,804	23,800,164
Dominican Republic	32,168	4,696	683,403	102,247	15,242,017	1,632,956	16,008,083	2,387,917	6,427,272	1,040,249
Turkey in Asia	358,514	580,319	2,241,324	2,012,960			2,732,115	3,425,987	22,077,974	20,191,918
Other countries	1,340,111	461,321	2,909,331	2,071,239	20,060,745	5,533,146	11,132,198	3,763,985	16,697,478	6,394,780
Total unmanufactured.lbs..	8,828,671	8,532,040	12,132,944	10,703,724	79,367,563	45,320,524	83,951,103	66,329,689	94,005,182	78,164,290
Manufactures of—										
Cigars, cheroots, and cigarettes—										
Product of the Philippine Islands—										
Cigars and cheroots.lbs..free..	281,927	506,339	415,160	833,656	4,015,588	4,478,852	4,331,886	6,620,063	3,968,479	7,615,871
Cigarettes.....lbs..free..	975	1,223	125	82	11,731	9,356	7,027	9,364	9,895	14,422
All other—										
Cigars and cheroots.lbs..dut..	35,141	270,972	68,822	529,939	488,263	3,017,898	427,858	3,136,374	675,089	5,421,261
Cigarettes.....lbs..dut..	47,679	52,154	2,011	9,405	7,535	27,472	49,207	59,964	11,413	60,285
Total cigars, etc.....lbs..	365,722	830,688	486,118	1,373,082	4,523,117	7,533,578	4,815,978	9,825,965	4,664,876	13,111,839
All other manufactures of .....lbs..dut..	15,081	15,846	19,635	21,226		132,641	277,476	157,657	182,108	162,468
Total manufactures of		846,534		1,394,308		7,666,219		9,983,622		13,274,307

MONTHLY AVERAGE IMPORT PRICES OF PRINCIPAL ARTICLES.

[Based on the wholesale price of articles in the markets of the countries from which imported for unit of quantity stated.]

IMPORTED ARTICLES.	Unit.	1919 June.	July.	Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar.	Apr.	May.	June.
Tobacco, leaf:														
Suitable for wrappers	...do....	1.69	1.63	1.63	1.30	.90	.875	1.32	1.44	1.19	2.46	1.21	1.34	1.57
Other	...do....	.896	.796	.849	.769	1.03	.662	.578	.613	892	901	856	842	.835

CIGARS FROM PORTO RICO.

Per S. S. Coamo. Arrived Aug. 24

Consignees:

	Cases
United Cigar Stores Co	285
P. R. American Tob. Co	340
El Cora Cigar Co	3
Cien Porciento Co	6
F. Bonilla	8
P. R. Express Co	6
Infanzon & Rodriguez	20

Per S. S. Philadelphia. Arr. Aug. 20.

Consignees:

New York—

	Cases
Porto Rico Express Co	5
Porto Rico Amer. Tob. Co	50
United Cigar Stores Co	50
E. Acoro Ex't & Imp't Co	13
Gradiez Annis & Co	26
Total	144

TOBACCO FROM PORTO RICO.

Per S. S. Coamo. Arrived Aug. 24.

Consignees:

New York—

	Barrels
Porto Rican American Tob. Co	20
Portocuba Corporation	40
Rosenstadt & Waller	50
M. Gans & Sons	176
Lanza Rucabado & Co	25
M. A. Sola & Co	88
W. Schall & Co	50
M. Lopez & Co	35
American Sumatra Tob. Co	45
Burlach Bros.	105
Union National Bank	11
American Cigar Co	135
L. Hirsch	105
S. Schwartz	5

	Bales
P. R. American Tob. Co	20
Portocuba Corporation	14
Rosenstadt & Waller	65
R. Gans	35
W. B. Shaw Corporation	35
M. A. Sola & Co	4
I. Lewis Cigar Mfg. Co	100
P. Lorillard Co	450
American Cigar Co	244
L. Hirsch	5
H. Duys & Co	29
American Cigar Co	50
J. B. Lichenstein & Co	67

	Cases
Pedro Costa	8
American Cigar Co	1

Per S. S. Philadelphia. Arr. Aug. 20.

Consignees:

New York—

	Bales
Y. Lessis Cigar Mfg. Co	250
Stern, Mendelsohn Co., Inc	3
P. Lorillard Co	500
Stern, Mendelsohn Co., Inc	3
Total	756

	Barrels
Stern, Mendelsohn Co., Inc	41
H. Duys & Co	104
J. Cohn & Co	280
Total	425

STRIPPED TOBACCO FROM PORTO RICO.

Per S. S. Philadelphia. Arr. Aug. 20.

Consignees:

New York—

	Barrels
Max Gans & Son	140
Rosenstadt & Waller	122
W. Schall & Co	2
S. Weinberg	20
Durlach Bros.	104
P. Lorillard Co	150
Universal Leaf Tob. Co	33
Cullman Bros.	65
Selgas & Co	125
American Sumatra Tob. Co	55
E. Rosenwald & Bro	115
Total	926

	Bales
E. Rosenwald & Bro	100
Max Gans & Son	2
Total	102

STEMMED TOBACCO FROM PORTO RICO.

Per S. S. Philadelphia. Arr. Aug. 20.

Consignees:

New York—

	Barrels
Samuel Alverez & Co	122

Our executive offices at 7 East 42d Street, New York City, are a clearing house for the mechanical needs of the cigarette making industry.

Whether your demands require standard machines of proven merit to meet the exacting tests of constant production, or whether special problems in your business require special treatment, we are glad to place our engineering and manufacturing facilities at your service.

THE LUDINGTON MACHINE CO.

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Specializing in Tobacco Machinery

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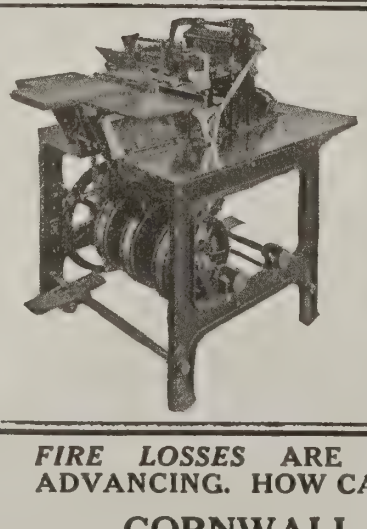

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But Jobbers Up-State Say That It Isn't So Easy to Supply All the Cigars Desired—How a Persistent Lawyer Utilized a Smoke Shop to Obtain a Place to Sleep—A Protest Against Increased Freight Rates—A Plea Not to "Rock-the-Boat"—A Havana Ribbon Salesman Who Became a Flour Magnate—"Cap" Hullett Makes Provision for the "Smoke Needs" of New York Legislators—And the Golden Rod Blooms on the Roadside.

NEW YORK STATE CAPITOL DISTRICT,
Golden-Rod-Week, 1920.

"Ah, that's the life, Sam, that's the life!" glowed Jim Stubb, pulling off his gauntlets and goggles in the forum of the Hot Chair Club after parking his Rolls-Roysterer afront the Stubb & Ash, Inc., wholesale and retail tobacconists headquarters. "Give me six months more of this weather, the open road, the glinting golden-rod——"

"Golden-rod? What's that?" butted in Sam Ash, from his location in the show window, trying to rearrange the same old stuff in a new way. "Som'thin', I bet yer, which should mebbe be good enough for a filler in a nickel see-gar, yet not fine enough for a six-center?"

"Rats, Sam, rats! Haven't you ever seen the incandescent golden-rod growing with the buckwheat and the thistle right alongside the highway, like a beautiful ormolu fence?" described Jim Stubb, making a memo to order more gas, more oil, more inner tubes, and so on, and so on, for the next trip. "Why, Sam, I'm surprised! I supposed every one knew golden-rod!"

"Sure, mebbe I should set golden-rod growin' in this here store all day, hey?" yelled Sam Ash, knocking over a pyramid o' boxes which was another half hour's work to rebuild for the display o' Porto Rican cigars. "If yuh had it even one idear in yuh'r ivory bean, why didn't yuh bring it a bunch o' that there golden-rod to put in this here window, y'unnerstan, so we should have a scene such as yuh birds stop to look at!"

"Never thought o' that, pon' my word!" regretted Jim Stubb, selecting a seat in the Hot Chair Club where he could see and not be seen. "If I had, you betcha, I'da filled the ole window with enough glow to make it look like a sunset in Piute Pass!"

"Yeh, yuh have it the best intentions, I bet yer, just like Al Smith," nodded Sam Ash, patiently piling up the Egyptian obelisk which had been built in show windows many, many times before Rameses was a cigarette. "For Al, y'unnerstan, has ordered it a extra session of this here State Legislature.

"So Cap Hulett is gittin' ready to reopen the State Capitol cigar stand on the Senate floor. This will occur about September the tenth, unnerstan me, unless the yiddisher members o' the Senate an' Assembly can induce Al to postpone the openin' until after the holidays o' Yom Kippur an' Rosh Hossana, which should be New Year's.

"Anneyhow, Manager Monroe is still doin' business at the reg'lar Washington avenue stand in the Capitol. An' this year is about the best the stand ever had, y'unnerstan, account of so many tourists buyin' both see-gars an' souvenirs."

"Let 'em buy less souvenirs and more cigars," suggested M. J. Goldbas, placing his Lucella grip from Utica with the Musty-Hay Commissioners o' the Hot Chair Club. "And it is my mission to encourage that idea for the Lucella brand particularly."

"Well, I've got a new feature myself," spoke up Walter Branche, sashaying into the Cattle Tick Division o' the Red Sweater League with a fresh sample box o' something. "And it's the brand R-B in the latest foil wrapped invincible shape, retailing for ten cents per each.

"This I'm going to place right thru the Capitol District in at least 900 stores. That's no exaggeration, either, because I've now got orders for far more than I can fill immediately. Also, I don't believe this big cigar will interfere a particle with the old R-B in the eight-cent londres."

"You ought to know, Walter," coincided Jim Stubb, speaking forth from his place behind the page o' batting averages o' the Twilight teams. "With Blackstone londres gone to $102 the M from $95, just now, and Peter Schuylers so scarce you can't buy 'em with even Charlie Chaplin's weekly movie money, I guess maybe some other brands will have to help with rain-checks."

"Huh, they won't be no such see-gars on the market soon, I bet yer," scoffed Sam Ash, still endeavoring to top off that Temple o' Tangier with a lopsided package o' tobacco. "Why, even the Dearstyne Brothers Tobacco Company raised their Seal Skin brand to a retail of two-for-a-quarter last week, y'unnerstan."

"That's the popular price, Sam," Jim Stubb reminded, turning over to the next page to look at a new Blackstone ad. "No gentleman thinks o' smoking a cigar for less than fifteen cents, or thirteen—when he can get it!"

"Then why shouldn't they be more moneh in see-gars?" demanded Sam Ash, balancing his window pyramid with gentle care, lest a breeze from the open door blow it over in the position o' the Leaning Tower o' Pisa. "Tell me, why don't yuh, why see-gar store fellers ain't gittin' rich as Adolph Zukor, who uster retail fillums afore he got a idear which made him a Famous Player?"

"Trouble is, Sam, I believe, that us jobbers and retailers aren't aggressive enough," admitted Jim Stubb, taking a peak at the awful condition o' Wall Street in the reports of the paper. "And I saw a simple illustration of that right here in this store last night.

"You know every hotel and rooming house in town is jammed to the skylight these warm evenings with folks sleeping, as a privilege, on top of even the hotel cigar stands. So, as I say, about ten last night I was about to shut up shop when in walked a bunch hollerin' for rooms.

"Of course, I didn't have 'em up my sleeve, nor behind the counter here. To ease them off gently, I gave out the usual list, many of which had already been covered by the mob. And they departed, more or less hopefully, like a flock o' mosquitoes looking for low necks and high skirts.

"And, just as I was feeling in my hip pocket for the keys to the cash-box and front door, in hops a lively critter with the same ole query, 'Where, sir, can I get a niche to flop, either in luxury or poverty, it matters not!'

"Well, I was on the point o' tellin' that gink that the Chamber o' Commerce was closed for the day, and that the Salvation Army barracks was right next door—look for the Red Shield. But I carelessly observed that he was smokin', and, perhaps—who knows?—he might buy another.

"So I spoke my piece, and he looked dismayed—much worse than Tennyson's Six Hundred. In fact, he was nonplused, or words to that general effect. Right here, though, he showed his spunk. 'Can I use your phone?' he piteously pleaded.

"'Sure,' says I, lookin' at the Western Union clock in a suggestive spirit, 'but please hurry—I quit at the tick o' ten.'

"'Yes, yes,' says my friend, jumping for Brother Bell's income tax producer, 'I'll make it brief. Merely want to call a relative.'

"Sayin' which, you have my word, Sam, that shensi stuck to that wire, callin' first one, then an other of his dear relations—who were all out, or in bed—till the clock chimed eleven.

"But here's what he did, and how he did it—and I got so interested in the method that I think I'd stayed there with him till Joe McElveney got out o' bed next morning. Anyway, after addressin' himself to his friendly relative,

his city club, his country club, and so on, he finally learned he was summering at Bluff Point—which ain't no bluff, Sam, it's somewheres located with its feet in the deep blue waters o' Charlie Champlain's private pond.

"At this point, however—not Bluff Point—but the point o' the story, the steward or somebody at the Colonie Club suggested hopefully that Mister So-and-So could get a key to his friend's house, so he could sleep for the night, providing he could give a guarantee o' character, acquaintance, and the etc.

"'Guarantee,' shouts my phoner, hoppin' up and down against our plate glass candy case, 'Guarantee! Why, I guarantee myself—I'm alright, just as I say I am. But, lemme tell *you* sometings. I don't break in nobody's house. I'm a lawyer, I am—not a burglar!'

"And he got the room up to the Adelphi Club. Because the steward figured if the goof wasn't a burglar he'd be alright to trust with a bunk to sleep on. So, by perseverance, my moral is, the lawyer slept at last—after buying that smoke I stayed open an hour to sell, and *learn*."

"Bunk! Pure bunk!" stormed Sam Ash, adding just a few more knick-knacks to an already overcrowded show window. "How should a Saint Terrer tramp like that convince a yiddish club steward he should mebbe be good enough for a room when even Kuhn, Loeb & Company couldn't buy one here anney night last week?

"That's what the see-gar salesmen are kickin' about, also as well. They come to this town, y'unnerstan, some time after the curfew rings, an' they ain't nu pillow in the park even to rest a head. Then, after movin' on Troy or Schenectady, unnerstan me, they find the same condition, only worser.

"So they sent some delegates over to the Public Service Commission last week to tell their troubles. But their particular holler was on increased rail fares, unnerstan. Lots o' big ginks was there, a-course, with L. E. Steckler, o' N'Yawk, hittin' 'er up for the National Council o' Travelin' Salesmen.

"Some big shippers was likewise in town for the pow-wow, yellin' to heaven that them there new freight rates will kill the last, the very last, per cent o' profits which the Government still allows to a manufacturer, jobber or retailer who wants to keep out o' Atlanta.

"After hearin' all this interestin' testimony, the Commissioners withdrew to executive session, som'what similar to this here Hot Chair Club sub-committee on the races when they should git it a hot tip from a feller who told a feller what Harry Payne Whitney said, an' the so forth.

"Anneyhow, it looks to me, Jim, as though Dan Willard was right. For he stood up at the meetin' an' said, loud as he could: 'It's simply a case o' higher cost o' livin' among the railroads, same as you folks sittin' here. We're all in the same boat—please don't rock it!'"

"There you have a constructive suggestion," O. K.'d Harry Agnew, leaning his net weight o' two hundred and twenty pounds, plus tare o' one Palm Beach suit, against the twelve-cent cigar case. "That's what we've got to do—stop kicking.

"Take my case, for instance. When I lived all the time in Boston, I was a narrow-minded bean-eater, alright. Couldn't see a meter farther than the edge o' my Roman nose. So, as a member of a Boston labor union, I followed the crowd, went on strike and rocked the boat till she upset, throwing all hands in the sea o' despair.

"Then I swam ashore. Dried my clothes, salvaged what I could from the sinking ship, made up my mind to quit such a business. This I did, at last tieing up with the Bayuk Brothers account for Havana Ribbon cigars, simply as a jobbing salesman.

"Stuck to that until I saw a better chance with a couple o' friends in the milling trade. That is, the chance consisted of a granary and brewery in Omaha, Nebraska, with nearly a million dollars to raise to float the thing.

"Profiting by my experiences as a pinch hitter cigar salesman, I hiked back and forth between Boston and Omaha until it was finally arranged that the Omaha Chamber o' Commerce and the Boston National Shawmut Bank would finance that deal, fifty-fifty, with the assistance of some cordially patriotic citizens o' Omaha.

"This made our milling corporation almost so chesty as the for sale sign on Hog Island.

"And it likewise made my past performances as a cigar salesman look like the record of a needle peddler in Somaliland. Anyway, we now had the capital, the plant, the experience—all we needed was the business.

"Eight years have passed. During that time, while wheat was scarce and high, twenty-five cents the barrel was and is an excellent milling profit. Just think of it! Selling 196 pounds o' flour to pack down a quarter—twenty-five pennies! How a cigar manufacturer would howl with a business profit like that!

"Still, as I say, after eight years, we have got by big. My only regret today is that I'm personally shrinking, I'm afraid. From a neck and collar size of sixteen and three-quarters, when I sold Havana Ribbons, I've honestly and actually reduced right down to a mean-weight with a collar circumference of exactly sixteen and one-half, flat-tire collar types only!

"But—the business? Well, we've imitated your old friends, the pipe manufacturers—William Demuth & Co.—by inaugurating in our plant the John Leitch system o' industrial democracy. You know what that is—you give every one a crack at the golden-rod, otherwise the golden rule.

"Every man jack in the mill has the same privilege of management and direction proportionately that we have. Right there on the general board of directors sits a full-fledged representative of the men—and he has the identical voting power to endorse or annul that any other member of the board may have. And that's straight, too.

"All this dope makes good business. If you don't believe it, stop off at our works next time you come out to Nebraska to visit our near-neighbor, Bill Bryan. Ideas, suggestions, plans, have come to us thru the men which are invaluable—and that's so, also.

"Just one illustration: Lots o' trouble came to us in shipping, as it comes to every firm using solid cars and trains o' freight. Big shippers suffering proportionately with the smaller. And one of our difficulties was leaky cars, floors of the cars with nails in 'em to rip the sacks, carelessly piled goods, and so on.

"These things brought complaints from our customers, just as broken cigars will do from yours. And all that meant correspondence, settlement delays, credit tied up and the million items connected with transportation troubles.

"Came to us, then, one day, a chap for our shipping room. 'Say, boss,' says he, twirling his dusty cap in hand and looking ready to jump out the window, 'is this here democrat plan o' yourn on the level?'

"'Sure,' says we, trying to encourage the boy to spill his soup, 'what's on your mind?'

"'Only this,' says he, and then he proposed a nice, simple plan which, with adjustments, entirely removed all our previous source of worry with rotten cars. And one of his ideas about testing leaky cars was so plain and sensible that we almost wept to think we hadn't thought of it before.

"It merely was to play a hose on the cars as a test for leakage before accepting them from the railroad! Removing

(*Continued on page* 38)

HUGO MULLER COMPANY
INCORPORATED
IMPORTERS OF
Sumatra and Java Tobacco
152 WATER ST., NEW YORK

PERCIVAL R. LOWE
Leaf Tobacco Broker
155 Water Street, New York

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.
Havana Tobacco Stripping Co.
Tobacco Strippers and Commission Merchants
LEALTAD, 110, HAVANA, CUBA

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That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

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There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, doffing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate.

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Diamond State Fibre Company
Dept. P.
Bridgeport, Pa. (Near Philadelphia)
In Canada—Diamond State Fibre Company of Canada, Ltd., Toronto

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

SCHARLIN SNUFF & TOBACCO CORPORATION

STANDARD QUALITY SNUFFS SINCE 1876

GAMBETTA SNUFF
(French Rappe)

1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF

Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF

1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF

Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF

Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

U. S. Tobacco Crop Estimates

WASHINGTON, Aug. 25.—The indications on August 1 for the tobacco crop of the country, according to the Bureau of Crop Estimates of the Department of Agriculture, were 1,544,489,000 pounds. This is 43,689,000 pounds more than the estimate made by the department on July 1. In December, 1919, the department estimated the crop of this year to be 1,389,458,000 pounds. The five-year average of 1914 through 1918 was 1,187,708,000 pounds. The total tobacco acreage of this year is 1,859,700 acres, which is 97.8 per cent of the 1919 acreage.

North Carolina Tobacco Crop

Relative to tobacco crop conditions in North Carolina, during the early part of August, the Crop Reporting Service says: "The crop of 84 per cent condition has improved considerably since a month ago. It is expected to make an 11 per cent larger production than last year's crop. The acreage is 2 per cent less, the yield 100 pounds per acre, or 14 per cent more than the 731 pounds made last year. The first sales prices have been better than they were a year ago."

Tabulated by counties and districts, tobacco crop prospects, as represented by "percentage figures," are shown as follows:

Counties by districts	Per cent
Alleghany	90
Ashe	..
Avery	..
Caldwell	90
Surry	91
Watauga	93
Wilkes	97
Yadkin	85
Northern MOUNTAIN	91
Buncombe	85
Burke	80
Cherokee	..
Clay	94
Graham	..
Haywood	72
Henderson	80
Jackson	..
McDowell	80
Macon	..
Madison	81
Mitchell	..
Polk	75
Rutherford	..
Swain	..
Transylvania	..
Yancey	88
Western MOUNTAIN	81
Alamance	98
Caswell	92
Durham	85
Forsyth	96
Franklin	87
Granville	92
Guilford	103
Orange	103
Person	105
Rockingham	97
Stokes	89
Vance	91
Warren	86
Northern PIEDMONT	92
Alexander	97
Catawba	..
Chatham	94
Davidson	90
Davie	95
Iredell	96
Lee	86
Randolph	98
Wake	..
Central PIEDMONT	92
Lincoln	..
Mecklenburg	60
Montgomery	80
Moore	95
Richmond	65
Stanly	..
Union	..
Southern PIEDMONT	79
Bertie	75
Camden	90
Choan	90
Currituck	75
Dare	..
Edgecombe	73
Gates	88
Halifax	80
Hertford	87
Martin	84
Nash	89
Northampton	80
Pasquotank	..
Perquimans	90
Tyrrell	..
Washington	85
Northern COASTAL	82
Beaufort	92
Carteret	77
Craven	85
Greene	78
Hyde	..
Johnston	77
Jones	85
Lenoir	79
Pamlico	90
Pitt	95
Wayne	82
Wilson	78
Central COASTAL	85
Bladen	95
Brunswick	95
Columbus	83
Cumberland	87
Duplin	87
Hartnett	94
Hoke	90
New Hanover	95
Onslow	85
Pender	83
Robeson	78
Sampson	80
Southern COASTAL	86
State (N. C.)	88

All That the Fastidious Could Desire

RICHMOND, Va., Aug. 20.—Most favorable reports continue to come from the Virginia and the North Carolina Old Belts, and they agree that a very fine and very colory crop is being cut and cured. An old-time tobacconist, who has traveled through several Virginia and Carolina counties of the Old Belt, tells *The Times-Dispatch* that that region never grew a finer crop and that the rains have so far caused very little damage. In quality, weight and color the crop is all that the most fastidious dealer or manufacturer could ask for. He says there is big money in this crop for the growers and that, considering the fulness of the crop, the weight of the leaf and the increased production per acre, this year's crop will bring the farmers more money in the aggregate than did last year's, even though the average prices should be from $10 to $15 per hundred less than last year.

TOBACCO STOCKS

	Bid	Asked
American Cigar com	123	127
American Cigar pf	78	85
American Mach. & Fdy	140	160
American Snuff	97	105
American Snuff pf	78	87
American Sumatra	84	84¼
American Sumatra pf	86	89½
American Tobacco	114	120
American Tobacco B	113	116
American Tobaco pf. new	87	88¼
Conley Foil (new)	24	27
Consolidated Cigar	67½	68
Consolidated Cigar pf	82½	83
General Cigar	63	65
General Cigar deb	80	83
General Cigar pf	90	95
Geo. W. Helme com	160	166
Geo. W. Helme pf	89	95
Imperial Tobacco	8¼	9
Johnson Foil	100	115
J. S. Young	128	138
J. S. Young pf	85	92
Liggett & Myers	130	140
Liggett & Myers B	125	135
Liggett & Myers pf	98	100½
Lorillard P.	127½	135
Lorillard P. pf	90	99
McAndrews & Forbes	100	107
McAndrews & Forbes pf	78	84
Porto Rico American Tob.	105	115
R. J. Reynolds "A"	70*	90
R. J. Reynolds "B"	31*	38
R. J. Reynolds pf	98	100
Tobacco Products	65½	66¼
Tobacco Products pf	80	85
United Cigar Stores	130	175
United Cigar Stores pf	95	104
United Drug	106	109
United Drug 1 pf	43¾	48
United Retail Stores	68⅝	68⅞
Weyman Bruton com	162	170
Weyman Bruton pf	88	94

* New stock.

Cable FRANSCOT Codes Western Union A. B. C. 6th Edition

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100 Broadway, New York
Telephone, Rector 1140

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We shall deem it a privilege to execute any order for you upon receipt of a telegram at our expense.

Avail yourself of our complete statistical department which is always at your disposal **gratis**, should you at any time desire information regarding any **tobacco securities, address**

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Phone Rector 8720

DON'T HIDE YOUR WEEK-END TINS

IT amounts to *Buried Treasure* when you dealers don't display your Week-End Tins of Natural Cigarettes.

You'd be surprised at the brisk sales that attend a conspicuous showing of these handsome tins---tins that sell at a handsome profit to you. Why bury them in the case or on the shelves, when they'll sell themselves in great shape if you'll only set them out where people can see them?

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE

Schinasi Brothers, Inc., 1790 Broadway, New York City

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES

CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

O. W. DUDLEY & SONS, INC.

Dealers in all grades of

Virginia, Carolina and Kentucky Leaf Tobacco and Strips

DANVILLE, VA., U. S. A.

Cable "Tyack" — Codes { Western Union / Arnolds No. 5

T. D. TYACK TOBACCO CO.

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - - NORTH CAROLINA, U. S. A.

Market Facilities Much Enlarged at Wilson

Important Improvements and Greater Provision Made for Handling Tobacco Advantageously—The Largest and Best Crop Ever Raised in the District—Recommendations Made at the Annual Meeting of the Board of Trade—Officers Re-elected.

WILSON, N. C., August 23.— At an annual meeting of the Wilson Tobacco Board of Trade, the following officers were re-elected for the coming year:

President, W. J. King; vice-president, R. P. Watson; secy. and treas., H. B. Johnson.

The report of the president was as follows:

"The past season has been the most successful in the history of the Wilson Tobacco Market. We sold in 1919 crop 42,330,596 pounds, average $53.67, cost $22,720,280.44. Wilson is the largest Bright Tobacco market in the world, and the second largest tobacco market.

"We have made more improvements for handling tobacco in the past six months than at any time in the history of the market. We have built one new warehouse, enlarged several others. The Imperial Tobacco Co. has increased its facilities for handling tobacco by 33 1/3%. The R. P. Watson Co., Monk Adams & Co., the W. T. Clark & Co., about 50%. The Whitehead & Anderson have added a large machine to their factory.

"We should be in a position to handle 25% more tobacco than ever before.

"We have purchased 10,000 new baskets to enable the warehouse to get the tobacco on the floor.

"We are now facing the largest and best crop of tobacco ever raised in this section.

"The president desires to recommend the following suggestions:

1 "We appoint a press representative to report the sales to all the News Papers and Trade Journals on Friday of each week; that the warehouse give him the total sales of each day.

2 "That we increase our membership fee to $500.

3 "That each rehandler be required to pay $50 to the Basket Association for the use of the baskets.

4 "Endorse the action taken by the Eastern Carolina Warehouse Association in regard to allowing any scrap or tobacco not tied to be sold."

WINSTON-SALEM'S PROGRESS

Mammoth Fireproof Building Erected by Planters' Independent Tobacco Warehouse Co.—Other Enlargements and Improvements

WINSTON-SALEM, N. C., Aug. 19.—The North Carolina State Corporation Commission has granted a charter to the Planters Independent Tobacco Warehouse Co. of Winston-Salem, with an authorized capital of $300,000, of which $200,000 has been paid in by over 200 stockholders, mostly farmers of Forsyth and adjoining counties. The officers and active managers are J. G. Flynt, president and treasurer; N. D. Sheets, vice-president, and W. H. Sharp, secretary, all three having been prominently associated with the leaf tobacco industry in this city and section for many years. There is being erected an immense fireproof building 384 feet long by 200 feet wide, with three large doors opening on Trade Street and three likewise on the opposite end facing Oak Street, having 76,500 square feet concrete floor, brick walls, steel girders, composition and gravel roof, and a 36-foot driveway running through from street to street on the north side interior, having a concrete floor which is about three feet lower than that of the regular floor for selling, in order to facilitate loading the tobacco on trucks and drays on the inside out of the weather; however, during gluts, in event the selling floor is overtaxed, the driveway floor can be utilized for sales also. This is probably the largest and most modern building of its kind in this State and it will be ready for the sale of leaf tobacco at auction on date of opening sale on this market September 14, this date being agreed upon recently and announced by President E. W. Dixon of the local tobacco association.

With the other four warehouses here having been enlarged recently, it is confidently expected that this market will sell 40,000,000 pounds during the coming season, exceeding last year's record of 33,089,313 pounds and making this the largest market in the world for the sale of bright leaf tobacco.

Notwithstanding the frequent rains during the past month which retarded and somewhat injured the growing and ripening plants, especially in the lowlands, with fair weather for the next few weeks it is expected that this would be the largest and best crop raised in this section for many years.

Many of the first curings are good, and the opening sales will doubtless have large offerings, with the outlook generally good.

The Brown-Williamson Tobacco Co., manufacturers of Kite tobacco and Tube Rose snuff, have just completed a large new concrete and steel building which will largely increase the output of these active sellers.

Bailey Brothers are erecting another building in which cigarettes will be manufactured.

J. G. Flynt Tobacco Co. is building a storage shed on the corner of Oak and Ninth Streets.

The Imperial Tobacco Co. is enlarging its plant by the erection of another large building on the sites of the old Farmers Warehouse and Shelton Lumber Co., adjoining their present quarters on Main and Sixth Streets.

The Winston-Salem Leaf Tobacco Co. has completed its prizery building and the installation of the most modern equipment, giving the plant a capacity of 20,000,000 pounds annually. The new fireproof storage shed of 5,000 hogsheads capacity has also just been completed.

G. W. C.

South Carolina Deliveries Very Heavy

MULLINS, S. C., Aug. 20.—The deliveries of leaf tobacco on the South Carolina markets last week were very heavy, aggregating something like 20,000,000 pounds. It has become very evident that the South Carolina crop now being delivered is not going to weigh out anything like as much as the 1919 crop, and it is equally as certain that its quality is not as good.

While the demand seems to show no weakening, the prices paid for the leaf last week were about the same as those of the week previous, the increased average being due to the larger proportion of the better grades in the offerings.

The bulk of the offerings are still being taken by the large concerns—the cigarette-making houses and exporters—leaving the leaf dealers taking very little stock, as compared with their business of previous seasons.

Cable: Austin, Greeneville — CODES: { Arnolds No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

DANVILLE IS PREPARING

For a Bigger Market Than Ever Before—Tobacco Sales from 45,000,000 to 50,000,000 Pounds Predicted

DANVILLE, Va., Aug. 20.—The Danville Tobacco Board of Trade at a specially called meeting held Wednesday afternoon adopted a resolution unanimously eliminating the sale of "scrap" from the local market during the coming season, which opens on September 20. This was done largely to prevent the farmers from bringing their tobacco fragments to market at a loss, for the demand for scrap is so low that it is worth more to the planter on the farm in the form of fertilizer. The Eastern Carolina Association adopted a similar resolution.

Crop conditions in this section are excellent. While reports have come from one or two sections of damage done by excessive rains, W. M. Perry, county farm demonstrator, who is in touch with the tobacco situation, says there is hardly any real damage. Speckling has been found here, but not enough to justify the alarmist talk which has been heard. The effect of the recent rains has been to give the weed heavy body. While not so many plants were set out this Spring, owing to the scarcity of farm labor, it will weigh out far more heavily. The consensus of opinion among tobacco men is that the crop sold here will be between 45 and 50 million pounds, much larger than last year.

The Danville warehouses are already prepared for the new season. They have enlarged their facilities to such an extent that a crowded market can be handled easily without the usual effect of dissatisfying farmers by making them wait for floor space.

One sees some unrest among the independent buyers; in fact this is admitted in certain quarters. The foreign exchange situation has virtually eliminated the European demand. With such opportunities for speculation cut off the independents sustain a hard blow. Last year at this time they were buying heavily on the South Carolina markets, but this year there is no such activity, and, in the words of one independent buyer, "we are up in the air."

GERARD TERLEY.

May Be the Best Crop in Years

RICHMOND, Va., Aug. 21.—Varying conditions of crops in fifty-two of the 100 counties in Virginia show that, despite a decided shortage of labor in almost all sections and unfavorable weather conditions in some sections, the State will produce crops this year which will be on the average far better than usual. Statements from correspondents of the Bureau of Crop Estimates in Virginia show a brisk outlook and are, everything considered, very encouraging.

The general outlook for all crops indicates the best yields for several years, according to county correspondents. Wheat, tobacco and corn all approximate 100 per cent in condition.

A Most Promising Outlook

KINSTON, N. C., Aug. 22.—A little more than two weeks before the opening of the sales season, the tobacco crop in the lower belt "looks up" as one of the best ever produced. Never before in the quarter of a century since the revival of weed culture in the Kinston section has as fine a crop been produced, according to tabacconists' opinions. In places the quality is not quite up to last year's; in other places it is better. The production may exceed even last year's bumper crop. On the whole, with prices equal to 1919's, Kinston will sell more than $15,000,000 worth of the product from September 1 to January 31.

Established 1898 Cable Address: Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

C. N. Kan, President — Y. K. Kan, Vice-President

NY

Cable: "Nanyang" Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

LEAF TOBACCO

680 FIFTH AVENUE
NEW YORK

Head Offices, Hongkong and Shanghai

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Dibrell Brothers, Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable Address: "GRAVESCO," WILLIAMSTON
Codes Used: A. B. C. 5th Edition Arnold's No. 15 & Cipher No. 5

F. W. GRAVES & CO. Leaf Tobacco Dealers

WILLIAMSTON, N. C.

We buy and Handle All Grades of VIRGINIA, NORTH AND SOUTH CAROLINA LEAF, STRIPS, SCRAPS and STEMS on Order or Contract. SAMPLES GUARANTEED TO FAIRLY REPRESENT ALL PURCHASES. Correspondence Invited. Factory Equipped with the latest Improved PROCTOR DRYER. All machinery Latest Pattern. CAPACITY 75,000 POUNDS Daily. Ample Storage Facilities. Low Rate of Insurance.

FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS AND REDRYERS OF

Leaf, Strips, Stems and Scraps

For Home and Export Trade. Samples Submitted.

Contracts Solicited

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

LEXINGTON, KY.

Henderson Tobacco Company

HETOCO TRADE MARK

DEALERS IN LEAF TOBACCO

Correspondence Solicited. Samples on Application.

LEXINGTON, KY.

Cable address: "Phelon"

J. S. PHELON & CO.

Leaf Tobacco Brokers

Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Owensboro, Ky.

W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address: "LACY" CODES: Arnold's No. 5 and 15 Lieber's Five Letter, American Edition

J. W. RUDOLPH & BRO.

Brokers and Exporters Fired and Air Cured Tobacco

MAIN OFFICE: CLARKSVILLE, TENN., U. S. A.

Attend Various Markets in Kentucky and Tennessee.
We Solicit Orders and Correspondence.

Thos. Edwards & Sons

CLARKSVILLE, TENN.

Dealers and Brokers in All Style Clarksville and Springfield Tobacco

Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

B. O. BURR & CO.

LEAF TOBACCO DEALERS

All Grades one sucker Tobacco

Samples Submitted. *Correspondence Solicited.*

BOWLING GREEN, KY., U. S. A.

U. S. TOBACCO CO.

INC.

Rehandlers, Exporters and Dealers in Leaf Tobacco

We specialize in all grades of Kentucky, Tennessee and Virginia Tobacco.

1228 Breckenridge St.
Louisville Ky., U. S. A.

Kentucky Tobacco Markets

LOUISVILLE, Ky., Aug. 20.—The Tobacco Board of Trade reports as follows:

TOBACCO SALES FOR THE WEEK AND YEAR TO AUGUST 20, 1920.

Warehouses	Auction Sales	Week Private Sales	Total for Week	Year Jan. 1 to Date
Turner	87	..	87	2,982
Kentucky	211	..	211	8,752
Main Street	90	..	90	5,494
Planters-Farmers	131	2	133	7,012
Tenth Street	70	9	79	4,933
Louisville	92	35	127	6,528
	681	46	727	35,701
Year 1919			1,144	38,819
Year 1918			490	48,278
Year 1917			121	36,054

CLASSIFICATIONS OF THIS WEEK'S SALES

	Old Crops	1919 Crop	Total
Burley	87	495	582
Dark	..	145	145
	87	640	727

CLASSIFICATION OF SALES JAN. 1 TO DATE

	Old Crops	1919 Crop	Total
Burley	6,840	26,845	33,685
Dark	301	1,715	2,016
	7,141	28,560	35,701

CLASSIFICATION OF SALES TO SAME DATE IN

	1919	1918	1917
Burley	34,061	44,219	32,425
Dark	4,758	4,059	3,629
	38,819	48,278	36,054

COMPARISONS WITH PREVIOUS YEARS

	1920	1919	1918
SALES—			
Total sales of new crop to date	31,801	40,394	51,541
Sales of new crop to date. Original inspection	26,269	35,044	47,037
REJECTIONS—			
Rejections this week:			
Burley	190	....	....
Dark	50	....	....
Total	240	129	26
Percentage of rejections to auction sales:			
Burley	33	....	....
Dark	46	....	....
Total	35	25	14
Rejections Jan. 1 to date:			
Burley	8,586	....	....
Dark	422	....	....
Total	9,008	6,638	5,484
RECEIPTS—			
Receipts this week.	1,273	1,212	335
Receipts, Jan. 1 to date	28,734	37,633	44,060

LOUISVILLE OFFICIAL QUOTATIONS

	Burley Dark Red	Burley Bright Red	Burley Colory	Dark Manufacturing
Trash (green or mixed)	5 to 7	— to 8	10 to 12	6 to 7
Trash (sound)	8 to 10	10 to 12	12 to 15	7 to 8
Common Lugs	10 to 13	12 to 15	15 to 18	7½ to 8
Medium Lugs	14 to 18	15 to 18	20 to 25	8 to 9½
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common Leaf	15 to 18	20 to 22	24 to 28	9½ to 12½
Medium Leaf	22 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.

HELM GLOVER, *Secretary.*

Paducah Market Report

PADUCAH, Ky., Aug. 20.—The movement of loose tobacco has continued heavy again during the past week. Sales on the loose floors and through the chutes have kept up at about the same lively rate as last week. Prices have been a little firmer on common leaf, otherwise the market is unchanged. Deliveries have continued on contract tobacco and, while buying in the country is not as general as it has been we still have some buyers in the market who are continuing their purchases at the reduced prices.

It is hard to say what per cent is left in the farmers' hands, but we think something like 5 to 7 million pounds, and as the time for the cutting of the new crop is approaching farmers will be more concerned about moving the old crop and no doubt the greater part of whatever there may be will be moved during the next several weeks. The Planters' Protective Association is receiving heavily and it is hard to estimate what these receipts may be, but it is apparent that quite a considerable amount of the 1919 crop will be handled through the Association.

The past week has been hot and dry. The weather ideal for the growing crop, which is improving as rapidly as we ever saw, and a continuation of this good weather for several weeks will give us a good crop of tobacco and above normal yield per acre. So far very little of the new crop has been cut and housed, but in the hill country cutting has commenced, and no doubt we will see more or less of this from now on. If farmers will only leave their crops in the field to get ripe, then cure it properly I see no reason why we should not have a splendid crop of tobacco if weather conditions are favorable.

W. B. KENNEDY.

An Active Market at Clarkesville

CLARKSVILLE, Tenn., Aug. 20—The local tobacco market during the past week was more active than for quite awhile. The frequent rains gave opportunity for stripping and delivery, which resulted in about 150,000 lbs. changing hands on the loose floors, while some was sold from wagons to the rehandlers. Prices have become lower, as buyers are indifferent, caring but little whether they buy or not. At the two days' sale last week lugs sold from $2 to $4 per 100 lbs.; commonleaf from $7 to $100; good leaf from $11.50 to $16, and best leaf, of which there was only a small quantity, $17 to $24.

Lee H. Smitz Passes Away

CHICAGO, Aug. 21.—Lee H. Smitz, a member of the firm of L. H. Smitz Co., 51st Street and Calumet Avenue, passed away Tuesday. Mr. Smith had been in poor health for many months.

He was one of the best posted cigar men on the south side and conducted a very high class retail store.

The business will be continued by William Murray, one of the firm.

Burial at Graceland today.—H. L. H.

A Victim of Appendicitis

HIGH POINT, N. C., Aug. 19.—Ivy. H. Black died at 12 o'clock last night at the High Point hospital, after an operation for appendicitis.

Mr. Black was 31 years of age at his death. He was well known in High Point, where he had resided for the past several years and where he was connected with the Royal Cigar Co.

Mr. Black is survived by a widow and one son, his mother, one sister, Mrs. James E. Foust, of High Point, and three brothers, Irvin R. Black, of High Point; Edgar and Ernest Black, of Davidson county.

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Cable Address—Inplants

"Wild Fire" Spreading in Kentucky

LEXINGTON, Ky., August 22.—Rains, which were general in the Blue Grass region Friday and Saturday, cost tobacco growers thousands of dollars, according to Dr. W. V. Valleau, of the Kentucky Experiment Station, leader of the forces that are endeavoring to check the ravages of "wildfire" and "rust" in Kentucky. The two diseases are spreading very rapidly in all sections of the Blue Grass, he announced Saturday.

An epidemic of "wildfire" has broken out in Christian and McLean counties, in the "black patch," acording to reports received by the Experiment Station.

The infection is spreading over a wide area and despite efforts of experts to check it is doing considerable damage. "Rust" attacked plants in the Western Kentucky fields about a month ago.

Cutting of Smaller Plants Advised

Cutting of the smaller plants in infected fields was advised Saturday by Dr. Valleau.

Investigations conducted by the Experiment Station show that the smaller plants are hardest hit by the infections because the leaves of the larger plants overspread and protect the lower leaves from the bacteria of the diseases, which are spread by the wind.

The entire Experiment Station plant staff has been in the fields of the Blue Grass region the past week, advising farmers in the fight against the spread of the diseases. Rain is the greatest aid of "wildfire" and "rust" in their widespread attack because the bacteria swim into the rain drops from infected leaves and are blown to all sections of surrounding fields.

The first outbreak of "wildfire" in Kentucky was reported June 14 east of Lexington. It was the first appearance of the disease in Kenaucky, although an epidemic of the disease in South Carolina three years ago caused tobacco growers of that region a huge loss.

"Rust," says the Lexington *Herald*, "has been prevalent in Kentucky for a number of years, and twenty years ago attacked plants in all sections of the Burley region and caused more than a million dollars' worth of damage.

"Large numbers of specimen plants from infected fields in Blue Grass counties are being received at the Experiment Station daily. These are being carefully examined."

Misbranded Calcium Arsenate

Used advantageously at times in fighting tobacco pests, calcium arsenate is the best poison to control the cotton boll weevil—and it must be just right or it will kill the cotton. Last year a great deal of poor calcium arsenate was on the market. Some of it contained so much water-soluble arsenic that it would kill the cotton and some of it contained so little arsenic that it would not kill the weevils. This year the United States Department of Agriculture, acting under authority of the insecticide act of 1910, is bending every effort to check up all shipments of calcium arsenate for use in control of the boll weevil. The Insecticide and Fungicide Board has sent into the South all inspectors who can reasonably be spared from other work, and it is their duty to collect samples and aid the United States attorneys in the seizure of all shipments that are found by the board to be injurious to cotton or are inefficient or are otherwise adulterated or misbranded. Not only is the shipper subject to loss of his goods by seizure, but he is also subject to criminal prosecution for adulteration or misbranding. Seizure proceedings are conducted in the court when the goods are seized, and the criminal prosecution is brought at the point from which the goods are shipped.

The inspectors have the aid of various other branches of the Department of Agriculture in finding the trail of dangerous or inefficient calcium arsenate. The county agents are on the lookout for it. The boll weevil laboratory at Tallulah, La., asks all farmers who buy calcium arsenate to send a sample to the laboratory, where it will be analyzed.

Cigarette Business in China

The business of the cigarette factory in Hongkong has continued to expand to the ever-increasing benefit of American tobacco growers, who furnish a very large portion of the factory's supplies, says Consul General George E. Anderson. During the year additional American machinery was purchased and the concern expanded its plant. Its business in North China has increased sufficiently to warrant the establishment of a branch factory at Shanghai.

Tobacco as Mattress

Told off to watch some sheds containing stocks of tobacco that had belonged to the American Army, a demobilized French soldier applied for a mattress on which to sleep at night. This was refused, whereupon the man emptied several hundreds of packets of tobacco and made a couch of their contents. He is even said to have renewed his bedding several times from the same materials.—*London Tobacco Trade Review.*

Needs and Resources of Crimea

Although in May of this year there was available for export in Crimea leaf tobacco amounting to 300,000 poods (10,834,000 pounds), there is a great demand in that country for tobacco.

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North Carolina Has Largest Tobacco Acreage

An Increase of 13.6 Per Cent as Compared to the Area Devoted to Tobacco in 1919—This Year's Production Will Approximate 400,000,000 Pounds—Forecast of the State Commissioner of Agriculture.

The three North Carolina counties having open tobacco markets during July are located on the northern edge of the South Carolina Tobacco belt, and the development of the bright leaf is making rapid growth in these southern counties. While the three counties show an average decrease in the tobacco area of about 6 per cent, the entire section extending from Moore down through Columbus, shows a remarkable increase in the crop.

North Carolina's tobacco acreage showed an increase of 13.6 per cent over last year's 523,389 acres. 78,221 acres of this area are located in the section around these markets. The condition of the State's crop, 88 per cent, is 8 per cent better than last month and 12 per cent better than at this time last year, and forecasts a total production of over 400,000,000 pounds. Last year the sales amounted to 323,371,242 pounds, at a total value of $161,038,878. The total producers' sales for July last year were 6,645,451 pounds. North Carolina has 86,700 acres more than Kentucky, the next largest tobacco state, though the yields of our bright leaf are smaller than of the type grown there.

Reports of injury to crop from disease, excessive rains, drought, etc., come from sections, but the general prospects are very encouraging for a good tobacco crop.

The prices paid during the month averaged $23.35 per hundred, which is $1.69 more than the month's average last year. The Whiteville market averaged highest for month, $28.76, and St. Paul lowest with $14.71 per hundred pounds. The total sales, 3,625,960 pounds, would indicate that farmers are holding their tobacco from the market for better prices, as the increased acreage with improved conditions show a larger production than last year. This will likely hold these markets open longer than usual. Prices are recovering from a sudden slump during the month, which was probably due to weather, poor grades, and the evidences of the leaf being gathered and cured too early.

The total sales during the month were not quite half of the 7,299,506 pounds sold in July, 1919. The sales for July, 1918, were 4,697,855 pounds. Three new markets which were not reporting last year, with seven warehouses, had sales during the month, making a total of 27 warehouses operating. Seventeen were operating in July, 1919.

Summary of North Carolina Warehouse Sales During July

County—Market	Number Houses on Market	(Number Failing to Report)	Producers' Sales	Resales	Total Sales	Average Price
Bladen—						
Bladenboro	2	(1)	57,260	1,994	60,876	$21.60
Clarkton	2	(1)	53,626	8,224	63,496	25.75
Totals	4	(2)	110,886	10,218	124,372	23.62
Columbus—						
Chadbourn	3	(1)	339,054	12,370	367,406	23.23
Fair Bluff	3	(1)	251,165	23,598	308,766	23.28
Tabor	3	(1)	408,387	36,984	470,670	23.09
Whiteville	3		479,481	28,905	579,085	28.27
Totals	12	(3)	1,478,087	101,857	1,725,927	24.84
Robeson—						
Fairmont	3		894,348	35,146	948,450	23.88
Lumberton	3		450,063	14,024	513,800	18.59
Proctorville	2		172,104	19,733	191,837	23.25
St. Paul	1		61,784	7,268	74,108	14.71
Rowland	2	(1)	41,722	1,068	47,466	24.66
Totals	11	(1)	1,620,021	77,239	1,775,661	22.01
State Totals	27	(6)	3,208,994	189,314	3,625,960	23.35

Warehouses failing to report July sales:
Glenn's New Brick, Clarkton, N. C.
Webster's Tobacco Warehouse, Bladenboro, N. C.
Chadbourn Tobacco Warehouse, Chadbourn, N. C.
Farmers Warehouse, Fair Bluff, N. C.
Lewis Brothers Warehouse, Rowland, N. C.
Planters Warehouse, Tabor, N. C.

Tobacco Trade in Ireland During July

Reporting on tobacco trade conditions in Ireland during July, Mich. Macnamara & Son, of Dublin say: "Business was very quiet this month. The import of western leaf continues to be small."

Delivered to Ireland from Liverpool:

	Virginia. Leaf.	Virginia. Strips.	Western. Leaf.	Western. Strips.	Total.
July, 1920	6	1	35	..	42
Same period, 1919	5	1	88	17	111
7 months, ending July 31, 1920	84	10	564	60	718
Same period, 1919	260	29	598	93	980

Prices:

	1920. D.	1920. D.	1919. D.	1919. D.
Virginia Leaf—				
Dark	18	@ 23	18	@ 22
Bright	33	@ 66	26	@ 40
Western Leaf—				
Fillers	13	@ 16	15½	@ 16½
Wrappers	18	@ 26	18	@ 22
Burley	18	@ 28	17	@ 23
Virginia Strips—				
Dark	24	@ 30	24	@ 30
Bright	42	@ 68	30	@ 44
Western Strips—				
Fillers	19	@ 21	18	@ 19
Wrappers	21	@ 30	21	@ 26
Burley	20	@ 30	22	@ 27

Lancaster Produces 20,000,000 Cigars a Month—Larger Proportion of Goods of Better Quality.

Cigar production in Lancaster City and county factories, of which they are many, both large and small, is keeping steadily at an average of 20,000,000 cigars monthly. Since last October, the average has been maintained, fluctuating but slightly, and then, shortly after the big strike in Boston, when demand for local cigars was heaviest.

The month of July showed a slight falling off in production, 19,499,925 being produced, figured on the basis of the sale of revenue stamps. The number of each grade produced then is: Class A, 2,487,735; Class B, 10,351,090; Class C, 6,609,600; and Class D, 52,570.

The production by months since last October, based on the sale of revenue stamps, is as follows:

1920	
July	19,499,925
June	21,880,400
May	21,551,730
April	20,552,950
March	24,993,980
February	19,220,183
January	22,081,740
1919.	
December	22,013,160
November	19,083,891
October	19,776,260

"Cigar manufacturers in this section report an unprecedented demand for local products," says the Lancaster *New Era*. "Orders have been received to assure work for all hands, and many more if they could be obtained, for many months. The heavy demand for the Christmas trade, which usually begins in the months of September, and continues until the end of December, is expected to boost production here.

"One element that must be faced by the manufacturer is a shortage of labor. Most of the factories are running with full quotas, but still others are in need of workmen.

"With Lancaster in the centre of a great tobacco growing section, and with the demand for Lancaster county tobacco in most high-grade cigars, it is to the advantage of manufacturers to locate in this immediate growing section. This keeps down transportation expense to a great degree.

"In practically every village of Lancaster county are to be found cigar factories, both of large and small proportions. This business furnishes employment to thousands of local county residents.

"The grades of cigars manufactured have recently been tending toward higher quality."

Notable Progress in Kinston

KINSTON, Aug. 19.—Already tobacconists here are planning 1921 improvements. A contemplated enlargement of the "New Brick" sales warehouse in Northeast Kinston will be postponed until next year because of the nearness of the 1920 season. Work on the building now would interfere with the sales. It is planned to widen the warehouse to an approximate width of 225 to 250 feet. Its depth approximates half a block.

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July Tobacco Report for Great Britain

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Imported in July, 1920	Liverpool	2920	1148	196	962	—	5226
	London	1009	699	—	—	—	1708
	Glasgow	292	503	88	485	—	1368
		4221	2350	284	1447	—	8302
Imported in July, 1919	Liverpool	3365	1968	1339	1100	57	7829
	London	1249	1236	46	201	47	2779
	Glasgow	1061	728	628	925	—	3342
		5675	3932	2013	2226	104	13950
Imported in July, 1918	Liverpool	5121	2973	1113	1109	—	10316
	London	3213	1016	81	577	18	4905
	Glasgow	130	234	216	350	—	930
		8464	4223	1410	2036	18	16151
Imported January 1 to July 31, 1920	Liverpool	20310	9863	1385	4874	86	36318
	London	9797	4032	39	2355	144	16367
	Glasgow	5488	3088	292	2190	—	11058
		35595	16783	1716	9419	230	63743
Imported January 1 to July 31, 1919	Liverpool	32974	13750	13539	16714	850	77827
	London	17426	8824	894	3958	181	30363
	Glasgow	3712	4011	1654	3200	—	12577
		54112	26585	16087	22972	1031	120787
Imported January 1 to July 31, 1918	Liverpool	11997	8396	3057	3995	92	27537
	London	8336	6213	150	1264	18	14981
	Glasgow	2561	2704	663	723	—	6651
		22894	16313	3870	5982	110	49169
Delivered in July, 1920	Liverpool	2786	1257	522	1086	12	5663
	London	441	303	21	163	3	931
	Glasgow	211	162	146	152	—	671
		3438	1722	689	1401	15	7265
Delivered in July, 1919	Liverpool	3603	1975	784	1226	19	7607
	London	1970	1177	156	359	25	3687
	Glasgow	364	423	135	173	—	1095
		5937	3575	1075	1758	44	12389
Delivered in July, 1918	Liverpool	4025	1104	752	375	23	6279
	London	1531	1176	266	119	12	3104
	Glasgow	530	202	111	115	—	958
		6086	2482	1129	609	35	10341
Delivered January 1 to July 31, 1920	Liverpool	17714	8671	4315	7526	150	38376
	London	5005	2888	147	1215	25	9280
	Glasgow	2487	1260	1253	1345	—	6345
		25206	12819	5715	10086	175	54001
Delivered January 1 to July 31, 1919	Liverpool	29439	14847	4933	7124	149	56492
	London	11294	7959	485	1763	128	21629
	Glasgow	5382	4802	1697	1536	—	13417
		46115	27608	7115	10423	277	91538
Delivered January 1 to July 31, 1918	Liverpool	35340	6886	5337	3189	485	51237
	London	8379	4528	1344	940	84	15275
	Glasgow	2496	1304	1012	680	—	5492
		46215	12718	7693	4809	569	72004
Stock on hand, July 31, 1920	Liverpool	59233	35343	12570	16512	1937	125595
	London	19393	7285	1157	3699	523	31957
	Glasgow	9429	6904	647	6539	—	23519
		88055	49532	14374	26650	2460	181071

IMPORTS, DELIVERIES and STOCKS.		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Stock on hand, July 31, 1919	Liverpool	28970	29688	11459	12602	2066	84785
	London	16252	6424	1120	2955	369	27120
	Glasgow	3873	3960	871	3409	—	12113
		49095	40072	13450	18986	2435	124018
Stock on hand, July 31, 1918	Liverpool	18890	22107	2810	2541	1239	47587
	London	8103	3597	1072	1371	293	14436
	Glasgow	3466	1811	707	969	—	6953
Stock on hand, July 31 at Liverpool, London & Glasgow,	1918...	30459	27515	4589	4881	1532	68976
" " " " "	1917...	83704	27278	14259	5788	2615	133644
Imports January 1 to December 31, into Liverpool, London, & Glasgow.	1919...	107596	47304	26096	37441	1326	219763
	1918...	66532	43983	9791	14084	392	133782
	1917...	17776	10004	1965	2133	925	32793
Deliveries, January 1 to December 31, Liverpool, London, & Glasgow.	1919...	71028	40726	12201	18646	602	143203
	1918...	79566	26808	13952	11148	709	132183
	1917...	85332	15821	17502	9019	1126	128800
Number of years Stock on hand = =		1 3/12	1 3/12	1 3/12	1 5/12	4 1/12	1 3/12
Number of years Stock on hand—Leaf and Stripts =		1 3/12		1 4/12			

Based on Deliveries for 12 months January 1st to December 31st, 1919.

Imports, Deliveries, and Stocks, in Pounds weight, as per Board of Trade Returns.

Month of June

	Imported from U.S.A.	Imported from Other Countries	Exported	Cleared for Home Consumption
	lbs.	lbs.	lbs.	lbs.
1920 ...	10,614,586	4,179,291	925,777	*11,713,631
1919 ...	21,233,302	1,819,736	913,294	*10,947,452
1918 ...	17,517,122	484,749	——	* 8,757,640
1917 ...	2,259,185	1,091,709	111,274	* 8,880,710
1916 ...	14,714,257	803,524	1,574,781	* 7,651,113

January 1st to June 30th

	Imported from U.S.A.	Imported from Other Countries	Exported	Cleared for Home Consumption	Remaining in W'house June 30
	lbs.	lbs.	lbs.	lbs.	lbs.
1920	94,483,618	32,723,279	5,584,614	*67,055,310	329,601,000
1919	143,019,373	14,123,129	2,984,932	*66,806,969	202,753,000
1918	43,534,020	4,690,789	202,765	*51,565,446	103,050,000
1917	26,835,011	4,546,466	1,248,381	*53,687,836	211,910,000
1916	41,837,156	5,728,191	8,605,178	*51,544,698	238,858,000

January 1st to December 31st.

	Imported from U.S.A.	Imported from Other Countries.	Exported.	Cleared for Home Consumption.	Remaining in W'house Dec. 31st
	lbs.	lbs.	lbs.	lbs.	lbs.
1919	321,354,628	37,374,081	9,407,011	*142,841,873	303,891,000
1918	162,927,853	8,711,460	210,976	*106,590,960	141,871,000
1917	40,789,432	5,753,569	2,184,131	*104,525,370	141,440,000
1916	152,581,352	11,684,509	13,069,823	*101,744,959	269,407,000
1915	184,237,047	18,413,816	12,045,254	*106,575,276	286,051,000

*After deducting drawback returns

QUOTATIONS.

LEAF.—Western—Dry Filler ... ... 14d. to 17d.; Medium to Good ... 18d. to 22d.; Good to Fine ... 23d. to 27d.; Burley ... ... — to —

Do. Virginia—Dark.—Dry Filler ... ... — to —; Wrapper ... ... — to —

Bright.—Semi ... ... 18d. to 24d.; Medium ... ... 25d. to 39d.; Good ... ... 40d. to 48d.; Fine ... ... 49d. to 66d.; Fancy ... ... 67d. to 72d.

STRIPTS.—Western—Common to Good Filler ... 20d. to 23d.; Short Medium ... ... 24d. to 26d.; Medium ... ... 26d. to 28d.; Good to fine ... ... 29d. to 32d.; Burley ... ... — to —

Do. Virginia—Dark.—Common to Good Filler ... — to —; Medium to Good and Fine ... — to —

Bright.—Semi to Good Semi ... ... 23d. to 35d.; Medium ... ... 36d. to 45d.; Good to Fine ... ... 46d. to 72d.

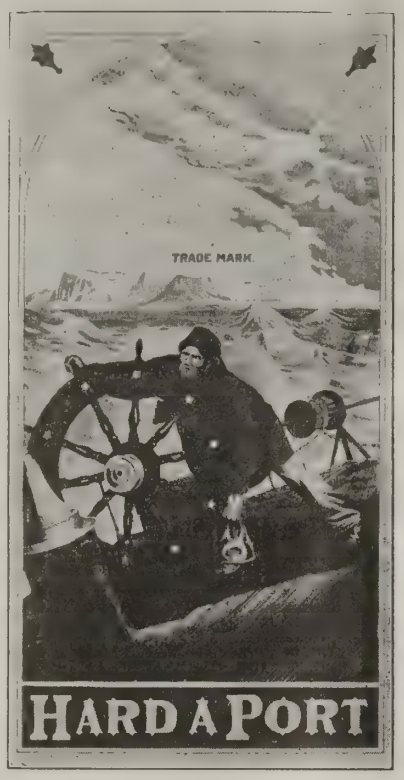
55 South Castle Street,
Liverpool, *5th Aug., 1920.*

During last month there has been a limited activity in Westerns, Dark Virginias and Domingans, e continued dullness in Bright and Semi-Bright Virginias, a few enquiries at lower prices for "Turkish" parcels lying here; British Empire growths were, on the whole, quiet, Chinese growths in very poor demand, with prices still going down.

While the South Carolina Markets have opened at a higher level than they opened at last year, it is premature at this date to speak of the prices which are likely to rule.

New crop Latakia, good quality, is now arriving.

FRANK WATSON & CO. LIMITED.



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TOBACCO MANUFACTURERS

Manufacturers of

Plugs, Twists and Smoking Tobaccos

Correspondence Solicited

Export and Domestic

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CABLE ADDRESS:
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Code A B C 5th Edition

We handle every kind of tobacco that is grown, **Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut.** Also imported tobaccos, such as **Brazil, Domingo, Colombian, Mexican, Chinese, etc.**

We buy direct from growers at lowest prices.

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Leaf Tobacco Dealers and Brokers

All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.

We respectfully request your Inquiries and Orders.

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Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

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Samples Sent on Approval

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Cable Address: "Lowbell" Established 1865

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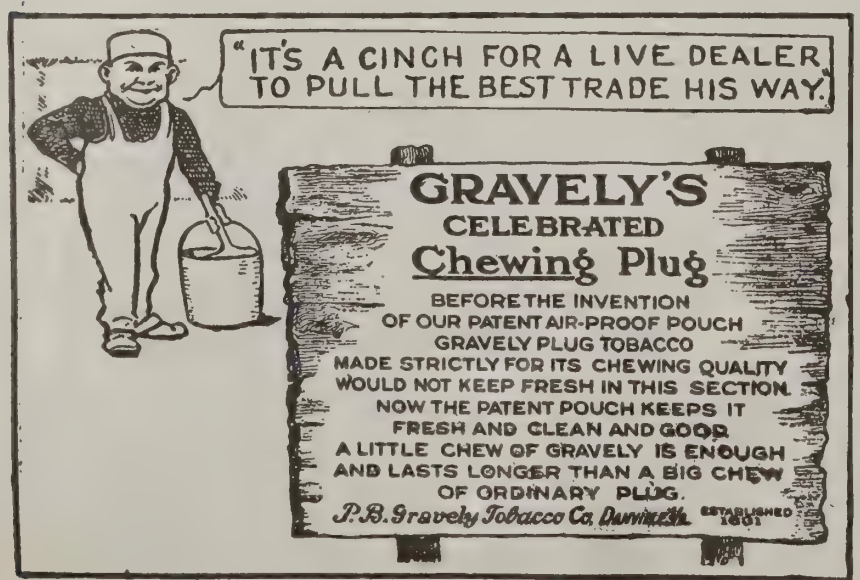

Burley Growers' Convention

(*Continued from Page* 3)

After the organization committee had been appointed Chairman Newman made the closing speech of the convention. He declared that the organization faced the greatest fight since the days when Boone fought in Kentucky.

He declared he would rather lead the tobacco growers in a victorious fight than be governor of the commonwealth. There must be no backbiting, no politics in the organization, he said.

Delegates parficipating in the work of the convention were:

L. B. Gregg, Fayette; Gilbert Brothers, Scott; J. E. Vice, Grant; G. F. Vaughn, Fayette; J. D. Powell, Madison; Sam Amster, Madison; Lee Penn, Franklin; B. Macklin, Franklin; R. L. Krisk, Franklin; Bowen Henry, Franklin; Ray Brom, Franklin; E. H. Goodpaster, Bath; R. R. Crutcher, Fayette; A. B. Anderson, Montgomery; June Gayle, Owen; P. B. Gaines, Carroll; M. N. O'Neal, Mercer; C. D. Cotton, Grant; Henry Juett, Grant; T. W. Clark, Grant; L. B. Simpson, Grant; W. A. Osborne, Grant; Tilden Lawrence, Grant; R. D. Wood, Grant; O. R. Scroggin, Mason; T. B. Hill, Montgomery.

J. D. Logase, Fayette; J. W. Newman, Woodford; William Flanders, Fayette; Sidney Spurr, Spencer; J. E. Gray, Spencer; J. Waller Rice and son, Montgomery; W. H. Bridges, Montgomery; J. T. Robinson, Montgomery; J. O. Poteet, Grant; G. J. Rice, Anderson; O. C. Chapman, Clermont county, O.; H. T. Asbury, Bracken; G. W. Toleman, Bracken; V. P. Kerns, Boone; Benjamin Franklin, Anderson; John W. Scott, Boone; W. H. Hays, Nelson; W. E. King, Owen; Otto Smithers, Owen; Green Clay, Madison; B. Henry, Franklin; Ray Brown, Franklin; Lee Penn, Franklin; Richard Kirk, Franklin; B. Macklin, Franklin; Waller Bennett, Madison; N. B. Deatherage, Madison; Dr. G. G. Perry, Madison; J. H. Rainor, Owen; J. A. Walton, Fayette; P. L. Sidebottom, Owen; W. W. Eubank, Sr., Montgomery; B. S. Willoughby, Montgomery; M. L. Harris, Ohio county, Ind.; Henry Stephens, Montgomery; W. T. Overly, Montgomery; W. K. Grim, Montgomery; August Wilson, Montgomery; John Williamson, Montgomery; W. F. Horton, Montgomery; Davies Caywood, Montgomery; T. Snedegar, Bath; Omer Rodgers, Owingsville; W. S. Anderson, Bath; M. M. Manly, Bath; John Owens, Robertson; V. A. Bradley, Scott; R. B. Thomas, Scott; Smith Brothers, Scott; Everett Marshall, Scott; J. L. Burchell, Spencer.

Z. J. Anderson, Scott; L. F. Wood, Robertson; F. V. Nunnelly, Scott; B. T. Washburn and brothers, Shelby; O. T. Brown, Shelby; W. A. Smith, Shelby; E. J. Cline, Shelby; R. J. Shipman, Shelby; Everett McClure, Dearborn county, Ind.; W. E. Taylor, Madison; J. H. Jones, Madison; W. C. Crouch, Nicholas; C. M. Lambert, Nicholas; F. P. Doks, Fayette; Earnest Little, Grant; John E. True, Mercer; H. B. Casell, Mercer; P. M. Cook, Green; L. R. Lewis, Kenton; C. B. Williams, Fayette; J. F. Ransdell, Green; R. S. Coleman, Scott; H. C. Robinson, Fayette; N. P. Rice, Fayette; M. H. Hazzard, Scott; H. E. Ross, Fayette; M. A. Smith, Shelby; J. M. Gentry, Fayette; George D. Karsner, Fayette; F. D. Smith, Jessamine; Angil Brandenburg, Madison; C. S. Williams, Woodford; Edward M. McCay, Bath; J. M. Milly, Fayette; J. S. Thomason, Scott; James Kurre, Jessamine; C. B. Robinson, Fayette; A. Pfanstiel, Kenton; David Prewitt, Clark; D. B. Wallace, Scott; Charles Ruddle, Lewis; G. W. Shirley, Carroll; P. K. Shropshire, Scott; W. Lee Nutter, Fayette; S. C. Brooks, Fayette; M. L. Thomas, Bath; J. R. York, Anderson; Dawson Chambers, Kenton; John F. Messmer, Pendleton; T. E. Bradley, Robertson; L. P. Kelly, Trimble; N. A. Brent, Trimble; Lee Rawlings, Woodford; B. C. Blake, Woodford; Albert Norris, Montgomery.

W. A. Boston, Metcalfe; John A. Buser, Bracken; Henry W. Taylor, Bracken; William Dillon, Franklin; C. T. Ausbury, Fayette; J. T. Sousley, Fleming; George W. Hurst, Fleming; V. S. Metcalfe, Grant; G. W. Lyons, Jessamine; J. W. M. Turner, Henry; F. G. Lambert, Gallatin; H. K. Bourne, Henry; N. C. Menifee, Grant; L. G. Spencer, Gallatin; M. J. Flarity, Mason; Lee Hance, Gallatin; E. W. Smith, Henry; R. L. Berry, Lincoln; John R. Downing, Mason; Stanley Reed, Mason; E. L. Fassett, Montgomery; Leslie Hendrix, Montgomery; R. T. Judy, Montgomery; William Highland, Montgomery; M. D. Judge, Nicholas; Herds Myers, Nicholas; J. W. Irons, Nicholas; Lee J. Brown, Oldham; W. P. Yancey, Oldham; John G. Monroe, Barren.

J. R. Claybrook, Washington; Benjamin T. Wright, Bath; George E. Sherlock, Jefferson; J. L. Griffith, Scott.

Among the interested spectators at the convention were William C. Hanna, State Commissioner of Agriculture; E. L. Harrison, state president of the Farmers' Union, and Geoffrey Morgan, state secretary of the Farm Bureau Federation.

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

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FIFTH AVENUE
EGYPTIAN CIGARETTES
I. B. K. NEW YORK.

FIFTH AVENUE
A Union Made Cigarette of Quality.
Mouthpiece Plain or Cork.
EST. of I. B. KRINSKY
135 Grand Street
NEW YORK
Samples Submitted to Jobbers.

Cigarette Sales Increase on the Pacific Coast

A Gato Advertising Campaign in San Francisco—Rush Orders for Van Dycks, Robert Burns and Owls—Bercovich Prepares to Feature a Number of Good Brands—Dealers Glad to Get Supplies of Amber Goods.

SAN FRANCISCO, Aug. 17.—Amber cigar and cigarette holders and pipes and clay pipes are again on the market in San Francisco, the first time in a number of years, due to the war. The amber goods are being imported from Germany by Adolph Stock & Co., and are reported to be meeting with a good demand. Real amber of both rock and press varieties has been sought for some time by the large wholesalers here without result until the recent importations. Adolph Stock & Co. have recently opened offices here at 35 Sansome street and expect to do a big business. Adolph Stock recently returned from a trip to Hamburg, Germany, in search of his line of goods, and plans to make another trip in the near future, as his present stocks are beginning to run low. The clay pipes were imported on the Blue Funnel Line steamer *Eurydamus* from London, via Havana.

A large local advertising campaign has been started by the managers of the Gato cigar, featuring their new price of three for fifty cents. Tampa cigar stocks have been exhausted locally.

H. Hanges, a retail dealer at Fifth and Clement streets, was killed last week in an automobile accident.

H. L. Judell & Co. have on hand a large consignment of Chancellors.

The former Bercovich location on the corner of Market and Front streets has been secured by Bob Donahue, who will soon lose his Powell street store.

A large increase in volume of cigarettes consumed in the Coast territory is noticed by the local trade; those who are in the habit of making predictions and are supposed to know cannot account for the big increase. M. A. Gunst & Co. also notice a very large increase in the demand for staple brands of cigars, there being no shortage of cigars, but of certain brands, according to the manager. The well advertised brands are going fine, particularly the Robert Burns and the Van Dyck, they say. Of these latter two brands, Gunst has recently ordered a large consignment sent by express in order to keep dealers supplied. Owls are also meeting with great popularity, according to the Gunst firm.

Morgan Gunst, general manager of the Pacific Coast branch of the firm, has returned from the east, where he was in conference with officials of the concern in New York City for several days. The general demand is growing so fast that the factories will soon not be able to keep pace with the demand, says Mr. Gunst.

William Bercovich of the Bercovich Sales Co., recently returned from the East, having completed arrangements to represent in this territory the following different accounts: Kolberg & Co., shade grown and Sumatra wrapped cigars; E. A. Kline & Co., "Medalist," and its "Highest Priced Sumatra Wrapped Cigars in the U. S."; H. Manskey, shade grown Bertene and Garcia; all of the above, New York accounts; Joseph Weinrich, Dayton, Ohio, and Frankfort, Indiana; Sumatra and Java wrapped 8, 10, 12½ and 13-cent cigars. In addition to the above cigar lines, Mr. Bercovich will handle on behalf of Mrs. Addie Arkush, widow of the late Sol Arcush, the Luis Martinez, of the Martinez-Havana Co.; the Kraus Cigar Co., 7, 8 and 10-cent cigars; the Glorifier Cigar Co., package little cigars, all of New York. Besides his cigar lines Bercovich will also handle Park & Tilford's candies; three B pipes of Adolph Frankau & Co., and L. and H. Stern's pipes and Redmanel holders. He will be assisted by A. Enkle, formerly of Goldberg, Bowen & Co.'s cigar department, and expects to leave on a Northwestern trip on the 20th of the month.

Robert M. Reilly has opened a new cigar store in the lobby of the Fife building, Drumm and Market streets, which is probably the most elegantly furnished place of its kind in this city. The panelling and fixtures are of South American genero.

Representing the American Tobacco Co. of the Pacific Coast, T. W. Harris, president, and J. H. Nightingale, vice-president, are visiting company headquarters in New York City, where they plan to spend several weeks. E. Grubel, Mr. Dallman's assistant, is attending to wants of customers. A. Dallman, the William Demuth & Co. representative, who is also in New York.

Placing a wooden Indian in front of his Powell street cigar store, Tiny Holmes thinks that the mysterious revival of the old custom will tend to attract trade. "It's so old that it's new," declared Holmes.

CIGARS FROM MANILA
(Arriving at San Francisco Last Week)

Per S. S. West Hepburn

Consignees:	Cases
H. W. Peabody & Co., N. Y.	38
House of Crane, Indianapolis	3
S. Frieder & Son, Cincinnati	20
M. A. Neumark & Co., Los Angeles	5
J. S. Gans & Bro., Los Angeles	2
Klauber-Wagonheim Co., San Diego	22
Harry Green & Co., San Francisco	51
H. L. Judell & Co., San Francisco	38
William Cluff, San Francisco	10
Hamilton Harris & Co., Indianapolis	8
Brinkman, Reisel & Rucker Co., St. Louis	200
Kuenzle & Streiff, New York	70
American Express Co., San Francisco	73
Testa Cigar Co., San Francisco	10

Per S. S. Columbia

In Bond to Chicago	20
In Bond to Dubuque	21
In Bond to Birmingham	8
In Bond to Baltimore	11
In Bond to Memphis	5
In Bond to Los Angeles	6
In Bond to New Orleans	10
In Bond to Kansas City	2
In Bond to St. Louis	3
American Express Co	77
W. J. Byrnes & Co., San Francisco	44
L. Willard, San Francisco	8
C. Solomon, Jr., San Francisco	2
Max Bros. & Co	11

TOBACCO FROM PHILIPPINES.
(Arriving in San Francisco Last Week)

Per S. S. Columbia.

Consignees:	Bales
West Tobacco Co	30
Horn Bros.	11
H. L. Judell & Co	34
Harry Green & Co	17
Wm. Cluff Co	6
United Cigar Stores Co	132
Ehrman Bros. & Co	47
American Express Co	48
M. A. Gunst & Co	128
H. W. Peabody & Co	17

"THEY LEAD THE LEADERS"
GRAHAM-COURTNEY
MILD HAVANA BLEND
26 SIZES
Acker, Merrall & Condit Company
NEW YORK

THEY WIN ON POINTS!!!

As to quality Manila Cigars meet every test.

Philippine Cigar Leaf is naturally Mild, Sweet and Aromatic.

All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

Prices that allow a fair margin of profit under present competitive conditions enable dealers to

MAKE MONEY ON MANILAS

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INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

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Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden
Lane
Warehouse,
12-24 Mechanic
Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
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Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
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Growers of Shade—Primed Connecticut—Packers of
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Southwick, Mass.; Chicopee Falls, Mass.

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Connecticut, Havana and Broad Leaf Tobaccos
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GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

Connecticut Tobacco Crop Becomes More Hopeful

Agreeable Developments During the Past Two Weeks—All Things Considered the Late Set Plants Are Coming Along Surprisingly Well—Now the Harvest Has Commenced Help Is Greatly in Demand on the Plantations—High Wages Paid—Urchins Riot at Windsor—Increasing Fertilizer Business Causes Olds & Whipple to Erect a New Warehouse in East Hartford.

HARTFORD, Aug. 23.—Cutting of the new crop was well under way last week and there is a strong demand for additional help.

Operators of the large plantations send trucks to the city every morning. The autos return with loads of helpers, mostly boys and girls, to pick tobacco and sew the leaves for stringing on laths.

Girls who are quick at sewing can earn from $4 to $5 per day, sewing being piece work that pays 50 cents per bundle.

The boys are used for picking. They make the best pickers. They cause less breakage, being better able to get down under the plants.

A severe electrical storm struck Connecticut on the 16th and a powerful rain knocked down the later tobacco. Additional work was made in righting up the rain battered tobacco. In some sections a hailstone or two fell, but very little damage was done either by the hail or rain.

Massachusetts also had a severe storm which caused considerable work of setting up, but no hail was reported. During the past two weeks, tobacco has made a wonderful growth and the late set fields have "come along" and almost caught up with the early set plants. Crops are now coming along all together and growers will be busy indeed until the crop is harvested. Additional help is not very plentiful. Hands are demanding high wages, experienced men want from $6 to $7 per day.

Buyers are out every day carefully looking over the crops of broadleaf on the "east side." Not many sales have been made, yet there are several crops of broadleaf reported as sold. Some growers maintain that they will have to get $1 per pound for their tobacco and they will not consider a lower price at the present time. But at least some sales are reported to have been made for 85 cents assorted. The bundle price is between 50 and 60 cents.

Many are not inclined to sell while the crop is in the field. They will not put a price on their tobacco now. They say that when it is in the shed, safe from storms and frost, they will know what they have to sell, and can make a price intelligently. The price must necessarily be high, as the cost of everything that has entered into the growing of the present crop is considerably higher than in former years.

Growers anticipate lighter weights per acre than ordinarily. Many thought a while ago that the crop would be a failure. It was estimated that it would not be more than 50 per cent of a crop, but the favorable weather during the past two weeks has greatly improved the crop, and the late set tobacco has come along fast, but with all the favorable conditions the crop is considerably below normal, as many acres were too wet to even set out. Much of the low land after the tobacco was set out was "drowned" out entirely.

There has been considerable activity in the Havana sections and reports are that quite a bit of Havana has been sold at advanced prices, ranging around 50 cents per pound in the bundle. Earlier, Havana was sold, to be primed, at around 60 cents per pound.

Julius Lichtenstein, president of the American Sumatra Tobacco Co., was in this section last week inspecting the company's various plantations in Connecticut and Massachusetts. All plantations were working full handed and making good progress in the harvesting.

S. D. Freedland of Denver, Colo., who has a cigar factory employing over 250 cigarmakers and using about 1,000 cases of broadleaf, made a trip through the tobacco section last week looking over broadleaf crops now being harvested. He was accompanied by Mr. Haight, a leaf dealer of Denver.

Among other cigar manufacturers who have been in the broadleaf section are F. D. Graves of New Haven, Conn., who is reported to have bought a few lots, also Mr. Osterwise, also of New Haven, who has been among the growers. Both use broadleaf extensively.

Holders of the stock of the Tobacco Products Corporation received dividend script certificates in payment of $1.50 a share dividend on the common stock. Tobacco dealers and other tobacco men hereabouts take much interest in the payment of the dividend by script which is interest bearing.

Olds & Whipple of this city are building a warehouse in East Hartford to accommodate their increasing business. They make a specialty of tobacco fertilizers and have a large line of customers in not only this vicinity but in Massachusetts. The new warehouse, 181 by 225 feet, has a frontage on the railroad and will be constructed with a loading platform. The building will cost about $100,000.

Windsor had a small riot among tobacco workers one morning last week. From the various plantations around Windsor, Conn., trucks are sent each morning to get help from the city. The boys began to throw bottles, stones and other missiles. Several women were badly hurt. The Windsor officers got into the game and rounded up more than 100 boys and who were given a hearing Friday night at the town hall. After a long session of court seven boys were found guilty. The fines and costs imposed amounted to $7.80 each. Growers in court were much interested in the outcome, as it is a serious proposition that confronts them in transportation of the help to and from their plantations.

George Cohn, alias Vincent Cameron, accused of, while acting as manager of the branch of the National Cigar Co., in Philadelphia, withholding about $2,450 of money collected from the sales of boxes of cigars, was arrested and is being held pending the arrival of Pennsylvania officers. He disappeared in November, 1918. Eventually he was traced by the bonding company which had guaranteed him to this city. He will be taken back to Philadelphia and tried on the original charge. His bond has been forfeited.

A Cigar Smuggler Caught

A higher duty on cigars entering Great Britain has made smuggling more profitable, provided the smuggler can escape detection and capture. But *Tobacco,* of London, thus describes the penalizing of a smuggler who was caught:

"'This is a deliberate case of smuggling on a scale not often met with,' commented Mr. Disney, the Woolwich magistrate, on July 12, in ordering Gerben Wiebe Gorter (thirty-four), the Dutch captain of the schooner 'Wilhelmina,' to pay £750 or be imprisoned for six months on a charge of harboring and concealing 189¾ pounds of tobacco with intent to defraud the Customs. The tobacco was in the form of 13,800 cigars, which were found by the officers, some in a secret chamber in the vessel, others behind the ship's lining, and a further lot under a false floor behind a bunk."

U. S. Imports and Exports of Matches.

WASHINGTON, Aug. 25.—There was $45,679 worth of matches imported into the United States during June, according to the Department of Commerce. During the same month the value of matches exported is given as $31,034.

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from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

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HAVANA LEAF DEALERS
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Leaf Tobacco Dealers
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HAVANA, CUBA, 138-140 Consulado St.

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
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Importers of Havana Leaf
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COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Have Less Excuse for Pessimism in Havana

Cuban Land & Leaf Tobacco Co. Acquires Approximately 40,000 Bales of Vuelta Abajo and Semi-Vuelta—An Outlay Approaching $5,000,000—Cigarette Manufacturers Making Large Purchases of Vuelta Colas—Leaf Dealers and Packers Are Making Extensive Contracts—When Tampa Manufacturers Enter the Market Again—A Review of the Month.

HAVANA, Aug. 17.—Says *The Times* of Cuba: "Notwithstanding the fact that so much has been said of late about the great crisis through which the cigar and tobacco industry has been passing, something has happened during the past month that will put a stop to all this pessimistic talk about Cuba's second greatest industry and will show that most of the adverse propaganda is carried on by a few unconcerned, ill-advised, self-styled tobacco experts, who have nothing but a large percentage of hatred toward our national product at heart, and for that reason their continual effort is directed toward injuring the cigar and tobacco interests of Cuba, with the expectation of destroying its justified credit and fame as being the best tobacco that can be raised in any country in the world.

"The American Tobacco Co., through its representative here, has just given the pessimistic agitator (that we have agitators also among the wealthy class of tobacco dealers and cigar manufacturers in this country is a fact) the greatest evidence of their insignificance, as far as the tobacco and cigar industry is concerned, when this corporation bought and contracted for future purchase about forty thousand bales of Vuelta-Abajo and Semi-Vuelta tobacco, through their head buyer, Sr. Juan de la Puente.

"This transaction was carried on in the quiet, and it only took the buyers a few days to buy all this tobacco, and when the majority of the leaf tobacco people became aware of the fact that this transaction had been consummated by the Trust, and that it was now a matter of the past, the effects were promptly evidenced by the signs of agitation that it provoked among these ever dreamers of the tobacco world."

This quantity of tobacco takes in from the clean fillers to the "colas," inclusive.

Nothing can be stated positively about the prices paid for this large lot of tobacco, for they have not yet been divulged, but under present conditions it is understood that the Trust must have been compelled to pay about four or five million dollars for this lot of selected tobacco. It is a well known fact that the quality of the Vuelta and Semi-Vuelta tobacco this year is of extra fine taste and aroma, and perhaps this has been an inducement for the Tobacco Trust to make such a large investment in leaf tobacco for their own consumption at this time of the year, when others are crying out that the "end of the world is near" for the tobacco industry of Cuba. One should bear in mind that these were purchases made right here in Havana to some of the leaf dealers directly, it being reported by those who know that the big company has made other large purchases of Vuelta-Abajo Vegas directly from the planters in the country, to say nothing of what this corporation raises yearly on their own tobacco plantations.

The cigarette manufacturers are having some trouble in securing the class of tobacco they need for the manufacture of cigarettes and consequently have made an effort to secure the control of all the Vuelta-Abajo colas, as the supply of tobacco from the Remedios district is growing smaller every day, due to the fact that most of the tobacco packers are putting their tobacco up in hands, unassorted, and just remove the stalk from the leaf. While packing tobacco in this way seems to be more profitable to the packers, it has done away with the bales of Botes, and as a direct result of this change in the packing all Remedios Botes are today commanding a higher price than the Vuelta-Abajo colas, according to the prices asked for those that have already come into the market and are in the hands of our leaf dealers.

The local factories of our most celebrated brands continue to purchase Partido tobacco in large quantities and in some instances it is noted that there exists a shortage of wrappers in stock, although this crop is exceptionally a good and free smoker with an excellent taste that denotes the true fragrance of the old time clear Havana tobacco. For this reason most of the tobacco merchants and manufacturers are buying in large quantities and storing stock away, perhaps with the purpose of safeguarding their interest for the coming year, as it is not frequent that we have two first class crops in succession.

The tobacco hereto received by most of our leaf dealers and packers has been sold and many of them have entered into large contracts for all the tobacco they can lay their hands on.

We must bear in mind that the Tampa market has been closed for some time as the leaf tobacco purchasers have had their hands full with the strike that has been going on there for over four months, and have bought no leaf tobacco from Cuba with the exception of a few bales here and there, and if conditions do not change in that city at an early date, prospects of their renewing manufacturing of cigars seems to be rather a dim hope in the minds of those that know just how things are handled there by both the laboring people and the manufacturers.

If this strike is ever ended without the consent, or without an outlined understanding with the laboring people of that city, whereby they will enter into an agreement accepting certain terms of settlement of their differences with the manufacturers, then the coming fall and winter trade of Tampa manufacturers is doomed to an absolute failure, and the northern cities, where cigars are manufactured in the same style and with the quality of material and workmanship used in Tampa factories, will supply the demand of the American trade, as all that is required is that they become bonded factories and that will be a guarantee that they use nothing but clear Havana tobacco in the manufacture of cigars.

On the other hand, if the Tampa factories renew their work with a clear and definite understanding with the working people now on strike, it would only be a matter of a short while when the shops would be working with full force, and to meet the requirements of such an event they must be prepared with a good supply of wrappers on hand that will enable them to fill their orders promptly, especially for the holiday trade, and in order to be prepared they should not hesitate in securing a good supply of our tobacco at once.

The Havana Stripping Co. is no place for idlers, for the men at the head of

this concern are nothing but active hustlers, not only in their local stripping plant but also at their various country places.

Gerald Smith, who is the leading spirit of this concern, is now enjoying the grandest time of his life, enjoying a vacation while on his honeymoon trip.

Sr. Pablo Perez, his partner, is taking care of the business in a splendid manner, actively assisted by Bartolo Ferro and Frank Strater.

Angel M. Suarez, the enterprising leaf tobacco dealer, has sold his entire Partido packing and bears the usual smile of a satisfied business man. His tobacco holdings can be considered as equal to the best that can be gotten in our leaf market, bearing the standard of "none better."

Ernest Ellinger and Lewis L. Cantor, of the firm of Ernest Ellinger & Co., are spending some time in Havana and the tobacco districts of Vuelta Abajo and Partido, looking over their packings in the different tobacco districts. Mr. Ellinger is one of the oldest and best known tobacco men of the United States and Cuba.

The firm of Camejo & La Paz has been doing a very good business lately. They have disposed of their entire holdings of Vuelta-Abajo packings at a reasonable price and are now getting ready for the new packings. They have some fine tobacco to offer purchasers and the wise buyers should secure their share at once.

William Levison, of the firm of Levison & Mendelssohn, has returned from a trip to the States, and is now kept very busy looking over the tobacco which has been received in their warehouse on Zulueta street recently from Vuelta-Abajo and Remedios where they are carrying on extensive packing plants. They are at present erecting a handsome stripping plant at Artemisa.

Foyo & Rodriguez are making a standard bearer of Remedios tobacco, having received several lots which they sold at a reasonable price. They have sold almost the entire stock of their Vuelta-Abajo packings and have agreed to sell most of what they have in store to pack.

Jose A. Lopez Betancourt, the active contributor to several tobacco trade papers in the United States and other foreign countries, and also of *El Tabaco* of this city, has been ill for some time, but is now on the road to recovery, and expects soon to be able to resume his duties. Mr. Lopez Betancourt is the tobacco editor of *The Times* of Cuba.

Havana Leaf Market Fairly Active

HAVANA, August 18.—At present there are several northern buyers in the market, Mat Wengler of Wengler & Mandel, Jul. Fernbach of Jul. Fernbach & Co., Harry Slavinski of the Escomada Cigar Co.; these are all Chicago manufacturers, who, however, are at present manufacturing in New Orleans; Francisco Bolño, dealer from Chicago; Jose Tuero of Tuero Hermanos y Cia. of Toronto, Canada and Jose Escalante of Tampa.

The market is fairly active as far as Partido wrappers and Vuelta fillers are concerned, both for export and local consumption. Remedios is quiet. Low grades of all kinds for local cigarrette manufacturers are being bought. The increase of $20 per 1,000 cigars to go into effect here for local consumption from the 16th inst. and on exported cigars from Sept. 1.

Higher Prices for Imported Cigars

At a conference of leading cigar importers, held last Thursday at the New York Athletic Club, a schedule of advanced prices was tentatively fixed for imported cigars, to take effect on Sept. 7. The new prices which were discussed, and are likely to be fully established at another meeting of the importers today, Thursday, show an average increase of about $30 per thousand. These increases, it is explained, are made necessary because of the increased prices fixed by the Cuban manufacrures, the latter prices becoming effective in Havana on Sept. 1.

Those attending last Thursday's price-conference were: Irwin Studwell, representing Park & Tilford; Fred Lussen, representing G. S. Nicholas & Son, Inc.; John Somerville, representing Grosvenor-Nicholas & Co., Inc.; J. A. B. Blaise, representing S. S. Pierce & Co. of Boston; C. B. Perkins and his sales-manager, Mr. Renault of Boston.

CIGARS FROM CUBA.

Per S. S. Mexico. Arrived Aug. 23.
Consignees:

New York—	Cases
B. B. Rionda	1
United Cigar Stores Co	18
American Express Co	1
Benson & Hedges	9
R. E. Lane	13
E. A. Morris	2
Import & Export Co	1
G. S. Nicholas & Sons	25
Alpers & Mott	23
B. Wasserman Co	12
Park & Tilford	63
Duncan & Moorehead	3
Bernard Judae & Co	1
G. W. Faber, Inc	11
American Metal Co	1
Grosvenor Nicholas & Co	59
R. F. Downing & Co	5
Acker, Merrall & Condit	12
B. Atkins & Co	1
Stearn & Co	3
Wilson & Co	7
N. Y. & Cuba Mail S. S. Co	94
To order	1

TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived Aug. 23.
Consignees:

New York—	Bales
J. Rodriguez & Co	4
A. Alvarez	12
Nussbaum & Bower	12
M. Schwarz	77
E. Ellinger & Co	134
Randall-Landfield Co	11
E. Rosenwald & Bro	280
S. Ruppin, Inc	40
H. Oppenheimer & Co	30
J. Bernheim & Sons	236
	Barrels
J. H. Goetze & Co	30
E. Ellinger & Co	40
L. Hirsch	30
Hinsdale, Smith & Co	200
S. Ruppin, Inc	137
L. Cantor	73
B. Rosenbluth	27
E. A. Kline & Co	30
To order	20
S. Rossin & Sons	39
	Packs
A. Alvarez	96
J. Rodriguez & Bros	2
P. Lorillard Co	60
J. Klorfein	99
E. Ellinger & Co	33
J. Sutter & Sons	35
J. H. Goetze & Co	63
Havana American Co	417
American Cigar Co	68
C. D. Stone & Co	18
E. Rosenwald & Bro	75
F. Miranda & Co	161
S. Ruppin, Inc	95
Cullman Bros.	73
J. Bernheim & Son	161
N. Y. & Cuba Mail S. S. Co	818
To order	127

CUT TOBACCO FROM CUBA.

Per S. S. Mexico. Arrived Aug. 23.

	Cases
Park & Tilford	3

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

PAID TO QUIT TAMPA

Striking Cigar Makers "Assisted" to Travel 300 Miles or More—The Depopulation Plan

TAMPA, August 20—"Rule or ruin," is the distinctly defined policy on which the joint advisory board is now conducting the cigarmakers' strike here. A large portion of the funds being sent here by the national organization and organizations in other cities, is being used to ship people away from Tampa. Committees are making house-to-house canvasses, and where a man is discovered who is apparently considering returning to work he is offered his fare and a bonus—in some cases, it is stated, as much as $100 above the cost of the ticket—to leave the city. It makes no difference whether the man secures work after he leaves Tampa or what may become of him, the only concern of the joint advisory board is that he shall leave Tampa, the stipulation being that he shall go at least 300 miles.

"Victory or depopulation" is the slogan adopted, and many people are being induced to leave the city. To state the case frankly, the members of the joint advisory board know that they have lost the fight, and in a spirit of revenge they are now trying to wreak as much injury as possible. The forces at work in the factories have been steadily increasing from day to day, and there is no longer any question about the outcome. In fact, there has been no question since the beginning of the strike. The emphatic and unanimous declaration of the manufacturers that they would maintain the "open shop" policy under which they had operated since the establishment of the industry here thirty-five years ago settled that point.

"But," declares the *Tampa Times*, "there is a question which should be given serious consideration by the business men of Tampa—the people who have material interests at stake here. It is, shall the International cigarmakers' union be permitted to carry out its avowed purpose to destroy the principal industry of this city because the men who have the money invested in that industry will not agree to deliver control of it to that organization?

"There can be but one answer to this question."

"A significant incident of Monday was the application of several selectors for employment at one of the association factories, which was promptly given them. A number of selectors have also come in from other cities and are now at work in the factories.

The Stand of the Torcedores

In a communication to the *Tampa Times*, the Torcedores express themselves as follows: "It has been stated in your paper that, according to statements made by members of the Manufacturers' Association, members of the Torcedores Society were fast returning to work and that a stampede of our members was to be momentarily expected.

"This statement we wish to correct, for while some of our members, individually, and not as such, have returned to work, in common with union and non-union men, we, however, have not and will not authorize our members to go back to work as a body until such time as an agreeable understanding has been entered into by the members of the Manufacturers' Association and representatives of the different branches of the cigar industry. This, however, be it distinctly understood, does not imply the International Cigarmakers' Union, which, so far as we are concerned, does not exist, never has existed and never will exist.

"While the Torcedores Society, as we said before, is not willing for its members to go back to work until a favorable agreement has been reached, disregarding the international union, it, however, wants to go on record as being completely opposed to the closed shop, especially as pertains to the cigar industry in Tampa. We believe it is the inalienable right of each man to earn his bread regardless of whether he belongs to a union or not. We are very desirous of an early settlement of this which is stopping the very vitals of our fair city and many thousands of its inhabitants, and we would welcome and be willing to cooperate with the board of governors of the Board of Trade, our Mayor or the authority body in bringing about an agreeable understanding between the manufacturers, especially so as we believe that if such an agreement were possible then the strike would be settled inasmuch as the original reason for the strike, the closed shop, can be relegated to the limits of obscurity and forgetfulness. Respectfully yours,

"THE TORCEDORES SOCIETY OF CIGARMAKERS.

"By A. Alonso, Secretary."

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INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

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Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

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Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

Cigar Box Investigation at Tampa

Representatives of the Federal Trade Commission, operating more or less secretly in Tampa during the past two weeks, have returned to Washington, where they will report that at least ten cigar manufacturers have been unable to obtain boxes because they were not members of the Cigar Manufacturers' Association. "This information was given out Friday by a cigar worker who, associated in a confidential capacity with the investigators, did not feel at liberty to disclose their business until they had taken all the testimony and made all the investigation they deemed pertinent to their visit, which resulted from complaints being filed with the Federal Commission that the Manufacturers' Association and its relations to local cigar box makers constitute a combine in restraint of trade," declares the *Tampa Times*.

"Exhaustive investigation of the suit of F. Garcia & Bros. against the manufacturers, heard last spring by Judge Robles, was made by the Federal representatives. From the books in the circuit clerk's office extensive extracts of the testimony were made, and some of the witnesses were interviewed. The case was adjudged in favor of the manufacturers by Judge Robles, on the ground that the association was legitimately entitled to contract for the entire output of the box factories.

"Cigar workers continue to leave the city in large numbers. One batch going out Thursday night included several entire families, the cost of transportation being $1,512. Manufacturers claim that members of the Tocedores Society are augmenting the number of persons now at work, but at union headquarters it is denied that the entire working force of all factories is anywhere near 1,000.

PIPES FROM ENGLAND.

Per S. S. New York City. Arrived Aug. 20.

	Cases
Wm. Demuth & Co	1

CIGARETTE HOLDERS FROM CHINA.

Per S. S. Toyooka Maru. Arrived Aug. 20.

	Cases
To order	1

MATCHES FROM SWEDEN.

Per S. S. Drottingham. Arr. Aug. 22.

	Cases
Vulcan Match Co	1,261

CIGARETTE PAPER IMPORTS

For the Week Ending Aug. 21.

Consignee	Steamer From	Cases
Am. Tob. Co.,	LaLorraine, Havre	54

Per S. S. Lafayette. Arr. Aug. 24 from Havre

Consignees:

	Cases
American Tobacco Co	108

Per S. S. St. Paul. Arr. Aug. 24 from Havre

Consignees:

	Cases
The Surbrug Co	13
Rose & Frank	84

CIGARETTE MACHINERY FROM LONDON.

Per S. S. Menominee. Arr. Aug. 23.

	Cases
To order	1

CIGARS FROM PORTO RICO.

Per S. S. San Juan.

	Cases
Habana Cigar Co	2

CIGARS FROM JAMAICA.

Per S. S. Bartholomew. Arr. Aug. 21.

Consignees:

New York—	Cases
C. Kursteiner & Co	4
L. G. Malon	2

Per S. S. Cartagena. Arrived Aug. 21.

Consignees:

New York—	Cases
British-American Tobacco Co	5

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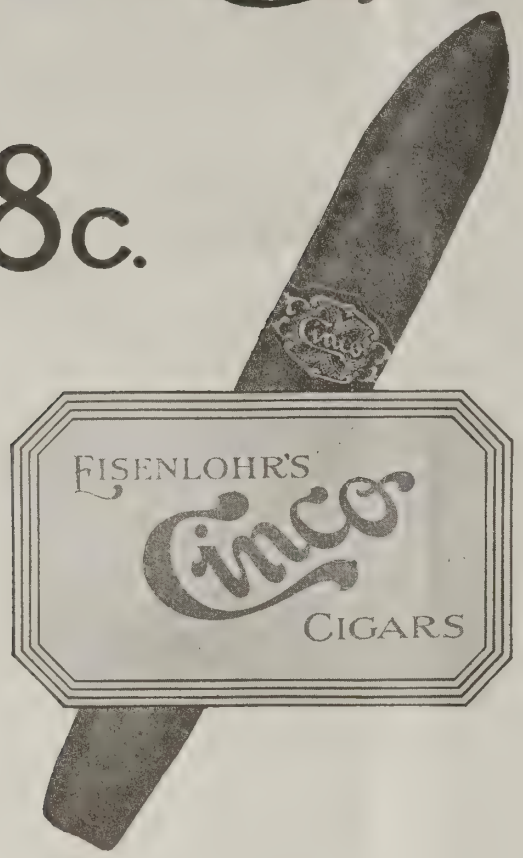

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CRESSMAN'S
COUNSELLOR
CIGAR
ALLEN R. CRESSMAN'S SONS
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A Real Rich Smoke that will please and suit the taste of exacting smokers.

Made in 5 Sizes

Victor, 10c. Straight
Classic, 13c., 2 for 25c.
Corona, 15c. Straight
Senator, 15c. Straight
Delmonico (foil), 18c. 3 for 50c.

BOBROW BROTHERS, Inc.
Manufacturers
PHILADELPHIA, PA.
Makers of famous "Bold" Cigars

Efforts to Speed Up Production in Philadelphia

Endeavor to Get Goods Forwarded More Promptly—Out of Town Buyers Visit Manufacturers—The Transportation Problem—Employees That Are Neither Efficient Nor Much Inclined to Labor—The Market Street "Cut Rate War" Continues—Consolidated Cigar Co. Obtains Big Factory Building—The Portuondo Co. Buys a Valuable Location on Sansom Street—Arzogue Incorporates—Retailers Will Keep on Fighting the Mercantile Tax Law—Activity in the Leaf Market.

PHILADELPHIA, Aug. 24.—Production, apportionment and distribution are still the great trio of problems the manufacturers have to surmount; the selling end of the business is really neglible because there are awaiting, even clamorous, buyers for all the goods which can be supplied to them. Indeed, demand is so great that buyers are making personal trips to factories, hopeful by their eloquence to win preferment; they are offering the manufacturers premiums in the shape of prepayment by express of the goods so sorely needed and the coperating in solving transit problems, almost as if they were attached to the sales force. And withal, while prices of many commodities steadily are easing off there continue to be advances in the tobacco line, evidencing the oversold condition of the market. Plancos were advanced an average of $5 per thousand during the week and within a day or two notice has been received by the handlers of imported lines that on September 1 prices will be advanced about $20 at place of production, or about $30 here, and with the probabilities of shortage in many brands.

Manufacturers confess that they have made little headway in the effort to speed up production and even less in surmounting shipping obstacles. It is true that labor is in more plentiful supply daily, but wages still are running at so high a level that hands continue to manifest supreme indifference about their work. Because of those high wages, vacations of as much as a month are being taken, whether the employer likes it or not. Absenteeism is prevalent on the slightest excuse or on none at all. Manufacturers had been hopeful that many of their old hands, enticed away from benches by the still higher pay offered by textile manufacturers, would return, now that there is a serious decline in that line of production. But, though there is idleness, the purse still contains funds, apparently, and until it is entirely exhausted, the work bench and the suction table has no charm.

And then, too, the almost unprecedented continuance of wet weather—it has rained or stormed almost every day for the past fortnight—has had its influence in holding up production. Working up of much new stock had to be deferred because of the excessive humidity.

But, after all, the great obstacle has been the railroads. While improvement was anticipated, even greater delays than in the past have been encountered. One of the larger manufacturers had leaf billed to him from Hartford last April; it was not taken by the railroad until some time in June; it was not delivered at the Philadelphia headquarters until a week or so ago and now must be transported by auto truck to the factory at Telford, Pa., where it is sorely required. To have shipment made direct from Hartford to Telford was, of course, hopeless. Railroads are more insistent on red tape than ever. Cases must be nailed closely on all six sides and must be metal strapped besides. If the container is injured in transit, even by employees of the railroad company, a bill for double rates is presented for payment before delivery is made. Railroad officials, appealed to for redress, allege that their employees are throwing off all discipline and that managements are powerless to enforce it, and, moreover, that under Government control, rolling stock was permitted to deteriorate to such an extent that frequently two engines are required now to perform the work previously done by one. Many manufacturers have been compelled to cut freight cases in half that they may be sent by express, distributors being generally willing to pay the difference to get the goods a little earlier. Experience with the parcel post system for delivery of small packages has not been satisfactory, the manufacturers claiming that there is such carelessness shown in handling packages that losses make that method of delivery almost prohibitive.

But the bright side of the story exists, too. None in the business can discern ahead any cause for apprehension that declines in either the demand for, or the prices of, the finished material will leave on their hands stocks of leaf bought at high prices and which may have to be disposed of at a loss. Stocks on hand really are growing in value daily.

Just what effect the prospective advance on imported goods will have remains to be determined. At worst, from the point of view of importers, it is not believed that the increase will wean away Havana smokers to domestic brands, but there does exist opinion that advances piled onto present high prices may cause a reduction in consumption. If there was a sufficient production of Tampa made Havanas an alternative would exist. But Tampa supplies are of course wholly inadequate to meet present, let alone increased, demands.

Meanwhile in the retail end the price cutters continue to expand. The lower Market street warfare between the Post Company's chain of stores and the United directly opposite, waged unbrokenly all the week. United prices below Third street and above Fifth street are regular; in the three blocks, however, they are being slashed to meet the opposition. Neither side is yielding. The cut price establishment which will succeed the old Scarlett stand, Arch street above Thirteenth street, is nearing completion. Within a few days another cut price establishment is to be opened at 1316 Arch street, but the identity of the owners has not yet been announced.

While the rumors of the taking over of the Fortyfour Cigar Company by the Consolidated were allayed by the statement of Secretary Funk, gossip continued. Now it is reported that an even larger firm is to be taken over involving a $3,000,000 deal. The trade, however, is not inclined to place much weight on the new turn of the rumor. Announcement was made during the week that Heymann & Bro. have leased to the Consolidated Cigar Corporation of New York the big factory building at Eighth and Willow streets occupied by it, for a term of years at an aggregate rental of $120,000.

The factory building, 1100 to 1116 Sansom street, 93 by 90 feet, of which the Portuondo Company has for many years been a tenant, was sold during the week by the Young Women's Christian Association, which three years ago purchased it from the Vollmer estate, to F. R. Mayer for $125,000, and he in turn conveyed it to J. F. Portuondo for certain considerations and subject to a mortgage of $83,000. The assessed valuation of the building is $110,000.

Ramon Azogue, who heads the incorporators of the proposed Azogue Company, which is applying for a charter, is well known in local tobacco circles. He established a retail business at Eighth and Chestnut streets in 1885, conducting it for many years as the Havana Junction shop. Later he moved to 929 Chestnut street. During both of the Cleveland administrations Mr. Azogue was in the consular service and was stationed at Tangier, Morocco.

In the death during the week of David D. Anderson, chief of the tobacco division of the Internal Revenue Bureau for the Eastern District of Pennsylvania, Post Office Building, the trade lost a helpful official. Mr. Anderson was one of the oldest employees of the division. He was in charge of the issuance of permits for, and all the records of, the tobacco manufacture and sales activities in the district and as such was always at the service of the industry.

Secretary Brogan of the newly organized Wholesale Tobacco and Cigar Dealers' Association of Philadelphia and Camden, returns this week from his vacation trip and hereafter the rounding out of the organization will be continued. The directors will be called for organization and the appointment be made of the working committee authorized by the constitution. It is regarded as certain that the new organization will begin to function for the betterment of trade conditions, immediately after Labor Day.

H. Stewart Moorhead, of Duncan & Moorhead, who took so prominent a part in organizing the new association, is winding up a vacation at Lone Lake, New York, and will return to the city this week.

There is announced the wedding in early September of J. B. Pappero, for five years connected with Yahn & McDonnell, to Miss Marie Abriola.

Reeves, Parvin & Co. have taken on the Keen Kutter brand made by H. F. Martin, York, Pa. The sales force of the Reeves-Parvin, Huntingdon, Pa., branch house, consisting of Messrs. Johnston, Oaks and Charles, spent part of the week in headquarters in conference and then journeyed on to Atlantic City.

The new Corona packings of the Madam Butterfly are being shown quite extensively.

President Lowenstein of the Royal Cigar & Candy Co., Newark, N. J., recently a visitor to the Bayuk factory on a mission of urgent request for a larger consignment of Handmades particularly, claimed that his present allotment was only sufficient to give each of his customers fifty cigars every five weeks. The Bayuk Company is making every possible effort to accommodate Mr. Lowenstein, but as well, scores of others customers equally importunate for deliveries.

So great has become the local demand for Manilas that advices are being received from Philippine factories that they cannot fill orders unless they embrace at least 50 per cent of Class C goods.

William Kirschner, of the Rameses line, has returned to the city for missionary work.

Howard W. Little is featuring the Spencer Morris brand in his store at Juniper and Walnut streets.

Victor Lopez, of the Garcia Grande line, was among the few visitors who called during the week.

Jules Jacobs, or Heinemann Bros., Baltimore, circulated among the retail trade during the week.

A rental of $8,000 a year for a five-year period, it is reported, is now being paid for a prominent cut rate store near Broad and Arch streets, for which until early this month the rent was but $4,000.

J. Sussman, Second and Arch streets, has joined the ranks of the cut-rate retailers.

The W. H. Bailey Co., Second and Arch streets, reports the receipt during the week of a shipment of 300,000 Fort McKinleys, of 100,000 Londres and of 40,000 Conchitas, all from the Philippines.

All the fire and water damaged stock from the burned Sig C. Mayer & Co. factory, Fourth and Cherry streets, has been removed by the insurance companies issuing policies, to a warehouse where shortly it is to be sold at auction. There are upwards of 75,000 cigars in the stock. All the Mayer stock in the new factory will be entirely fresh. Operations in it shortly will begin.

A little sidelight on traffic conditions was given recently by Mr. Enlow of the Westerman Enlow Company, visiting the city in an effort to speed up deliveries of Bayuk Brothers' goods. He reported that on a certain day there had come to hand 200,000 cigars, some of which had been in the hands of the carriers for three months.

Thieves last week broke into the retail store of Frank Hetzell, 2037 Coaral street, and stole considerable quantities of cigarettes.

Many of the retail dealers, members of the Retail Merchants Association of Pennsylvania in session here, were advised by Lieutenant Governor E. E. Beidleman to abandon their announced intention of fighting the existing mercantile tax law. He asked them to put a stop to the pending legislative campaign, saying that he regarded it as a practical impossibility to have the law removed from the statute books. But after the address President H. W. Shaffer replied that the tax was regarded as so unjust that the campaign would be continued for its moral effect even though no practical attainment was probable.

Announcement recently was made that the Bayuk Brothers Co. and the Mapa Cuba Cigar Co. consolidated under a Maryland charter but that the business will be continued as heretofore and under the name of Bayuk Brothers, Inc., with these officers: President, Samuel A. Bayuk; vice-president, Louis A. Kramer; treasurer, Mayer Bayuk, and secretary, Harvey L. Hirst.

Manufacturing interests are being enlisted in a new low priced cigar-making machine.

In the leaf market demand is reported to be very active. Slowness was anticipated for August, but results far exceed expectations. Owing to the high price of the new crops, manufacturers made most liberal purchases of all old stock still on hand, clearing up the market quite completely. Broad leaf recently advanced 30 cents per pound and prices still are moving upwards. All the advices from the growing sections are that steady increases may be looked for with only a complete collapse of the industry —virtually impossible—making lower prices possible.

The Baum-Neely Co. is featuring a special line of W. C. Demuth and of imported pipes.

The Liggett & Myers baseball team lost out last week to the Curtis Country Club team in a hard-fought battle, 7 to 6, in the Philadelphia Suburban League series.

Payroll Statistics

WASHINGTON, Aug. 25.—The Bureau of Labor Statistics, Department of Labor, has received reports from forty-five cigar factories showing their employment and payrolls for the months of July, 1919, and July, 1920.

According to the figures of the bureau there were 12,690 persons employed in these establishments in July, 1919, increasing to 13,944 in July, 1920, or an increase of 9.9 per cent. The pay rolls also showed an increase from $201,116 in July, 1919, to $295,663 in July, 1920, an increase of 47 per cent.

The bureau also received reports from forty-eight cigar factories showing the comparison between the employment and payrolls in these establishments in June and July of this year. There were, according to these figures, 14,519 persons employed in June, decreasing slightly in July to 14,505, a decrease of .1 per cent. The pay rolls also decreased from $322,076 in June to $307,840 in July, or a decrease of 4.4 per cent.

Cigarmakers Get 15 Per Cent Increase

WASHINGTON, Aug. 25.—The Bureau of Labor Statistics, Department of Labor, has the following to say in connection with the changes in wages during the period froh April 15 to May 15, in the tobacco industry:

Cigar manufacturing—All the employees in one establishment received an increase of 15 per cent. An increase of 12 per cent, affecting 30 per cent of the men was reported by one concern. Sixty-seven per cent of the force in one factory received an increase of 10¼ per cent, while 60 per cent of the force in another factory received an increase of about 9 per cent. In one firm all the departments except the office were given an increase of 6.5 per cent, while 4 per cent of the force in another firm was given an increase of 5 per cent.

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

Predicting a Good Pennsylvania Tobacco Crop

Despite Storms and Long Continued Moist Weather, the Outlook at Lancaster Is Fine—Topping Begun—Harvesting Will Commence in Three or Four Weeks—Farmers Are Hopeful of Obtaining High Prices—Scant Demand for Fillers—Important Leaf Transactions Reported—Activity Shown in Sales and Transfers of Tobacco Warehouses—Seed Leaf Tobacco Growers Co. Ships a Carload to California.

LANCASTER, Pa., Aug. 20—Rainy weather for the past three weeks—heavy showers, electric storms or, at least, a drizzle, almost every day—yet tobacco growers here have scant cause to complain of moisture. For the tobacco is growing fast, doing fine, looking well and coming along all right, despite the lateness of the transplantings.

Undeniably, early in July the plants were uneven and stunted. But now they are maturing rapidly. In three or four weeks the crops, with few exceptions, will be ready to harvest. Already some farmers have begun "topping" and "suckering." Some sections around Marietta, Maytown, Solunga and between Monheim and Lititz, as well as near Rothsville, had slight hail storms which tore the growing plants and caused considerable damage. A few fields are showing rust spots, occasioned by excessive rains; however, this doesn't materially damage the tobacco, unless there is an over plus of it. Taking the crop as a whole it will show up as well as last year's and may have a little more weight to the acre.

Weather conditions affect tobacco more than any other growing crop, and with plenty of sunshine, followed by warm nights, we will have an excellent crop this year. Farmers are looking for phenomenal prices. They say that they have to pay 50 cents an hour for labor to work their fields and everything they buy, fertilizer, chemicals and the like, cost 50 per cent more than they did last year.

It is predicted that the opening price for the 1920 crop of Pennsylvania will be about what was paid last year. Filler grades, however, will be MUCH CHEAPER. There is absolutely no demand for fillers, neither has there been for the past year or more. Last year, buyers and packers bought filler grades from farmers for 9 to 10 cents and later sold them at 6 to 8 cents, suffering a big loss. This error will not be made this year, as fillers are in LESS demand now than last fall. They MUST be "bought cheap," or the packer will lose money on them.

Export business is dead, absolutely nothing going from this section to foreign countries, and there will not be any export business done until rates of exchange are improved and the European monetary situation is stabilized.

Old tobaccos of 1918 and 1919 are in big demand. But 1918 is pretty well cleaned up. Of the 1919 stock there are about 7,000 cases in the hands of independent packers. Not much tobacco to supply the entire United States with Pennsylvania B's this fall. Sampling of the 1919 crop has begun and packers found considerable black-rot in the goods. Lots of cases have to be repacked and "cleaned." The quality is second to none. Pennsylvania never raised more aromatic and mild tobacco. It is a perfect blender with any kind of tobacco. It does not detract. On the contrary, it helps along stronger and heavier tobaccos. It will be a crop much sought after, when the manufacturers get "wise" to its wonderful qualities.

George Whallon, representing C. H. Spitzner & Son's, bought 174 cases of 1918 from Gish & Son, of Elizabethtown, Pa., price reported to be 25c.

D. A. Horn. of Horn Bros., San Francisco, Calif., who was here lately, purchased from Ben. Schwartz, of Ephruta, Pa., at lot of 1919 Florida tobacco. Also, he bought from the Seed Grower's Co. 85 cases 1918 Pennsylvania "Tops and B's" at a big price.

M. Mellor of the Western Tobacco Co., San Francisco, bought this week from Isaac Weaver 50 cases of 1919 Pennsylvania "Tops" at a reported price of 45c.

Julius Marqusee of New York sold to John Reichard of York, Pa., 2,000 cases of 1918 Pennsylvania fillers, price not reported. Estate of Levi Good, New Holland, Pa., sold to Bayuk Bros. of Philadelphia 120 cases of 1918 Tobacco Wrapper B's.

Horowitz Bros., who have packing houses here and in Lititz, Pa., with main office at Pittsburg, Pa., sold 300 cases 1919 tobacco to western parties. Now they are weighing and shipping it. On account of the scarcity of binder stock, 1919 head are in big demand, with practically none offered, as the packers prefer selling their holding in running sizes. There will be a big shortage of Pennsylvania tobacco for the reason that the 1919 crop fell short, about 400 pounds to the acre; besides this there is considerable black-rot in the crop, so a lot of tobacco must be thrown out in repacking.

All the large manufacturing interests bought heavily from country packers, taking at least 10 to 12,000 cases from the market and that, in conjunction with what they bought and packed, makes the situation more critical. Prospective buyers of 1919 should "get busy" at once, or there will be none left for them. There are *facts,* not in any way exaggerated.

A telegram from Wisconsin received by a tobacco man here, states that a terrible hail storm sweeping over the entire State has made the growing crop fit only for the stemmeries. "Tobacco was cut to pieces, so we can't look for much this season."

Several warehouses have been sold this past few weeks and transactions in tobacco warehouse properties have reached into the hundreds of thousands of dollars.

G. H. Nolt & Co. (P. Lorillard Co.) bought the warehouse now occupied by B. F. Good & Co., corner of Prince and James streets; also the warehouses now occupied by G. Falk & Bro. and Bayuk Bros., on N. Market street.

A. K. Mann, a packer here, has bought from S. R. Moss the warehouse now occupied by G. H. Nolt & Co. on Prince street, north of Lemon street.

Leroy Nolt bought the warehouse on Prince street, north of Chestnut street, now occupied by O. Eisenlohr Bros., and Otto Eisenlohr bought the property on Prince street, north of Chestnut, now occupied by the Union garage, on which site they expect to build a large warehouse and office.

Manufacturers are all busy, there is no dearth of orders, yet all complain bitterly of shipping facilities and lack of boxes. Collections are rather slow, as it takes so long for shipments to reach their destination, and people will not pay for goods until they get them.

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

Boastful California will be handed a jolt soon with a big freight car rolls through the State with immense signs plastered on each side bearing the inscription:

"LANCASTER COUNTY TOBACCO FOR CALIFORNIA SMOKERS."

The car left here early this week. It contains 100 cases of Lancaster County tobacco, packed and shipped by the Seed Leaf Tobacco Growers Co. of this city.

So far as known, this is the first time a big quantity, if any tobacco at all, has been shipped from here to the State that threatens Lancaster County's honors as the "Garden spot of the world."

Charles F. Hess, general manager of the Seed Leaf Tobacco Co., conceived the idea of advertising Lancaster County through the medium of the carload of tobacco.

He prepared two signs. The signs practically cover the sides of the freight car. The letters are 23 inches high, painted bright red.

The car was loaded at Mountville and dispatched immediately.

Manager Hess is keeping in constant touch with the progress of the car across the continent. He said yesterday that he will be able to tell any day where the car of tobacco may be.

This sale was effected by D. E. Solomon, leaf tobacco broker here, and the buyer was D. A. Horn, of the Golden State Leaf Tobacco Co. of San Francisco.

"American Sumatra" Demands Refund

WASHINGTON, Aug. 25.—In a complaint filed with the Interstate Commerce Commission against the Terminal Railroad Association of St. Louis, the others, the American Sumatra Tobacco Co. protests against the freight charges on 70 carloads of manure from St. Louis to Amsterdam and Wataga, Ga., shipped during September, 1919, and February of this year at $4.50 per ton. Reparation is asked for the overcharges.

Working Hard to Buy Tobacco in Wisconsin

Representatives of Big Interests Are Purchasing Eagerly—"A Spurt" of Business in the Northern Field—Prices Range from 30 to 40 Cents—Fillers at Ten Cents—Rains Benefited the Crop in the Southern Part of the State—An Encouraging Outlook—Charles Sweeny Acquires the Mabbett Warehouse.

EDGERTON, Wis., Aug. 20.—Since the latter part of last week, when it became known that the big firms had jumped into the northern Wisconsin tobacco field to start the buying of the 1920 crop, interest in tobacco circles in the progress of the campaign has been keyed up to a high pitch. Water street, New York, has waged a campaign against field buying this fall, giving it out that this year, of all years, the buying movement should not start before the tobacco harvest. It seems, however, that they were not willing to take their own medicine. In Connecticut, Pennsylvania, and now in Wisconsin they have their campaign strongly organized, and the buying is on with a vigor that our northern representative characterizes as "with a fury." This is what he says: "The buying has commenced with a fury. Prices range from 30 to 40 cents with fillers out at 10 cents. The buying movement is kept up by the big manufacturing firms and not by the small dealers." The northern tobacco counties had copious rains early enough to be of enormous benefit to all tobacco. "Fields that did not look like much the first week in August had developed a fine stand by the end of the second week," is the comment of one who lives up there. The tactics of the buying movement in Wisconsin have the earmarks of similar campaigns in Porto Rico, Cuba and Pennsylvania. The strong tobacco firms who are both packers and manufacturers, after making a survey of the fields in which cigar leaf is grown, choose their own time to begin buying. They know what they want, and they know where to find it, and put a sufficient force of men into the field to secure the minimum, at least, of what may be bought. That the prices in such a competitive whirlwind campaign range pretty well up, is natural. In southern Wisconsin the rains of last week did a lot of good to tobacco, but more rain is needed, and needed soon. The fields are being topped, and those first topped are ripening, and the harvest of the earliest tobacco is near at hand, though growers are not running any risk of harvesting tobacco that is not well matured at this time of the season.

The latest information from the northern area is to the effect that in the neighborhood of 75 per cent of the valley tobacco, and, perhaps, 33 per cent of the entire section will have been bought before the movement slows up, which it may do by the end of the week. It is one of the biggest spurts experienced in the northern field. The top price paid up to Wednesday was 43 cents. The report of sales above the 40 cent mark does not apply to the movement as a whole. The bulk of sales run from 30 to 35 and and 40 to 10c for fillers. On Wednesday of this week it was still quiet in the southern tobacco region, though buyers are riding and in individual instances making offers, but no sale is reported so far.

The Edgerton buyers are not working in their warehouses this week.

O. C. Colony of Evansville was a business visitor in the Edgerton market last Saturday.

The P. Lorillard stemming force starts again next Monday morning after some time of idleness.

S. M. Halverson, tobacco man at Stoughton, was a caller in the Edgerton market last Tuesday.

T. O. and O. T. Rime of Orfordville called in Edgerton last Tuesday and remembered *The Reporter* office with a pleasant visit.

Charles Sweeney has bought the warehouse known as the Mabbett warehouse, recently acquired by Green's Tobacco Co. of Janesville. This gives Mr. Sweeney two very excellent warehouses facing Fulton street, and so situated as to admit of connection, facilitating the handling of tobacco without drayage from one place to the other.—Edgerton *Reporter*.

Tobacco Production in Paraguay.

In his report on trade conditions in Paraguay, Henry H. Balch, American Consul at Asuncion, says: "Tobacco is one of the principal crops of the country and the one on which the small farmer relies for his chief support. While it is grown successfully in all parts of the country, the region in which it thrives best is the territory surrounding Villarrica, Barrero Grande, Atyra, Tobati, and Villa del Rosario. Both the soil and climate of Paraguay are favorable to the cultivation of tobacco, but as the methods of cultivation, curing, and protecting the plants against insects and unfavorable seasons are poor, the quality of tobacco produced in this country is generally of an inferior grade. However, the Banco Agricola is trying to improve the tobacco production by assisting the farmers in obtaining better seeds, giving instructions in better curing methods, and a rigid system of grading all tobacco which is offered for export. All the tobacco of the country which is intended for export is bought up by the leading import and export merchants of Asuncion.

FROM THE FIRING LINE

Personal and Trade Jottings

Charles Towner is to open a cigar store in Portland, Michigan.

—

J. Moore has engaged in the cigar business in Eldridge, N. Dak.

—

J. N. Houtsing, of Clear Water, Minn., has sold his cigar business to H. Cooper.

—

Fred Stelten has bought the cigar business of William Engel, in Shakopee, Minn.

—

J. A. Rose has sold his cigar business in Long Prairie, Minn., to H. J. Castle.

—

C. Harris, of Garvin, Minn., has sold out his cigar business in that place to E. & O. Johnson.

—

The Vigo Tobacco Co., of Terra Haute, Ind., has increased its capital stock from $200,000 to $300,000.

—

Joseph Bissonnette, owner of the Superior Hotel cigar store, in Superior, Wis., died a few days ago.

—

F. E. Fonseca, of F. E. Fonseca & Co., sailed for Cuba a few days ago and is not expected to return to New York before October.

—

H. M. Brecker Cigar Co. has been incorporated at Brillion, Wis., with a capital stock of $50,000. Incorporators are H. M. Brecker and others.

—

Tobacco will be featured at the Georgia State Fair this year. E. L. Ring of Hahira, tobacco agent for the Southern Railway, will be a big exhibitor.

—

Banco International de Cuba reports deposits of $36,715,701.44, as of June 30, 1920, against $18,941,392.19, as of Dec. 31, 1919, an increase of $17,774,309.25.

—

The Andrew Jackson cigar factory in Evansville, Ind., was damaged considerably, August 18, by a fire which started in the store of the Varney Electric Co.

—

Vladimir A. Geringer, American Trade Commissioner at Prague, reports the tobacco acreage of Slovakia to be about 2,597 hectares. A hectare equals 2,471 acres.

—

G. W. Stocking, of Chicago, the western representative of Marcelino Perez & Co., spent several days last week at the company's New York office. He returned to the Windy City Sunday.

The L. M. Crump Cigar Co., of Cincinnati has been incorporated with a capital of $100,000. L. M. Crump, M. J. Galbreath, W. W. Helmholz, G. B. Jolly, L. Keuper are the incorporators.

—

The cigar jobbing house of B. Wasserman Co., of 77 Chambers street, New York, reports that business is good, and further states that it would be much better if larger stocks were obtainable.

—

Reports from Danville, Va., dated August 20, were to the effect that said four inches of rain had fallen in the last twenty-four hours, with no prospect of a let-up. Tobacco crops have been seriously damaged.

—

Grosvenor Nicholas & Co., Inc., of New York, reports that John Cotton's English Smoking Tobacco is meeting with far greater demand than ever anticipated. Repeat orders are said to be coming in from all over the country.

—

Martin Bros., exporters of tobacco products, say that inquiries are more frequent of late and declare themselves to be pronounced optimists regarding the near future, despite the handicap put upon the export business by the disparity in foreign exchange.

—

John T. Rees, invincible size, foil wrapped, a cigar described as "the newest and most aristocratic member of El-Rees-So family, is becoming notably popular. Dealers in Virginia and the Carolinas are eager to get all El-Rees-So. Co. can supply.

—

An involuntary petition in bankruptcy has been filed against the Youroveta Home and Foreign Trade Co., Inc., exporter and importer, at 15 Park Row, New York. Liabilities and assets are not stated. The company occasionally handled some tobacco from the Orient.

—

John Somerville, business manager for Grosvenor Nicholas & Co., Inc., of New York, has been indulging in a vacation at Haines Falls during the past two weeks. He returned to "Home Town" last week to attend the conference of cigar importers at the New York Athletic Club.

—

George J. Whelan, who returned to New York from Europe Saturday, set at rest one rumor that has been going the rounds ever since his hurried departure for Europe some time ago. He denied that his trip had been in any way connected with a purchase of the French tobacco monopoly by American interests.

—

Harry C. Weineke has leased the Lee estate building on Washington, west of the city hall, Iowa City, Iowa, for the coming twelve years, taking over J. H. Donohue's lease for that period, unexpired. Mr. Wieneke takes the entire building and will have his cigar and book and stationery store on the ground floor. He takes possession October 1.

—

The American Association of Commerce and Trade (American Chamber of Commerce), of Berlin, Germany, is to be re-established. The Chamber of Commerce of the United States has been notified that a New York advisory board has been established for the purpose of reorganizing the Berlin Association. W. R. Steinway, 107 E. 14th street, is chairman of this board.

—

A. Determan, of Determan & Co., the leaf tobacco and Manila cigar house, of 175 Front street, New York, who has been in Europe for two months, left Holland recently for Hamburg. Mr. Determan is expected to remain abroad for some two months more and is to visit Belgium and various other European countries, with a view to establishing a branch office "somewhere over there."

—

Randolph Ryan, of Jackson, Tenn., a traveler for the American Tobacco Co., is now a member of the U. C. T. He fell into the clutches of some of the members of Old Hickory Council, and they, deciding Mr. Ryan measured up to the standard set by the organization, proceeded to hand him all that was coming to him. And they do say that those U. C. T.'s in Jackson have got the art of initiation down to a fine point.

—

W. T. Callum, Jr., president of the Callum Tobacco Co., of Greensboro, N. C., made a trip last week over the eastern part of the Callum territory, with J. M. Holt, who is salesman for the company in that district. The combination of Callum-Holt landed big business for the company and Cuba del Rey was introduced to the smokers in several counties. Cuba del Rey is going good on the Carolina market and every dealer is giving repeat orders.

—

Recent heavy rains in North Carolina had a tendency to "wash" tobacco land, but the planters declare that a period of warm, sunny weather will produce one of the best crops raised for some years. In some sections there is complaint, however, that the weed will not color as well as it did last year. In some sections cutting and curing are well under way. Warehousemen in the Old Belt report that the crop is much larger than that of last year.

THE STANDARD CIGAR MOLD CO.

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

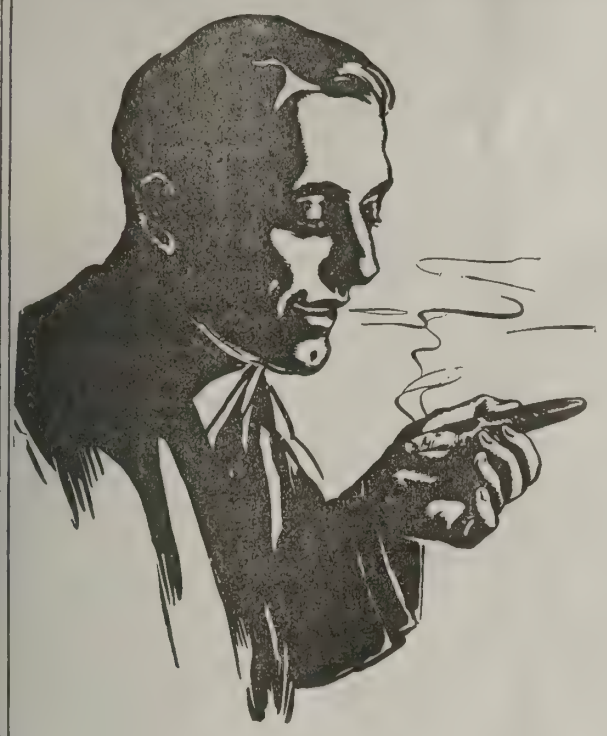
CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
20 " 2.50 } **F. O. B. New York**

5% Discount allowed on all orders accompanied with remittance



"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

Jos. F. Martin, the New York office manager for V. Guerra, Diaz & Co., of Tampa, has been requested to not accept any more cigar orders during the remainder of the year, inasmuch as further orders before the strike is finally settled would only be to further disappoint customers. The factory states that even though the strike should be "called off" immediately (which is *not* expected), it would be a long time before new orders could be taken care of properly.

—

Most cancellations of orders are largely due either directly or indirectly to chaotic conditions arising from war times, according to a report on a survey of the manufacturing field made by the Chamber of Commerce of the United States. The percentage reporting that customers have cancelled orders because of failure to recognize the sacredness of contract, and the legal force and responsibility of an order received and accepted in good faith was comparatively small.

—

Horace Roscoe Cayton, editor of *Cayton's Weekly,* a paper in Seattle, "devoted to the colored people," opposes the use of tobacco, and gives the subject some editorial space in a recent issue of his sheet. He made a business call, on a banker, and, while in the office, was annoyed by men "puffing away at cigars and blowing the smoke in others' faces." That incident brought forth an article condemning tobacco and placing it "on the list of things to be destroyed by legislation."

—

Determan & Co., of New York, say that reports from the Philippines are to the effect that the 1920 tobacco crop is considered good, and E. Viegelmann & Co., Inc., of Manila, with which the house of Determan & Co. is affiliated, announces that the corporation has increased its stripping establishment and is now better prepared to take care of orders for stripped and booked tobaccos for the United States market. The corporation will have its own buyers, it is said, in all tobacco centers, which will enable it to supply the American trade at favorable prices.

—

Si Bless, representing "Tobacco Products," returned to New York last week after making a tour that took him to Jamaica, Central America, Panama, Colombia, Venezuela, French Guiana, Dutch Guiana, British Guiana, Curacoa, Trinidad, Martinique, Guadaloupe, Barbadoes, St. Kitts, the Virgin Islands and Porto Rico. On his trip he did some very good business, establishing agencies and arranging for the development of bigger trade. While in Cayenne, he was the victim of an automobile accident, and as a consequence he was in the hospital for weeks. Now he proposes to take a brief vacation in the Adirondacks.

—

Tobacco was the principal sufferer from recent hail storms at Victory and Victory Ridge, Wisconsin. Also De Soto sections were pretty well peppered. More or less hail fell throughout the Liberty Pole and Retreat sections, principally the latter. Many spots along the Kickapoo were touched. No hail is reported north. Heavy hail fell from La Crosse to Galesville. The tobacco crop in Wisconsin has made wonderful improvements since the rain. Two weeks ago it seemed that not more than 25 per cent of the leaf would be good enough for binder. Now it appears that possibly 75 per cent will reach that stage.

—

Now that the rush is on in the Kickapoo country for 1920, leaf growers in the southern tier of counties, in Wisconsin, are watching with considerable interest the buying movement. After a cleaning up in the Kickapoo valley the contracting is transferred to Rock, Dane and Green counties, where tobacco is mostly produced. In Vernon, Crawford and some other counties the fields are often small, being sometimes one acre and a half an acre, while in Dane it is nothing unusual to raise a 40 acre field, while 20 acres are quite common on a farm. When this brings between $500 and $600 an acre the income from the product is considered quite satisfactory.

—

The Foreign Commerce Department of the Chamber of Commerce of the United States is endeavoring through proper channels to see to it that the National Chamber gets promptly in touch with important delegations of business men and individual business men coming to the United States from foreign countries. In this connection letters have been sent to American Chambers of Commerce in various foreign countries and to commercial attaches of foreign governments in Washington asking them to keep the National Chamber informed of foreign delegations coming to the United States. The National Chamber has been assured of the cooperation of the United States Department of Commerce and the State Department in this work.

—

Concerning the advantage of using fibre boxes, George R. Browder, General Manager of the Container Club of Chicago, says: "The average fibre box weighs only from two to five pounds, which means a reduction in shipping weight anywhere from 10 to 50 per cent when compared with the same size wooden boxes. This becomes of prime importance in the face of impending heavy advances in freight rates. It is shipped flat when empty and in this form occupies about one-tenth of the space it will contain when set up, thus effecting an immense saving in packing room space. It lends itself readily to easy filling and packing and is a great labor saver in that respect. The ingenuity shown by the manufacturer in devising special types of containers to meet the needs of the individual shipper has developed unexpected possibilities for its use."

Trade Notes From Near and Far

Ferando Gato, first vice-president of E. H. Gato Cigar Co., left New York Monday for his home in Havana.

—

Thomas Daley will open a cigar store, about September 1, in the Sawyer-Regan block, in Dalton, Mass.

—

James Rooney, member of the office force of P. Lorillard & Co., is enjoying a two weeks' vacation, which ends with the current week.

—

E. W. Thompson and Moe Jacobs, representing the E. H. Gato Cigar Co., are to start next week on their fall selling campaign.

—

E. L. Kohlberg, of E. L. Kohlberg & Son, New York, but formerly in the leaf business in San Francisco with his brother, M. P. Kohlberg, is visiting California.

—

Thos. Gato, secretary of the E. H. Gato Cigar Co., is on a visit to Lake Placid, until some time in September. He may not return to his home in Key West before the first of October.

—

Harrison Johnson, prominent Porto Rico tobacco man, now connected with H. Duys & Co., Inc., is in New York on a visit, welcomed here by many friends.

—

William Ross, connected with the offices of the American Tobacco Co., is in Massachusetts, where he has been spending a two weeks' vacation. He is expected back at his desk next Monday.

—

Said the Richmond *Times Dispatch,* Saturday: "Virginia cotton and tobacco crops have been the benefactors by the continued rainfall, while other crops have perhaps suffered a bit from the excessive damp weather. But the rainfall has been evenly distributed. There have been evenly distributed. There have been no severe downpours overwidely extended areas, although the storms of the last few evenings have been pretty stiff in certain sections."

—

E. H. Gato, Jr., second vice-president of E. H. Gato Cigar Co., accompanied by his family, who have spent the greater part of the summer at their Stamford residence, are in New York this week, and will leave in a few days for their home in Key West, Fla.

—

Henry G. Alces, representive of L. Golovine, cigar manufacturer of New York, recently returned from an extended western trip. He reports that many jobbers through the northwest have established two collection days a month—the first and fifteenth.

—

Dan Leahy, a well-known cigar salesman, for many years with the Ehrman-Horn Co. of San Francisco, is leaving that concern on September 1 to enter the candy business on his own account. His territory will be cared for by Bauer Hess.

—

A Lowndes County, Georgia, man rented four acres of land, for which he paid $85 rent this year, but the renter made it pay. He has already sold $1,700 worth of tobacco from the land and has not disposed of all his crop. Land that will produce $500 to the acre on a four-months' crop is worth a higher rental. But what would be a fair selling price for such land on the market? The day of cheap land in this country has passed when tobacco becomes a staple money crop.—*Tifton Gazette.*

—

Frank W. Harwood, advertising director of the General Cigar Co., is away on an important business mission. While away he will visit the company's various stores which are being refitted and redecorated, after a uniform style. Mr. Harwood may go to the Pacific Coast before he returns.

—

Chinese tobacco, which was introduced into this country as a substitute for Turkish, has apparently made a permanent place for itself, especially with the export trade. The bright yellow color, ranging from lemon to orange, is just what is wanted by the South American manufacturer. The Gensior Tobacco Co., ranking as the principal handler of this leaf in America during the past three years, attributes the continued demand for it from export houses largely to the ease with which it can be blended with bright Ohio flue and Virginia strips. It not only improves the smoking qualities of these types, but means a decided saving, as the cost to the foreign user is about half, the duty on the American leaf being the same as on the Chinese.

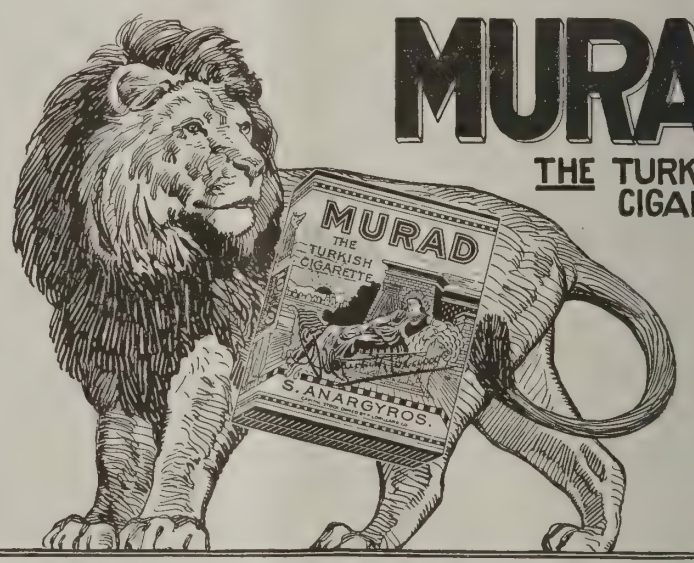
—

Bernard G. Burke, son of Morris Burke, is following so closely in the footsteps of his father that he has entered the same business, that of manufacturers' representative. They travel together and compete with one another. Burke, Jr., is ttwenty-four, and, like his dad, has married young. He sells the Puncher, "mildest of mild Havana cigars," of S. Goldberg & Co., Newark, N. J., and Contract, 7c, 3 for 20c cigar of A. F. Fix & Co., Dallastown, Pa. Both Burkes are hard workers and the best of pals. We rather like the combination.—*Western Tobacconist.*

Telephone Canal 5632-5633 Cable Address "Gloria," New York
GLORIFIER CIGAR CO., Inc.
MANUFACTURERS OF
LITTLE CIGARS
GLORIFIER LITTLE CIGARS EL GRADO LITTLE CIGARS
GLORIFIER PANETELAS LORD ROMEO PANETELAS
372-374 Broome Street, New York

New OPTIMO
BEST OF THE BEST
OPTIMO CIGARS
VERY MILD VERY MILD
BEST OF THE BEST
MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

MURAD
THE TURKISH CIGARETTE


Mrs. Fox was bragging one day about the large number of her cubs.
"How many cubs do you bring into the world at one time?" she asked the Lioness.
"Only ONE," replied the Lioness—"but it's a LION."
MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!
MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.
But they wouldn't be MURADS—they'd only be Foxes!
"Judge for Yourself—!"
Special attention is called to Murad 20s in Tin Boxes
S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

The Greatest Success of 1919 Tobacco Export Boom

MATOAKA

Cigarettes
and
Smoking
Tobacco

VARENA

Cigarettes

MATOAKA TOBACCO CO., Inc.

276 FIFTH AVENUE

(Old Holland House) NEW YORK CITY

Telephone Long Acre 5888

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.

127 W. 25th St., New York

Woodrow & Lewis, auctioneers, offered for sale at public auction, last Thursday, at the New York Dock Co.'s Warehouse, 54 B, foot of Montague street, Brooklyn, for "account of underwriters or whom it may concern," 80 hogsheads of bright North Carolina tobacco; a portion of which was advertised as slightly damaged. There were only about twenty buyers present, and the auctioneer, Mr. Lewis, withdrew the sale, almost instantly, because no one raised the first bid considered, which was five cents per pound. B. Weiss, a leaf dealer of 1446 Second avenue, New York, who made the five cent bid, later sought to purchase the 80 hogsheads at private sale. He says that he offered ten cents a pound for the tobacco, but the offer was declined.

—

Wm. Bercovich, of the Bercovich Sales Co., recently returned to San Francisco from the East, having completed arrangements to represent in his territory the following different accounts: Kohlberg & Co., shade grown and Sumatra wrapped cigars; E. A. Kline & Co.'s Medalist, "highest priced Sumatra wrapped cigars in U. S."; H. Mansky, shade grown Bertene Garcia; Jos. Weinrich, Dayton, Ohio, and Frankfort, Ind., Sumatra and Java wrapped 8, 10, 12½ and 13c cigars. In addition to the above cigar lines Mr. Bercovich will handle on behalf of Mrs. Addie Arkush, widow of the late Sol. Arkush, the Luis Martinez, of Martinez-Havana Co.; the Kraus Cigar Co., 7, 8 and 10c cigars and the Glorifier Cigar Co., package little cigars.

The Isle of Smoke

BERTON BRALEY IN *Judge*

If they take our tobacco away,
Our lives will be cheerless and gray;
  But there'll be quite a band
  Which will sail for a land
Where a smoker may smoke and be gay.

Way down in the warm southern seas,
We will pick out an isle where the breeze
  Is fragrant indeed
  With the scent of the weed,
And there, in the shade of the trees,

We'll loiter from morning to night
With nothing to do but invite
  Our souls, as we puff
  Nicotinian stuff
In a haze of content and delight.

We shall grow neither barley nor wheat,
We shall raise no potatoes or meat,
  But tobacco shall grow
  Row on ripening row
In the fields aromatic and sweet.

There shall be no lace curtains to hold
The reek of tobacco grown old,
  And if we drop ashes
  On chair arms or sashes
There won't be a soul who will scold.

Each house, be it stately or small,
Shall have, firmly built in the wall,
  A great humidor
  With a plentiful store
Of smokes to regale one and all.

By day shall our isle be endowed
With smoke in an opaline cloud,
  Its beacons by night
  Shall be only the light
From pipes and cigars of the crowd.

And the mariners, sailing the tide,
Shall sniff at the air, far and wide,
  When the breeze brings the smell
  From the isle where we dwell—
The smell of the smoke they're denied.

Till, lured by that odor of yore
They'll steer for our beautiful shore
  With one joyous whoop
  They will join with our group
And never go back any more.

So, though it's convenient to stay
Just now, in the old U. S. A.,
  We shall flee, our whole tribe,
  To that isle I describe
If they take our tobacco away!

AROUND AND ABOUT

Tobacco is annually becoming a more and more important money crop for South Georgia.

—

Joseph Cullman, Sr., leaves Saturday on the S. S. *Rotterdam* to attend the inscriptions in Holland.

—

Ralph Levine, of the sales staff of H. Duys & Co., Inc., is showing samples of Sumatra in Reading this week.

—

Henry Duys, of Henry Duys & Co., Inc., leaves next week for Amsterdam to attend the inscriptions there next month.

—

M. Levine and H. Kinney, of the house of Duys, left this week for a western trip, taking with them new samples of Sumatra.

—

Miss Feifer, the charming daughter of B. Feifer, the well known New York cigar manufacturer, is spending the summer at The Edgemere Club, Long Island. She is one of the social favorites there this year.

—

W. P. George, American Consul at Athens, reports that the damage done in the vicinity of Drama by the hail to crops of grain and tobacco amounts to about 500,000 drachmas —from 50 to 90 per cent of the total estimated production. [At normal exchange the drachma is equivalent to $0.193.] In Messina heavy rains fell every afternoon for nine days, causing serious damage to grain fields and vineyards. In the neighborhood of Cambos violent hailstorms are reported to have almost entirely destroyed the grain, raisin, and olive crops.

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED

DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

PORTOCUBA CORPORATION
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

FIRST CONSUL CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
MONTE CRISTO CIGARS

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

Liverpool Monthly Tobacco Report

	VIRGINIA Leaf.	VIRGINIA Strips.	WESTERN. Leaf.	WESTERN. Strips.	NYASALAND.*	OTHER SORTS.		Hds. & Tcs.
STOCK, 30th June, 1920	59,099	35,452	12,896	16,636	871	1,078	=	126,032
IMPORTED in July	2,920	1,148	196	962	—	—	=	5,226
	62,019	36,600	13,092	17,598	871	1,078	=	131,258
DELIVERED in ditto	2,786	1,257	522	1,086	4	8	=	5,663
STOCK, 31st July, 1920	59,233	35,343	12,570	16,512	867	1,070	=	125,595
	* There is also a stock of 2,161 Bales Nyasaland.							
Against 1919	28,970	29,688	11,459	12,602	2,066		=	84,786
Ditto 1918	18,890	22,107	2,810	2,541	1,239		=	47,587
Ditto 1917	66,022	22,459	9,408	3,317	2,186		=	103,392
DELIVERIES—								
From 1st Jan. to 31st July, 1920	17,714	8,671	4,315	7,526	150		=	38,376
1919	29,439	14,817	4,933	7,124	149		=	56,492
1918	35,340	6,886	5,337	3,189	485		=	51,237
1917	40,322	5,436	6,861	4,962	350		=	57,931
EXPORTED in July, 1920	73	—	5	2	—		=	80
	Of which to Australia, 73; Channel Islands, 5; Isle of Man, 2.							

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM.

UNMANUFACTURED *Tobacco delivered, dry weight in lbs* REMAINING IN BOND.

	Month ended 30th June. 1920.	1919.	1918.	Six Months ended 30th June. 1920.	1919.	1918.
* Home Consumption	13,275,534	12,207,935	10,609,633	76,299,378	76,689,624	64,807,251
* Export	925,777	913,294	—	5,584,614	2,984,932	202,765
Total	14,201,311	13,121,229	10,609,633	81,883,992	79,674,556	65,010,016

30th June.	
1920	329,601,000
1919	202,753,000
1918	103,050,000
1917	211,910,000
1916	238,858,000

*These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy.

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS.

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS.
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,159,326
1916	128,690,290	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB.

STRIPS.	1920.	1919.
WESTERN—		
Filler	18 @ 21	18 @ 19
Medium	22 „ 24	19½ „ 21
Very middling to middling	25 „ 26	22½ „ 23
Good to fine	27 „ 30	24 „ 27
BURLEY	21 „ 30	24 „ 32
VIRGINIA DARK—		
Filler	24 @ 30	21 @ 23
Medium	31 „ 33	24 „ 25
Good to fine	34 „ 36	26 „ 28
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	21 @ 32	23 @ 29
Medium Bright	33 „ 45	30 „ 36
Good to fine	46 „ 66	37 „ 45
NYASALAND—		
Semi-dark to Semi-bright	—@24@—	Nominal.
Medium Bright	Nominal.	„
Good to fine	„	„

LEAF.	1920.	1919.
WESTERN—		
Filler	12 @ 15	15 @ 16
Medium	16 „ 18	16½ „ 18
Very middling to middling	19 „ 21	19 „ 20
Good to fine	22 „ 24	21 „ 22
BURLEY	18 „ 27	20 „ 26
VIRGINIA DARK—		
Filler	18 @ 24	16 @ 18
Medium	25 „ 27	18½ „ 20
Good to fine	28 „ 30	21 „ 22
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	20 @ 27	19 @ 25
Medium Bright	28 „ 42	26 „ 32
Good to fine	43 „ 60	33 „ 39
NYASALAND—		
Semi-dark to Semi-bright	—@21@30	Nominal.
Medium Bright	31 „ 34 „ 38	„
Good to fine	39 „ 45 „ —	„

Although business was on a limited scale, yet there was a better tone about this Market in July.

Dark Leaf and Strips, chiefly the former, sold fairly well at prices somewhat in buyers' favor.

There was some small movement in good Semi-bright Virginias also, and Nyasaland Leaf participated in the enquiry, values in both sorts showing some easing off from those ruling at the beginning of the year.

The new Bright crop in Georgia and South Carolina has begun to sell at higher figures than were generally anticipated, especially for the better grades. The prices ruling show an advance on those paid at the opening sales last year, the great rise in values in 1919 occurring later on.

Towards the end of the month quotations here in sterling stiffened up somewhat in consequence of the fall in the American Exchange.

EDWARDS, GOODWIN & CO.

SCRAP TOBACCO FROM PORTO RICO.

Per S. S. Philadelphia. Arr. Aug. 20.
Consignees:

New York—	Bales
Max Gans & Son	90
H. Duys & Co	40
J. Cohn & Co	14
Alverez & Co	29
S. Weinberg	5
Durlach Bros.	29
Cullman Bros.	7
P. Lorillard Co	80
Total	294

TOBACCO FROM GREECE.

Per S. S. Themistocles. Arr. Aug. 24
Consignees:

	Bales
D. Socrantacos	5

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby
THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH Evansville, Ind.
Makers of Good Cigars for Over 67 Years

Business Is Healthy in and Around Rock Island

Cigarettes Going with Leaps and Bounds—Hickey Bros. Chain Progressing—Sweet Maple Scrap Tobacco Being Introduced—Dutch Master Cigars Featured—Liberty Bell, Navy Plug, Has Good Distribution—La Famosa Cigars Displayed at Finch's—One-Eleven Brand of Cigarettes Branching Out—Flexo Giants Have Good Run—Spur Cigarettes Gaining Quick Popularity—Few Tampa Cigar Brands Available.

ROCK ISLAND, Ill., Aug. 19.—Covering the Tri-Cities, Moline, Davenport and Rock Island, the outsider finds cigar conditions in a very healthy state. Cigar stocks are short, especially the Tampa brands. The cigarette business goes ahead with leaps and bounds, and the jobbers are finding it hard to keep enough of the popular brands in stock to supply the retail demand. Collections are very good.

The Martin Cigar Co., in all its stores offers and displays Politano, a large perfecto cigar, wrapped in foil, that retails 3 for 25 cents.

Store number 3 of the Hickey Bros.' chain, located in Schlegel's Drug Store, Rock Island, has a very fine window display of White Owls, Robert Burns, Van Dyck and the 30-cent package of Blue Moon, little cigars.

The American Tobacco Co. has placed on the market a new brand of scrap tobacco, called Sweet Maple, that comes in 2¼ ounce packages.

The Darnell Cigar Co. will shortly open a retail store in Rock Island.

The Riess Drug Co. shows a large line of Gato, Roi Tan, and Robert Burns cigars.

Hart & Klink feature the Iris made-in-bond cigar from the factory of F. Garcia & Bros., of Tampa.

At Hickey Bros. store No. 5 located in the Harper Hotel, is a very large showing of Van Dyck cigars.

The Arcade, a busy retail store, features Cortez, La Verger, Romeo-Garcia, Gato, Kelly Bouquet and Virginia Lee cigars.

The Parker-Gordon Cigar Co. of Peoria, has its El Samova and Bouquet De E. H. Gato well placed.

The former saloons, now soft drink parlors, do quite a cigar trade. The larger ones have devoted much space to cigars and cigarettes.

"We sell postage stamps at cost and we don't look cross when you only buy stamps," reads a sign in Hickey Bros.' window.

The Hayes Cigar store feature a large window of the well known Dutch Master cigar.

Liberty Bell, navy plug chewing tobacco, made by the R. J. Reynolds Tobacco Co., has a good distribution.

Finch's cigar store on Brady street features La Famosa, that strictly hand made cigar from the factory of E. Popper & Co. It retails at 8 cents, 2 for 15 cents.

The United Stores in the three cities feature Benefactor, 8-cent cigars, and the Dubonnet brand, made by the American Exchange Cigar Co.

C. H. March shows a very nifty cigar display. His leading sellers are Cyro, Dutch Master, Romeo-Garcia, Muriel and the America's brands.

The city delivery auto of the Western Tobacco Co. now shows the ads. of Velvet tobacco and Chesterfield cigarettes.

The Hickey chain stores, as usual, make a big showing of the brands manufactured by the General Cigar Co.

Reynaldo cigars are heavily advertised on the billboards. The Martin Cigar Co. is the distributor.

Stud Smoking tobacco in bags at 5 cents, has a steady sale. Stud is made by the R. J. Reynolds Tobacco Co.

J. J. Kenny of the American Tobacco Co., has just made a canvass of the local trade.

With each carton of 200 Lucky Strike cigarettes and a carton of tobacco a rebate of 20 cents is being given the dealers.

The Western Tobacco Co. has placed the Romeo-Garcia brand of cigars in every store in Rock Island and Moline, and is now working the Davenport trade.

David Taxman, a well known Rock Island boy, is visiting the trade for the Western Tobacco Co.

M. Wiley, of the American Tobacco Co., with headquarters at Peoria, has been calling on the trade here.

The American Tobacco Co. has introduced its One-Eleven brand of cigarettes on this market. One-Eleven retails, 20 for 15 cents, and is the only brand of its kind on the market to-day. "Mildness, mellowness and aroma," are its drawing points. List price, $6 per M.

W. W. Simmons, of the Reynolds Tobacco Co., whose headquarters are in Davenport, has just left for a trip through his Iowa territory.

O. J. Collins, from Peoria, was here working the trade on Spur and Chesterfield cigarettes. Collins drives around the country in his "buzz" wagon and covers a lot of ground.

Tom Keene cigars are now selling at 8 cents straight.

Aplomo cigars are shown in several cases.

Joan of Arc is now listed at $73.00, and retails at 10 cents straight.

At the new store (No. 19) of the Martin Cigar Co. the firm displays to great advantage Corina and Aurelia cigars.

Flexo Giants, short smokes, have a good run. The box of 10 now retails for 30 cents.

Miss Bob White, an invincible shape cigar that sells for 5 cents, is shown in the big display window of Martin's store number one.

Spur cigarettes, only a few weeks on the market, have become very popular, and the jobbers report many repeat orders. Spur is made by Liggett and Myers Tobacco Co., and retails, 20 for 20 cents.

"There are 76 people in our organization and we are all working to a common end—to make the Hickey stores the best stores of their kind in America," reads a very large sign in the Hickey windows.

Chesterfield signs appear on many windows.

Harry L. Harris, of Harris & Son Cigar Co., Inc., N. Y., called and made the rounds, boosting Romeo-Garcia cigars.

Lorillard's Beechnut scrap tobacco is shown in many window displays. A window artist was here recently and did great work.

Store number 8 of the Hickey chain, displays Serene smoking tobacco and the In-B-Tween brand of cigars.

"Spur cigarettes are made of the finest turkish and silky Burley tobaccos, evenly blended," read the signs.

On the billboards throughout the three cities are seen the ads. of Camel and Chesterfield cigarettes.

An extended campaign is now being made on the Romeo-Garcia cigar by the Western Tobacco Co. The entire sales force is back of this brand. The distribution in the local territory has reached almost 100 per cent. Large set display signs are in many stores and on all the windows are pasted the paper Romeo-Garcia window strips.

Here and there one finds a few of the old time Tampa favorites, such as La Venga, Lozano, Sanchez and Haya, and Charles the Great. The sizes are high priced and odd shapes, but the smoker is glad to get them.

The 19 Martin Cigar stores are located in Davenport, Iowa; Rock Island, Decatur and Moline, Ill.; Kansas City, Mo., and Des Moines, and constitute one of the livest chains of retail stores in the middle west.

Harry Karon, son of Sam Karon, owner of the Western Tobacco Co., a jobbing house, will leave in a few days on a visit to Chicago.

(*Continued on page* 38)

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

MISS DETROIT 8c. CIGAR
BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company
Detroit, Michigan

For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

TOBACCO FROM SANTO DOMINGO.

Per S. S. Trafalgar. Arrived Aug. 19.
Consignees:

New York—	Bales
Tropical Tob. Co.	439
San Domingo Trading Co.	42

TOBACCO FROM PUERTO BARRIOS.

Per S. S. Capel Hall. Arr. Aug. 14.
Consignees:

New York—	Cases
M. Meyer	1

TOBACCO FROM DEMERARA.

Per S. S. Maraval. Arrived Aug. 20.
Consignees:

New York—	Tierces
Dart Tobacco Co.	7

LEAF TOBACCO FROM HONG-KONG, CHINA.

Per S. S. Toyooka Maru. Arrived Aug. 21.
Consignees:

New York—	Bales
Southern Leaf Tobacco Co.	3
China-Amer. Tob. & Trad'g Co.	6
Total	9
	Cases
Mitsui & Co.	1

LEAF TOBACCO FROM HOLLAND.

Per S. S. Rotterdam. Arr. Aug. 21.
Consignees:

New York—	Cases
American Cigar Co.	163
L. Schmid & Co.	407
E. Rosenwald & Bros.	339
W. O. Smith & Co.	103
General Cigar Co.	388
	Barrels
H. Duys & Co.	745
	Bales
Herzog & Sarley	133
M. Maier	10
C. T. Waxelbaum & Co.	102
E. Rosenwald & Co.	83
Irving Trust Co.	27
Irving National Bank	33
	Packs
Order	382

Per S. S. H. Luckenbach.

	Bales
American Sumatra Tobacco Co..	196

TOBACCO FROM ANTWERP.

Per S. S. Langley. Arrived Aug. 23.

	Packages
American Sumatra Tob. Co.	1,302
	Bales
Intern'l Planters Corporation...	587

UP STATE STORIES.

(*Continued from Page 9*)

the damaging nails from the car flooring was just as easy, so we made that guy our inspection man to see that goods were sent away from our mill *right!*

"Result: Now we're going to tackle the export market. Next month I sail for England. Our Mister Coe is now in France. He writes back home that it's a shame to take their money, francs, pounds, or whatever they call 'em. Even with our slightly higher costs and prices the folks over there are just as crazy to get our goods as some of us Americans are nutty on obtaining stuff from them with the export, import and other port stamps affixed in the usual official manner.

"Meantime, I'm trying to keep hard for a future soft existence abroad by retaining my former form of steel biceps. This I easily do by first bending to the ground thusly, picking up a 196-pounder of barreled flour—XXXX grade, full barrel, too—then muscle it out as far over my head as I can possibly make it with my short arms.

"After this lil' exercise of lesson one in the Book o' Calisthenics, I next place a Habana cigar on the floor thusly, bend over on the palms o' my hands, without crooking the knees, nose the smoke to my mouth, light it—and walk out—so!"

THE SMOKER.

Rock Island Items.

(*Continued from Page 37*)

Another clever Hickey window sign reads, "Our business is to serve you, in things to smoke, eat and drink. We're trying to do it better than it was ever done before. We promise satisfaction or money cheerfully refunded." The Hickey Brothers are beyond a doubt the best advertisers in the retail cigar business to-day. Results have proven this so far. Well laid out stores, clean stores, polite clerks have won them fame in the trade.

Max Golofsky has a busy store at 327 20th street. Max does quite a sub-jobbing business. He will feature Club quality and Romeo-Garcia, Club Life.

Classified Advertisements

SALESMEN—Two or three men acquainted with local cigar trade to handle a general line for large wholesale concern. Write "Cigars," c/o Tobacco, 10 E. 39th St., New York City.

BOOKKEEPER AND STENOGRAPHER to take charge of office of wholesale house, cigar house; experienced only. Bookkeeper, c/o Tobacco. 10 E. 39th St., New York City.

MANUFACTURER OF PLUG, TWIST and smoking tobacco, established 40 years, wants the services of an active man of wide experience in making cigarettes. He must have thorough knowledge of all phases of cigarette production and must give age, references and full account of his manufacturing experience. This is an opportunity for the right man either with or without capital. Address "INQUIRY," CARE TOBACCO, 10 E. 39th ST., NEW YORK.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. **IF IT'S LEAF TOBACCO WE HAVE IT.** 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

MANILA CIGARS
MADE BY WALTER E. OLSEN & CO.
EXCLUSIVE BRANDS FOR JOBBERS
STOCK FOR IMMEDIATE DELIVERY
CLASS A-B-C WRITE FOR SAMPLES
HARRY GREEN & CO., Inc.
216 Pine Street -:- SAN FRANCISCO

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 East 63d Street, New York City

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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Destructive Storm in Connecticut Tobacco District

Of Short Duration but Very Injurious Financially—Wind and Hail Cause Damages Hastily Estimated to Be in the Neighborhood of $1,500,000—Farmers in Hartford County Hard Hit—The Cheesecloth Tents Afforded Some Protection—Loss of Shade Grown Is Not So Great Proportionately as Tobacco Grown in the Open Field—Primed Tobacco Was Three-Quarters Harvested—Limited Amount of Hail Insurance Carried.

With acknowledgments to the *Hartford Courant.*

HARTFORD, September 1.—Born somewhere in the Litchfield hills, a hail and wind storm swept across Hartford county yesterday afternoon causing damage to tobacoc crops to the extent of more than $1,500,000, according to present estimates. Having torn a path of destruction in the tobacoc belt over the river lowlands and the rising ground to the east the storm dissipated itself in the forest uplands of Tolland county.

With more than half of the tobacco crop still standing and ready for harvest, the storm caused more havoc than at any time in the history of the Connecticut tobacoc industry with the possible exception of the memorable storm of 1916. Reports from tobacco growers all through the Connecticut valley last night indicated that the damage might be more than $1,000,000.

The northern tier of tobacco towns will find space aplenty in the bents of the curing barns, which a week or a fortnight later would have been jammed with the product smitten yesterday by the tempest of hail and wind. Tobacco harvested, whether lathed or strung, is practically uninjured, although some barns are reported to have been weakened by the gale and in some others leaves were savagely whipped.

Once over in Tolland County, in the hinterland beyond the tobacco area, the storm raged with but little real damage, as crops in that district are mainly fruits and the grass in meadows and pastures, except in parts of Somers and Vernon, where tobacoc is raised.

In any one place the duration of the storm rarely exceeded fifteen minutes, but in that space tobacco leaves were riddled, hail stones in some places as large as marbles puncturing the stems, as well as the "intercostal" parts.

Plants in the open were injured more than those grown in the tents, the cheesecloth, thin as it was, being in some cases apparently a slight protection, but not in all instances. In former storms stones have been known to have been held in the bight of the cloth, between the posts, and leaves below have been known to have escaped. In other cases some of the force of the wind-driven stones has been weakened by the cloth or burlap at its sides.

In the path of the storm somewhere about 3,500 to 4,000 acres of tobacco lay, possibly a few hundred acres more. Probably two-thirds of the crop in that tier was badly injured, perhaps a large fraction of the two-thirds nearly irretrievably. As the best of of the tobacco may have had a potential value at this time of the summer of somewhere about $600 or $650 an acre the damage would seem to be well over $1,500,000.

The tobacco districts of the Connecticut valley were hard hit. The crops in most cases were 15 per cent harvested and the standing tobacoc was reported as a total loss on many of the plantations. In East Windsor the loss was reported to be very heavy. Estimates of damage to tobacco in several towns were: East Windsor, $600,000; Suffield, $500,000; Windsor Locks $300,000; Granby, $200,000; Ellington and Vernon, $100.000; Windsor $50,000.

Hail stones larger than walnuts were found in the tobacco fields after the storm passed. It was said very little insurance was carried on the tobacco. The wind also did heavy damage to fruit trees and to corn. Telephone service was impaired in several sections of the state.

In many fields, the hail did almost as good a job in stripping the leaves from the stalks as tobacco workers can do in picking off the leaves from the "primed" tobacco. The word that most of the tobacco men are using to express the damage done is "riddled."

Last Saturday the tobacco growers were of the opinion that the harvest was at its zenith and expected that within the next two weeks it would be practically all under cover and that now the work was on the ebb tide. A survey shows that as usual the stalk tobacco, so called as it is harvested upon the stalk, is most seriously damaged by the hail. This part of the crop is also the last to be harvested, inasmuch as the growers are obliged to wait until the entire plant is ripe and not each leaf. This grade of tobacco is about one-quarter harvested. Primed tobacco does not suffer as much by the storm this afternoon for this yield is picked as the leaves ripen and is fully three-quarters harvested now. The shade-grown tobacco is practically exempt from damage by the storm on account of the cloth covering the fields. However, the wind broke through some of the tents this afternoon but the damage will be nominal.

In proportion to their crops the small growers are the hardest hit by the storm as they raise almost entirely "stalk" tobacco. Some of these growers have but a few acres; but it represents their entire season's work, and unless protected by hail insurance will suffer a total loss. In some instances Polish and Lithuanians have an acre or two growing and work in factories or for other farmers. They attend to their own crop morning and night and this afternoon at the General Electric Company's plant some of those who had a few acres at stake were actually made sick.

The heavy wind contributed generously in the damage done by the storm. Besides ripping tobacco tents it uprooted trees, tore off limbs and did other maple trees, fully two feet in diameter at the stump, was ripped up by the roots. The falling of limbs from trees put the electric light service out of order for a couple of hours.

A few stock insurance companies and a few mutuals have been writing hail insurance on tobacco crops in this section quite freely this year and up to today's storm it looked as though they would make a profit on the business, although there was a hail storm earlier in the season. The high cost of the insurance, coupled with the high cost of raising the crop, has kept many of the growers from protecting their interests with this type of insurance, although many from past experiences will not be without it.

T. M. A. to Make Great Drive for New Members

Nationwide Campaign to Begin September 7—Counsellor Dushkind's Careful Preparations—Hearty Co-operation Assured on All Sides—Everyone in the Tobacco Industry Is Invited to Participate—"The Reasons Why."

The Tobacco Merchants Association, beginning September 7, immediately after Labor Day, will start a drive to obtain many new members. Undoubtedly the drive will be productive of a largely increased membership.

Counsellor Dushkind, of the Association, since the convention of the Association in Washington last May, has been very busy laying and perfecting his plans for the drive. One of the more notable manifestations of the convention was a desire upon the part of not only the officials, but also of the rank and file of the membership of the organization, that a vigorous campaign for enlarged membership should be undertaken at an early date. Since that time President Bloch, of Wheeling, has called several meetings of the Executive Committee in connection with the laying of plans for the membership drive. It was decided to await the launching of the campaign until all the plans had been perfected, and for the campaign to cover simultaneously the entire country, so that the cumulative effect of the enthusiasm could have its full force.

Everything is ready at this time for the drive. The co-operation of many of the largest manufacturers and merchants in the entire trade has been assured, and everything is waiting for the word "go." The drive will be very intensive and inclusive, and when it has been completed, the Tobacco Merchants Association will undoubtedly have enthusiastic and active adherents in every trade community of the United States.

Among the various kinds of literature sent out by the Tobacco Merchants Association in connection with the membership drive, is a handsome brochure, entitled "Reasons Why," which contains the following fifteen reasons why tobacco men, in all branches of the industry, should join the Tobacco Merchants Association:

1. Because every industry need an association to safeguard and promote its welfare.

2. Because the tobacco industry now faces nation-wide problems, which can be dealt with only by a strong nation-wide organization with adequate facilities, ample resources and a management devoted to the welfare of the industry.

3. Because no existing local organization or any association representing a single branch of the industry can possibly cope with national problems or keep in touch with various movements that spring up from time to time in different parts of the country tending to injure the tobacco business.

4. Because the T. M. A. has, by the National Tobacco Men's Convention in Washington last May, been officially charged with the responsibility of safeguarding our industry.

5. Because independent activities not only duplicate effort; but, unless guided by those nationally informed and with recognized authority, are likely to do more harm than good.

6. Because only a powerful and influential national organization can cope with existing conditions.

7. Because the T. M. A. offers preventive insurance for your business.

8. Because the T. M. A. assures the good will of the public toward your business.

9. Because the T. M. A. renders individual service to its members.

10. Because the T. M. A. is a popular organization, embracing every branch of the tobacco industry from grower to seller.

11. Because the T. M. A. fosters friendship and mutual helpfulness among its members and among all branches of the tobacco industry.

12. Because the governing body of the T. M. A. is made up of leading men who represent all branches of the industry and who inspire confidence because their connections guarantee strong, safe and wise management.

13. Because the T. M. A.'s achievements in the past guarantee its ability to do big things in the future.

14. Because your membership dues in the T. M. A. are used for activities

(*Continued on page* 8)

Experimental Tobacco Work in Pennsylvania

(By Otto Olson, Assistant in Charge of Tobacco Investigations in Pennsylvania)

The tobacco investigational work in Pennsylvania has been carried on for several years by the State College Agricultural Experiment Stations in co-operation with the United States Department of Agriculture. The work is supported by funds appropriated by Congress and the State Legislature, and the officials in charge are Dr. Wm. Frear, of State College, and Dr. W. W. Garner, head of the Office of Tobacco Investigations, Bureau of Plant Industry, U. S. Department of Agriculture, with the writer in charge of the field work in the State.

The object of this work is to improve the yield and quality of Pennsylvania cigar leaf tobacco by seed selection, seed breeding, fertilizer experiments, curing experiments, environment tests, hybridization and laboratory work.

It may be a coincidence, but nevertheless Government statistics show that the average yield of tobacco in Pennsylvania has been increased 20 per cent in the last twenty years, or since the experiments were started.

There are two stations at present, one in Ephrata, where seedleaf experiments are conducted, and one at Lock Haven, devoted to Havana seed.

Among experiments practically concluded may be mentioned the famous Seedleaf Strain Test, which attracted attention from investigators all over the world because of its unique features and its successful results. As may be recalled, this test was started in 1910 with 26 strains of Pennsylvania seedleaf, selected from as many farms in Lancaster county. These strains were grown side

Otto Olson

by side on the experiment plots, and received identical treatment in fertilization and handling, for a period of years. Early during the test great differences began to develop among the strains, some of them showing up well, while others were greatly inferior in yield and quality. The poor strains were dropped and others substituted from time to time, until the total number of strains tested numbered 42.

Out of the original 26 strains only three were kept, the Slaughter, Espenshade and Hostetter, the quality of which was about the same, in regard to burn, texture, elasticity, etc., but in point of yield the Slaughter strain led. Before any seed was distributed, these strains were grown in plots in soils of different types all over the country, and they maintained their superior qualities under all conditions. However, the Slaughter strain proved to be the best yielding tobacco, and it is now in general use, not only in Lancaster county, but all over the State where tobacco of the seedleaf type is grown.

Another experiment which attracted considerable attention was the Seed Bed Experiment, which was conducted from 1912 to 1915, and which included steam and formaldehyde sterilization of the soil, proper amount of seed to sow on a given space in order to prevent crowding of plants, use of commercial fertilizers on seed beds to hasten growth, etc., the results of which were given in a bulletin published by the State College in 1915, and previously by newspaper articles, lectures and demonstrations.

The Root Rot Experiment was started last season, with several types of tobacco known to be highly susceptible to this disease. These types were the Maryland Broadleaf, White Burley, Orinoco, Yellow Pryor, Improved One-Sucker, which without exception contracted the disease in an aggravated form. In addition, several strains of Seedleaf also showed susceptibility to root rot. It should be stated here that root rot of tobacco is a diseased condition of the roots of the plant, causing stunted growth, and in some cases, the death of the plant. It is caused by a fungus known as "Thielavia Basicola," which lives as a parasite on the roots of the plant, feeding on its tissues, which results in the gradual decay of the roots, indicated by a browning or blackening of the rootlets. Many tobacco growers are entirely unaware of the presence of the disease in their fields, attributing the stunted growth, or the premature "buttoning out," or the lateness in maturing, to weather or soil conditions. It has been found that cool, rainy weather is highly favorable to the development of the disease, while high temperatures prevent the disease from becoming malignant, enabling affected plants to recover to some extent. Steam sterilization of seed beds is effective in destroying the germs causing this disease, but when an entire field is affected steaming, of course, is out of the question, being too expensive. An eight or ten year rotation of crops may also prove a barrier against the spread of the disease, but would involve a disarrangement of the farming schedule which would prove wholly impracticable in Lancaster county. However, Dr. Johnson, of the Univer-

Fertilizer Plot Showing Pennsylvania Seed Leaf, July 17

Fertilizer Plot Showing Pennsylvania Seed Leaf, August 21

Saving Seed from a Slaughter Plant

sity of Wisconsin, has found that in every field affected with the disease plants exist that appear to be more or less immune, apparently possessing resistant qualities. Thus, the experiments at Ephrata are based on the fact that resistant strains should be produced in order to successfully combat the root rot disease. To that end, two plots are provided, one on infected soil and one on soil supposed to be non-infected. Three strains susceptible to the disease and three strains supposed to be resistant are planted on these plots, 100 plants of each strain. The temperature of the soil and air is taken three times daily, and the condition of the plants noted. The roots are examined from time to time. At present 75 per cent of the plants on the infected plot are stunted in growth and showing diseased roots, while only about 5 per cent of the plants on the non-infected plot are similarly affected.

Fertilizer experiments have been conducted for a number of years at the Ephrata station. Several fertilizer manufacturers have used the results and are now putting out brands containing materials recommended by the Station. In the past years these experiments were conducted on the same field every year.

There are five general treatments, conducted in triplicate, so that there are 15 fertilizer plots, each one containing 1/25 of one acre. The fertilizer treatments are as follows: First treatment, 5 tons of manure per acre. Second treatment, 10 tons of manure per acre. Third treatment, 10 tons of manure, 1,000 pounds cotton seed meal, 300 pounds acid phosphate, 16 per cent and 200 pounds sulphate of potash per acre. Fourth treatment, 10 tons manure, 500 pounds cotton seed meal, 300 pounds acid phosphate and 200 pounds sulphate of potash per acre. Fifth treatment, 10 tons manure, 500 pounds cotton seed meal, 300 pounds acid phosphate, and 200 pounds sulphate of soda per acre. The cost per acre of these treatments, not including the manure, which costs $4.00 per ton, is $72.75 per acre for the third treatment, $55.25 for the fourth treatment, and $22.25 for the fifth treatment. The theory behind the use of sulphate of soda, or "Glauber salt," is that the soda should render the potash in the soil available to the plant, thus insuring a good "burn." The experiment with sulphate of soda has been conducted for several years, and the tests of the tobacco grown under this treatment show encouraging results. For example, plots 33 and 40, of the 1919 crop, seedleaf, fertilized as follows: 10 tons manure, 300 pounds acid phosphate and 200 pounds sulphate of soda per acre, yield per acre; 1,800 pounds quality tobacco good to fine, burn good. Plots 34 and 41, fertilized with 10 tons manure, 1,000 pounds cotton seed meal, 300 pounds acid phosphate and 200 pounds sulphate of soda; yield per acre, 2,100 pounds. Quality of tobacco fine, burn fine.

All fertilizer plots are planted the same day, and receive identical treatment in the matter of cultivation and handling, so that the differences in yield indicate the value of the fertilizer combinations used. In harvesting, curing and stripping the tobacco from the different plots is kept separate, and at stripping time samples are taken of each plot. These samples are bulk sweated, whereupon test cigars are made and scores noted on the merits of each fertilizer treatment. Part of the samples are tested in the laboratories and all results tabulated, so that a full and comprehensive report can be made of the results.

In addition to the experiments described above, work is conducted on a

(*Continued on page* 8)

Stripped and Booked

TROPICAL FILLERS

In or Out of Bond

You may be assured of

QUALITY
BURN
AROMA
MILDNESS

And at a

SATISFACTORY PRICE

Tropical Tobacco Company
INCORPORATED
161 Front Street
New York

TT C
Trade Mark

TOBACCO
ESTABLISHED 1886

PUBLISHED EVERY THURSDAY
by the
Tobacco Trade Journal Company
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Canada and Foreign Countries	3.00

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, SEPTEMBER 2, 1920

"HALF A MILLION IN ONE STRIKE"

We are told by the latest propagandists the old, old story told years ago and repeated at stated intervals that the International Union is incompetent, ineffective, bankrupt and out of tune, with present industrial events, and the only reason given is that we have fraternial beneficial features, which must be wiped out and only the strike features retained. These wild, widely-heralded statements, which are sweet music to the open shoppers, cheap John, nonunion manufacturers and others who would like to see the International Union destroyed, are not only false but malicious and serve no good purpose except to lend encouragement to non-union and hostile manufacturers.

The real facts are that in the last sixteen weeks the International Union has spent nearly a half million in one strike, and so far has lost hardly a member, and not a wheel is turning in Tampa strike-bound factories. We ask you to try to analyze, if you can, the motives of those who masquerade as union men, when they say "The convention was a failure; the International Union is a failure. The organization is not meant to improve our standards of life; it is to give us a decent burial when we die."

In sixteen weeks of 1920 we spent nearly a half million dollars for strike purposes, which is more than we spent in the whole year of 1919 for sick and death benefit purposes. Think it over, fellow workmen, and try to analyze the motives and purposes of those who say we are a failure.—*Cigar Makers Official Journal.*

Whether the above be regarded as a plea, an explanation, a statement, an admission or a confession, it certainly is "interesting." Coming as it does from a strictly official source, the argument carries, undoubtedly, the idea that the union leader would like to convey.

"International President" G. W. Perkins is the editor and publisher of the *Cigar Makers' Official Journal.* And, from a union viewpoint, what he says editorially in his paper, would seem to be authoritative.

It would be unfair to call Perkins a radical. By members of his own union, he has been accused of being too conservative. At times notably, he opposed "red" propaganda. He fought the "Bolsheviki" that sought to rule or ruin the cigar industry in Boston. Because he refused to second their efforts, certain trouble makers in New York quit the old union and formed what they called a more "progressive" organization. According to report in Tampa, persistent agitators who dominated the union there brought on the big strike contrary to the advice of the "International President." Of labor leaders in the country Perkins is said to be "one of the most honest and safe."

Yet, by the Perkins editorial, what a flood of light is thrown on the present situation of the Cigar Makers' Union.

"Half a million dollars spent in sixteen weeks."

For what purpose?

Was the money expended to injure Tampa, to cripple the cigar industry there, to destroy established business, to accomplish the financial ruin of men who steadfastly refuse to allow their factories to be controlled by agitators?

Has the disbursement of $500,000 caused the union to be stronger or more respected in Tampa?

Are the resisting manufacturers at all frightened because of the union's outlay of so much cash?

Is the union able to purchase public sympathy and support in the city aforetime made more progressive and prosperous by busy cigar factories?

Has the union bought the enduring good will of smokers throughout the United States?

Or, has it made many new enemies?

Did the expenditure of $500,000 assure the solidarity of the union?

Apparently, not! For, despite the spending, the International President admits that numerous laborites say "the International Union is a failure."

Likewise it may be said that the outlay of half a million, in an attempt to win the strike, is more or less associated with the loss of $6,500,000 to cigar makers in Tampa, wages that could have been earned rather easily.

In stating what "the real facts are," the International president made no mention of suffering families of striking cigar makers asking for charity.

Nor is there any itemization of expenses incurred in inducing cigar makers, men who otherwise might be persuaded to go back to work, to leave Tampa, to travel at least 300 miles from that city.

How many homes have been broken up, because of the strike?

Has a continuation of the strike been of benefit to any honest and thrifty cigar maker in Tampa?

Though it has disbursed "half a million in the last 16 weeks," the union yet remains in a position where it must acknowledge defeat, sooner or later.

TO TAKE ANOTHER LESSON

As soon as the present tobacco selling season in South Georgia is over a party of nearly two hundred South Georgia farmers plan to make a trip into the old tobacco country, North Carolina, for the purpose of learning more about making, gathering, curing, caring for and marketing the crop which is now mounting in volume and value in this section of the state—a worthy substitute, as a cash crop, for partially dethroned King Cotton. From Douglas, a town which has in two years established itself as one of the important tobacco markets of the South, a solid train of Pullmans will take the tobacco farmers up into the Tar Heel state—where for generations tobacco has been to the farmers what cotton was so long to the South Georgia planters. These South Georgia farmers are comparatively new at the business of raising tobacco; they have done wonders in two or three years in learning; they have made vast progress and great success already. But, taking the cue from the recent company of Arkansas travelers who invaded Georgia to learn more about cotton and other farming, these new men at the tobacco game are to make the pilgrimage to the land of the veterans at the business—to the section where one cannot thrust his head out of the car windown without having it circled with the redolence of the weed, where he can see the fields for miles on a stretch, where tobacco is talked and worked and figured on and planned for and chewed and smoked and dreamed about. The farmers from South Georgia will go to the fields, talk with the experienced and successful farmers, see the tobacco houses where the leaf is cured, visit the warehouses and confer with the men who buy the leaf. They "go to learn." The trip will be worth while and money. It will mean increasing the money value of the tobacco crop of next year for the men who take this post-season course.—*Savannah News.*

SUFFERING FAMILIES OF CIGARMAKERS

The heads of 100 families of cigarmakers have appealed to Mayor Gordon for relief, alleging that their families, especially the children, are suffering. This is a deplorable state of affairs, and deeply to be regretted. The doors of the factories are open to these 100 heads of suffering families, and wages are awaiting them, as they are all other men desiring to work and earn a living. Nothing but the union commands stand between them and a comfortable livelihood for their suffering wives and children. How long will intelligent men permit their devotion to a false and unpatriotic principle to stand between them and a comfortable living? What possible conditions can exist in this supposedly free country which can prevent skilled men, who need work and are willing to work, from working and earning an honest living for themselves and their loved ones? They are not asked to give up their unions, nor to submit to any reduction of wages. They are given exactly the same opportunity as any other men of the same skill and ability. Why should they be asking charity while they are submitting to the commands of a despotism, as bad as any in Russia? The first duty of any man is to himself and his family. Why cannot the cigarmakers see it? This strike could be settled in 24 hours if reason and common sense ruled instead of passion and prejudice.—*Tampa Times.*

THE SMOKERS' DEFIANCE

Let you who love the weed
Give me your earnest heed;
Know you they have decreed
    Death to tobacco?
They who have lately banned
Barleycorn lift a hand
Full on the herb to land
    Heavily smack-o.

And shall we gentle folk
Let the impending stroke
Banish the fragrant smoke
    Whence we distill joys?
Never! a fig for threats!
Fire up your cigarettes
Pipes and Havanas! Let's
    Smoke out the kill-joys!

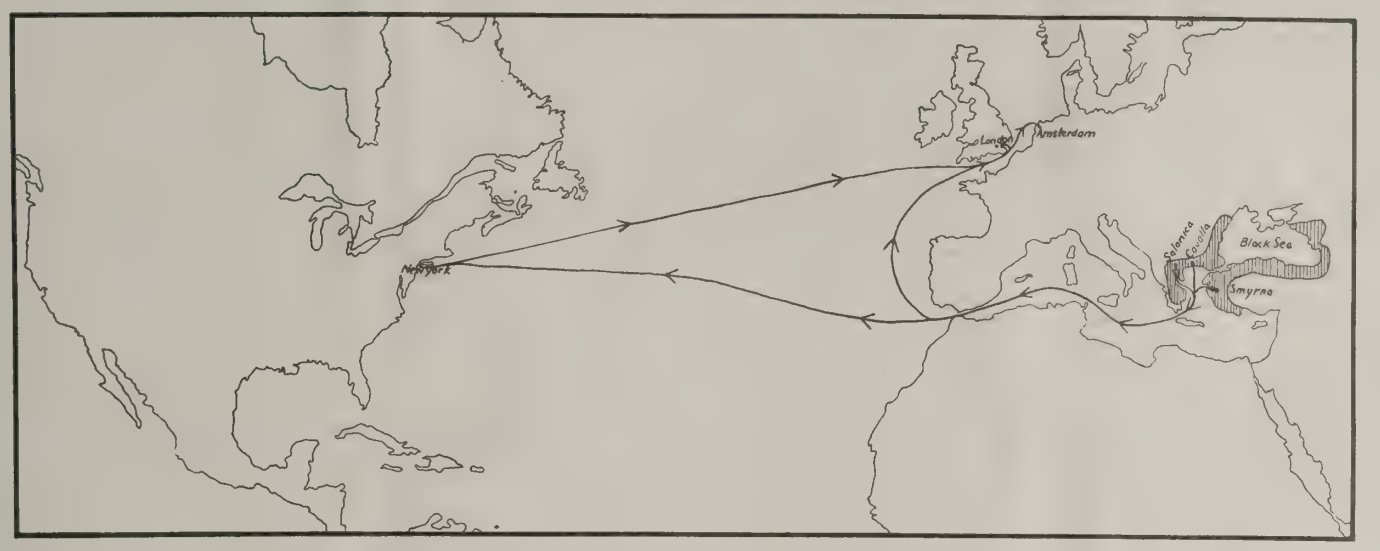
Let such a cloud arise
Wreathing unto the skies
As shall assail their eyes
    Noses and tummies,
Making them choke and cough
Till they are taken off
Leaving the clay they doff
    Smoked into mummies.

Or since we wish no ill
Let us be hopeful still
That our resistance will
    Soften the croakers;
That when perforce they learn
How sweet an herb we burn
Mellowed and soothed, they'll turn
    Into good smokers.

That's with the Gods: enough!
Valiantly smoke, as tough
Hearted old Raleigh'd puff
    Were he beside us.
Raleigh, Sir Walter, who
Gave us the weed, to you
Look we for favor—do
    Bless us and guide us!

Gorton Veeder Carruth.

Cables from Paris Friday told another version of the much discussed deal with relation to the French tobacco monopoly. This was to the effect that American interests were not endeavoring to buy the monopoly, but were attempting to perfect a working agreement under which the American interests would co-operate in developing the scope of the Government's tobacco business. This sounds reasonable; much more so, in fact, than that the negotiations were for the tobacco monopoly itself. Obstacles are not presented to this plan such as would be encountered in a proposal to make a direct purchase of the monopoly.



Our Field of Operations

THE OPERATIONS of the Standard Commercial Tobacco Company cover most of the tobacco-producing world.

Wherever pipe and cigarette tobaccos are grown, we maintain offices, warehouses and a permanent organization.

As a world-wide leaf house we ship

Turkish leaf to the United States
Turkish leaf to Europe
American leaf to Europe

as shown by the routes on the map.

To buyers on both sides of the Atlantic we offer a wide selection of Turkish and American leaf at prices that should interest every prudent buyer.

THE STANDARD COMMERCIAL TOBACCO COMPANY, INC.

The World's Largest Dealers in Turkish Tobacco

120 BROADWAY
NEW YORK

OLSON'S EXPERIMENTS

(*Continued on page* 5)

number of other projects, such as lowering the nicotine content of cigar leaf tobacco, studying the effect of environment on the tobacco plant, curing experiments, etc., which will be described in future articles.

Seed Selection and Breeding to Improve the Yield of Tobacco.

Otto Olson in the Garden Spot News

THE high reputation enjoyed by the Lancaster county seedleaf tobacco is mainly due to its excellent blending qualities and its good burn, which in connection with its pleasant and mild flavor renders it especially desirable for cigar filler purposes. Of course, frequently a crop is grown that contains a large percentage of leaves suitable for binders, and of late quite a demand has arisen for this type of tobacco, owing to the great scarcity of cigar leaf binders.

During the past years the sole aim of the growers seemed to be to grow large-yielding crops, without any regard to qualities such as spread and shape of leaves, texture, and prominence of midrib, but since the results of the Seedleaf Strain Test at the experiment stations at Willow Street, Landisville and Ephrata were published there has been a decided change of opinion among the tobacco growers. This test, which was conducted for a number of years with thirty-five strains of seedleaf, brought into prominence the Slaughter Strain, which originally was a cross between Connecticut Broadleaf and Pennsylvania Seedleaf, made fifty years ago by a Mr. Slaughter, of Mountville.

Put Premium on Indifference

The buyers have made little or no distinction between the different strains of seedleaf, and hence there has been relatively little inducement to the farmer to produce a higher grade of tobacco. But it is to be hoped that this state of affairs is only temporary and that first-class tobacco in the future will command a relatively higher price than the ordinary or poor kinds. The market is generally well supplied with the ordinary tobacco, while really high-grade crops are scarce. The buyers have generally paid a standard price for tobacco, and relied on making their profits on the good crops, which practice puts a premium on carelessness and indifference.

Tobacco is as susceptible of improvement as any other crop that can be grown on a farm, and there is no reason why the value of the tobacco crop should not be greatly increased by judicious seed selection and breeding, which not only increases the yield, but improves the quality and burn, if conducted intelligently.

Tobacco seed selection should be started as soon as the plants begin to bud, when the field should be gone over and all desirable plants marked in some manner. The selection should include plants possessing such qualities as vigorous growth, fairly broad leaves with small "heels," large number of leaves, length of internod, or the distance between the leaves on the stalk, small midribs, texture of the leaves, dark green color, absolute or relative freedom from suckers, and height of stalk.

As soon as the first flower appears and just before it opens a paper bag should be placed over the flowerhead in order to prevent cross pollination by insects. To do this properly, remove all prongs except the central one, and place the bag, which should be a 25 lb. size, punctured in a couple of places with the point of a pen knife in order to admit air, over the flower-head, and tie it securely, but loosely, so that it can be moved up as the stalk grows. Failure to move the bag will cause the flower-head to grow downward, when the resistance of the bag is encountered. The bag should not be removed until all the pods are formed and the floral envelopes have dropped off.

When the seed pods turn brown they may be cut off and hung in a dry place until thoroughly dried out, when the seed should be shelled out, screened to remove chaff, and cleaned by being subjected to an air current, so that all the light, immature seeds are removed and only the plump, heavy seeds remain. Careful, comparative tests of light and heavy seeds have proved the fact that the best developed and most vigorous plants are always produced from the large, heavy seed, while the light seed produces plants which are small, irregular and generally undesirable.

The writer has devised an apparatus for cleaning seed, run by an electric current, and is always at the service of Pennsylvania tobacco growers when they wish seed cleaned. Arrangements have been made by which farmers can bring or send their tobacco seed to the Farm Bureau next winter, from the first of March until the fifteenth, when the seed will be cleaned while they wait.

The character of the soil in any region varies to such an extent that every farm nearly presents a different set of conditions peculiar to its location. After a variety of strain has become adapted to the growers' field conditions the yield and quality can be improved by the selection of the most desirable plants in the field for seed production. In buying seed the grower has no evidence from the seed itself as to the nature or quality of the plants it will produce, unless bought from a reliable source.

Tobacco seed retains its vitality for several years if kept under proper conditions, but it has been demonstrated that the vigor of germination is reduced and the value of the seed impaired with age.

The yield and quality of the crop will certainly deteriorate where the best plants are topped, where the proper attention is not given to the principles of seed selection, and where the injurious effects that may follow from cross pollination in the tobacco plant are not recognized.

Showing Variety and Tobacco Low in Nicotine Content

Root Plot Showing Diseased and Resistant Plants

The Reason Why

(*Contiued from page* 3)

necessary to the welfare of your industry.

15. Because it is unfair that any one should enjoy the benefits of the T. M. A. without contributing to its maintenance.

President Bloch has far-reaching plans in mind for the extension of the usefulness of the association, but these must perforce await the result of the campaign for enlarged membership.

The industry, once extensively organized, will be in a much stronger position to deal with the trade problems and to work for the betterment of trade conditions.

UNITED CIGARETTE MACHINE COMPANY, Inc.

LYNCHBURG, VIRGINIA, U. S. A.

For Larger Profits on Cigarettes with Increased Production and Reduced Costs

HERE IS THE ANSWER:—

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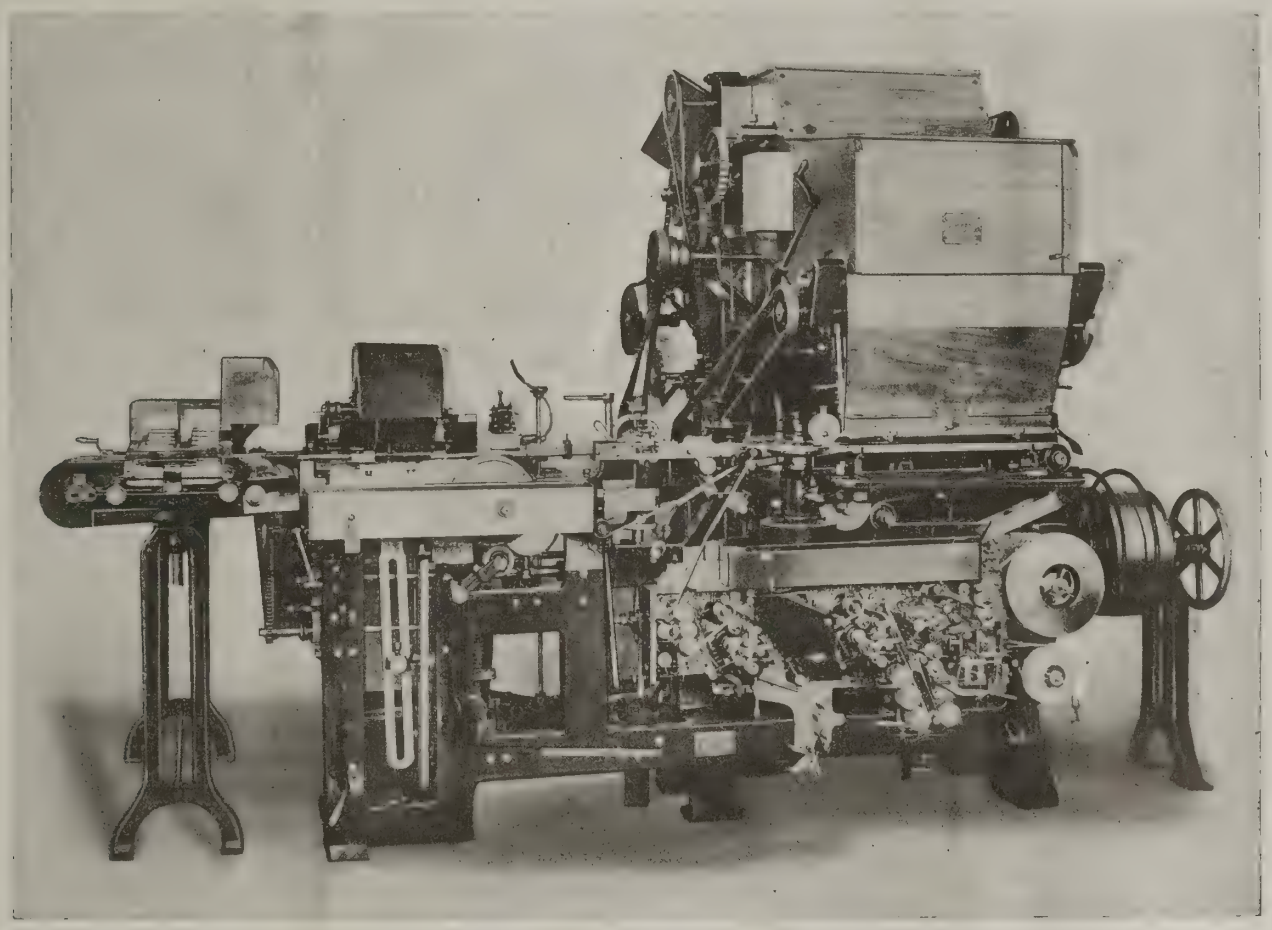

An evenly filled Cigarette, which is neither too loose nor too tight, uniform in shape and filling—this is the secret of satisfied smokers—which our Machines can solve for you.

The "UNIVERSAL" and "U-K" Machines, which are now being used in all parts of the world, can make Plain or Tipped Cigarettes, Round or Oval, with wide or narrow laps, either Pasted or Crimped of different diameters and lengths.

Supplies and Repair Parts available at all times.

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FISHING *isn't merely getting fish!*

IT'S getting sunshine. It's hearing singing brooks—it's feeling outdoors peace—it's letting go to get a firmer hold!

That's why Owl goes with me. Owl's just *made* for fishing — makes the sunshine mellower—makes the brooks sing sweeter. Like a good rod, Owl is carefully fashioned. Every leaf is aged to mellowness—a $3,000,000 leaf reserve attends to that. *Try Owl!*—that's my advice.

General Cigar Co., INC.
DEPENDABLE CIGARS
119 West 40th Street, New York City

8c

The OWL Brand
With the Brown Band

Protective Tariff for Tobacco and Peanuts

Intimations of Things Desired by Growers in Virginia and North Carolina

NOTE—Usually, political topics are out of place in a trade paper. Yet, whatever interests tobacco men, anything that appertains to tobacco, all that is likely to affect tobacco business here may have a news value. It is probable, too, that the tariff question soon may be revived. Cigarette manufacturers and dealers as well as tobacco growers in this country will take notice of proposals to increase the duty on the so-called Turkish leaf. So, as lawyers say, "without prejudice" or bias, TOBACCO copies what a Richmond, Va., correspondent writes to the *Manufacturers' Record*.

"Ten years and more ago the cigarette manufacturers of this country commenced to put out and to advertise extensively the Turkish blend cigarette. Previous to that time all cigarettes manufactured in the United States were made entirely of the bright tobacco that grows to perfection in Virginia and North Carolina. Too strong when used alone, it was found that, blended with the Virginia-Carolina bright, the Turkish leaf gave greater satisfaction to the smoker, and the 'Turkish Blend' soon became popular, so that within two years the importations of Turkish leaf to be blended with the Virginia brights in cigarettes became enormous.

"About this time the prices paid to the growers for the cigarette-making, Virginia-Carolina bright tobacco commenced to decline, and finally got down so low, less than $10 per hundred pounds, that there was but little profit to the grower in its cultivation.

"Just how much the introduction of the Turkish material into the manufacture of the cigarette had to do with reducing the value of the bright leaf it would be hard to tell, but the farmers as well as the leaf dealers in Virginia became convinced that it had pretty much all to do with it.

"Under the circumstances these farmers and leaf tobacco dealers commenced to do a little thinking for themselves instead of delegating it to the politicians. They were not long in reaching the conclusion that they were not as rantankerous free-traders as the stump speakers and politicians had been making them believe they were, and that the Bull Mitchell doctrine that 'it is wise to be a high protectionist when I am protected' was sound. They wanted a high protective tariff levied against Turkish tobacco, so high as actually to prohibit its importation.

"When the last Republican high-protection tariff bill was under discussion in Congress a meeting was held in Danville, the center of the bright tobacco belt. It was held under the joint auspices of the Danville Tobacco Board of Trade and the Danville Chamber of Commerce, and was largely attended by tobacco dealers and by tobacco growers of the surrounding country, who had been specially invited to be on hand. Vigorous resolutions, going back totally on the past 'tariff for revenue only' record of the resoluters, were passed and a delegation was sent to Washington to interview the Congressional committee and to do all in its power to have the committee include in the bill under consideration a clause imposing a high duty on Turkish tobacco. The delegation was headed by the late R. L. Dibrell, who was at the time the president of the Danville Tobacco Board of Trade, and several prominent bright tobacco growers were included in its membership.

"At that period in the history of the country Southern delegations had very little influence with Republican high protectionists. The members of the committee of that stripe were rather inclined to laugh at the delegation, and did poke fun at Chairman Dibrell about changing his views on tariff and protection so promptly when his own interest was at stake.

"On the same train which bore the Danville tobacco delegation into Washington there was another delegation from Tidewater Virginia, headed by Purnell Fleetwood, then and now the president of the Bank of Waverly, in Sussex county. This delegation was from the peanut-growing section of Virginia, and its mission was to have a high protective tax laid on the peanuts imported from other nations and from the isles of the sea. The two delegations were heard the same day, and both were given the laugh, especially when their Congressmen, who had piloted them to the committee-room, stated, in answer to questions, that they, being Democrats and free-traders, would vote against any tariff bill the Republicans brought forth with or without tobacco and peanut protection.

Both delegations went home disgusted and well aware that the new tariff bill, to be reported later by the committee, would furnish no protection against Turkish tobacco or peanuts from foreign sources. No more pilgrimages were made to Washington, but the tobacco growers and the peanut growers also, kept on doing a lot of thinking.

The increased and constantly increasing consumption of the cigarette augmented the demand for the Virginia-Carolina bright leaf, and prices advanced somewhat, so that just before the breaking out of the World War the average for the cigarette-making grades in the Virginia and North Carolina markets was something over $15 per hundred, and that figure insured the grower a fair profit, the high cost of living, the scarcity of labor and its high cost being then negligible quantities. The farmers said no more about prohibitive tariffs against the Turkish tobacco.

"Then came the war, and prices for everything, including tobacco, became inflated. The war also shut off the importation of many things, including Turkish tobacco for cigarette-making or 'blending.' The consumption of cigarettes kept right on increasing by leaps and bounds, and the farmer kept getting bigger and bigger prices for the bright leaf with which to make them. The cigarette-making tobacco of last year's crops in Virginia and the Carolinas averaged something like $60 per hundred pounds, and the growers of those crops have just been coining money.

"But, the war being over, Turkish tobacco can come into this country at will, and the farmers have observed that the Turkish blend cigarettes are again getting on the market, and the manufacturers are advertising them extensively. They, or a great many of them, think it is only a question of time, and a short time at that, when the imported Turkish tobacco will again be playing havoc with profits on the cultivation of the bright cigarette-making leaf. They are discussing the matter in their farmers' meetings, and the idea is not to wait until they are actually burned before seeking relief, but to be up and doing in ample time, the purpose being to put an embargo on the Turkish tobacco before it can do its work in reducing the value of their new very high-priced bright leaf. They are putting searching questions to candidates for Congress and at least one Virginia candidate in whose district several million pounds of bright tobacco are grown, has committed himself to high protection for the grower of Virginia bright tobacco, protection against the Turkish leaf.

"Truly things are not as they used to be, and down here in Virginia there is some real reconstruction going on. No one need be surprised if at least four of the Democratic Congressmen who speak in the next National lawmaking body for Virginia constituents will declare themselves 'reconstructed,' and cry out for protection by the phohibitive tariff method. It is needless to add that two of these will hail from the bright tobacco belt, and the other two from the peanut-growing section of the State. It need not be a surprise if they are reinforced by four more Democratic protectionists from the Old North State."

THEY WIN ON POINTS!!!

As to quality Manila Cigars meet every test.

Philippine Cigar Leaf is naturally Mild, Sweet and Aromatic.

All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

Prices that allow a fair margin of profit under present competitive conditions enable dealers to

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CIGAR CANS

Standard Square Round Corners For 25 Cigars | Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies | Large Round For 50 Cigars | Round Humo-Tray For 25 Cigars | Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING DETROIT, MICHIGAN — SAMPLES ON REQUEST

Sure an Angler Likes a Cigar Up State

And Fisherman's Luck Ofttimes Is Associated with Good Smokes—Compared to a Crabapple—Jack's Little Auto Accident—Phil Wilkinson Seeks Additional Eclat for His Berkshire Store—Tale of a White House at Red Hook—George Thompson's Report from Costa Rica.

New York State Capitol District,
Fresh-Fish-Week, 1920.

"How's that for baby-grand fish, Sam?" enthused Jim Stubb, unwrapping a package o' newspaper, grass, liquid-ice, two bass and a pickerel in the wholesale department of Stubb & Ash, Inc. "See this bass here with the wicked eye! Why, Sam, he's almost so large as a dog-shark!"

"Dog-shark, hey? How dye git that way?" ridiculed Sam Ash, walking away from Exhibit A to wait on a customer with real money. "It ain't only yesterday, unnerstan me, yuh was tellin' how Henry Martin an' yuh was standin' on them banks o' the Indian Fields Crick, fakin' a movie o' fishin', an' yuh bought them there fried fish on yuh're way home!"

"Gosh, Sam, you do get the dope!" applauded Jim Stubb, also fishing a crab apple from his pants' pocket for a lunch snack. "Now I suppose you'll say we didn't swipe these apples out there, too? But we sure did, Sam, and they're almost so sour as you are!"

"So I'm sour, also-as-well, huh?" Sam Ash gloomily commented, coming back to the fish counter for his share o' the free fruit. "An' I should likewise be sore, I bet yer, at the same time! For here you go away fishin,' y'unnerstan, leavin' me alone in this blame store to be porter, errand boy, clerk, bookkeeper, shipper, an' mebbe, once in a while, proprietor, huh?"

"Gee, Sam, you ought to be glad to do it," Jim Stubb remarked, pulling out the vacation seats o' the Hot Chair Club. "Because, now that I'm back, you can go. Take two or three days anytime, Sam—don't rush home 'til your money's gone! Be a sport!"

"Sure, I should be it a sport, what?" Sam Ash moaned, going back to the cigar case to sell another Secundo. "Mebbe I should go even to Mid-City Park, between Albany an' Troy, for my vacation over Labor Day, an' then yuh should likely phone all over the city, unnerstan me, askin', 'Have yuh seen my partner, Sam Ash? Tell him to come back to the store at once—they's a bunch o' birds here waitin' to be waited on!"

"Oh, shucks, Sam, I won't send for you until Election Day if you'll promise me faithfully to keep away from automobiles—they're very dangerous things!" warned Jim Stubb, selecting the swan-down cushioned throne for his private place in the Hot Chair Club. "Just how dangerous they are find out from Jack Elliott.

"You remember Jack, don't you, Sam? Little chap, 'bout so big as a Piedmont cigarette, which he used to sell for the Liggett & Myers Tobacco Company. Well, you'd hardly think Jack was really large enough to get hurt, but here's the way it was:

"He went out glee-gadding in a self-starter thru the Oranges, Jersey-way. In the party were a bully bunch o' fellows, intent upon consuming the surplus stock o' Mister Rockefeller's gas-house. This they did, so far as their individual supply went, right dead on the tracks of the nearest trolley system.

"And, as they all jumped, Jack got tangled up with a pile o' grips and boxes carelessly arranged in front of his seat. So, after the electric car smashed its way through the machine, it rather ungently dragged Jack a full city block before the motorman decided to shut off all steam.

"Out of the wheels, then, they pried Jack with a crowbar and his namesake jack. All bystanders, including the rest o' Jack's party, gave 'im up for dead, but Jack insisted on breathing, so they picked him up and parked him in a near-by hospital.

"Evidently, the doctors were in a hurry that day, for they felt Jack over rapidly, pushed their whiskers together for a insultation, and came to the unanimous conclusion that all Jack needed was a reef in his bone dome.

"This they stitched neatly and quietly, sending Jack back home with the professional suggestion that he stay there in the house for at least the balance of that half-hour. At the end of that specified period, Jack suddenly felt pains in the side, something like the clutch of one of these green apples, Sam.

"So he asked the M.D. to come back for another glance. Sure enough, the doc found that Jack was right—he did have a slight pain on the left side! What made it, you ask? Oh, nothing much, only that the hospital people, in their unseemly haste, had neglected to explore and properly discover that Jack had broken three ribs, too!"

"Well, he should git it the insurance an' liability, anneyways!" solaced Sam Ash, selling the next customer a guaranteed bonded cigar for eight cents—two for fifteen. "What more should he want, hey? Lots o' see-gar an' cigaret peddlers should be willin' to lose it a leg for even half o' such idemnity, I bet yer!"

"You certainly have some original ideas, Sam," reproved Jim Stubb, reaching for the efficient fly-swatter to bump off a pesky insect minus any insurance for his dependent family. "But you ain't got anything on Phil Wilkinson, Sam.

"Phil was in town, the other day, running over from his Pittsfield place to pick up some new ideas and plans for the Crane & Wilkinson store in the Berkshires, you know. And Phil says he's got an armful o' notions to put on the carpet in the Pittsfield cigar business just so soon as the summer rush is over."

"What's he gonna do—start a airship garage?" snorted Sam Ash, making the first sale of the day of a broken cigar. "Or is he mebbe ready to have it a direct wire from Saratogic to' Pittsfield next season, either by parcel-post or partial-phone?"

"Gripes, Sam, that Telephone Company's got a nerve!" complained Jim Stubbs, throwing in the waste basket another appeal for increased rates, "They say here it's impossible to exist in the talking game just now unless they raise the price of our phone!

"Maybe that's alright, I dunno. But lookit here! Up there on State street, at the Albany Bell Exchange general offices in the tall tombstone building, they're putting in a general co-operative store, and, from all I can hear, Purchasing Agent Harrison is trying to get in communication with the big tobacco, cigar and cigaret manufacturers direct, so he can save jobbers' discounts, and sell the blame stuff at cost to all employees!"

"Is that so?" stuttered Sam Ash, increasing the rates on some Manila cigars himself, merely to cover the co-operative cost of doing business. "Are them boils gonna do that to this here trade, also-as-well? For, if they are, unnerstan me, we'll rip the rotten ole phone outa the store, I bet yer, an' we should git it along just so well, mebbe better, with Joe McElveney's underground wireless service, hey?"

THE STANDARD CIGAR MOLD CO.

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
20 " 2.50
} F. O. B. New York

5% Discount allowed on all orders accompanied with remittance

"Oh, you can't do without the phone, Sam," negatived Jim Stubb, looking all over the store for Bud Katz and his trained fleas, now A. W. O. L. for two weeks and a day. "No more than Charlie Hoffman, the big tobacco manufacturer and jobber down there at Red Hook, N. Y., could get along without the white mouse.

"Never heard tell o' that? Well, Charlie always had an English bull dog, one of them bow-legged, buck-toothed, Dempsey-shouldered prize winners, and, one day, he added an angora cat to the family, for a pal.

"Some sniffn', then! Because the dog didn't know whether to take the intrusion as a joke or an insult, and the cat had a hunch she'd better stay on the other top-side o' the porch 'til the bull dog arrived at some permanent decision!

"Anyway, the dog and the cat at last agreed to live around the same place together without pulling tails or scratchin'. And, just about when they got all settled down nicely, along came Ignatz! He was a regulation white mouse, pink eyes, quiet manner, and all.

"But when he got one good slant at the rest o' the bunch, good night! Almost immediately, in fact forthwith, Ignatz dived for the most convenient hole in the porch. Still, after a pile o' coaxin' from the rest o' the Hoffman family, Ignatz agreed, with reservations, to take a chance.

"And, after the first chance, he took another. Ever since that time he has been taking a chance every day by curling up on the front porch o' the Hoffman home at Red Hook, right on top of a pine needle sofa cushion, with the British bull dog in the center, the angorra cat on the side lines, and lil' Ignatz himself unobtrusively nibbling at the four corners o' said cushion, making a channel for a possible getaway to the bomb-proof in case either of these other two Red Hookers happened to forget there was such a court o' arbitration as the League o' Nations."

"Don't believe a word of it!" Sam Ash snapped, making another upward revision of prices on Porto Rican cigars, so long as the pencil had such a sharp point. "Might so well say, unnerstan me, that this here baseball pool, runnin' on the sportin' schedules as 'Smoke the Big Fifty Club,' is a see-gar instead of a lottery.

"An' now, after the District Attorney of this here County has told all them there birds that they can't swing them things in see-gar stores nu more, you might tell 'em it's as easy as the speed clutch on a President suspended to operate such games by all sleepin' on the same pillow, just as though nothink should a happened since the Lincoln League put up such a holler!"

"Alright, Sam, but listen—" started off Jim Stubb again, at last locating a wire-walking flea, but no cat. "You know a lot o' things, I'll admit, but you don't know, for instance, that cats, dogs and mice get along alright together providing they're well-fed, properly introduced and trained, and treated kindly.

"Same way with factory workers, too, Sam. Take, for instance, cigarmakers. They'll scrap like a combination pack o' wild wolves if things ain't running smooth in the shop. But give 'em a reasonable number of decent concessions, improvements, modern working conditions, and all that, you know, mixed with kind treatment, and you'll find it darn hard to start a strike in such a plant."

"Uh-huh, give 'em three-thirds of a corona-corona, then they should be happy," gloomed Sam Ash, still swinging the pendulum upward on all classes of rates for Philadelphia-Habana cigars. "Yuh ain't been in that there manufacturin' game in so long a time you shouldn't even know it what yuh're talkin' about, y'unnerstan. Ask Tom McGowan—he'll tell yuh som'thin'."

"All I can say is that we're still shy on Anndora cigars," perspired Tom, wiping away the moisture induced by both weather and work—of three days-a-week. "No use trying to sell something you haven't got. And that's my present position on Anndoras.

"With both Albany factories on the jump, we can't begin to fill all orders. So I only put in about half-time each week, as there's no use trying to do business with a flat-tire like that."

"Oh, well, Tom, when you're simply oversold, that's different," nodded Jim Stubb, killing the flea at last. 'That's the trouble, too, with George Thompson. He sends up a post card from the Hotel Washington, otherwise Edicion Torrno, from San Jose, Costa Rica, and he says he might as well come home, having sold all the Fatima cigarets that can be planted in the banana groves down there for the next four years.

"Also, he pauses to remark that that there town o' San Jose is cool enough now to be a summer resort. Eight thousand feet in the air, and cold enough for Scotch tweed overcoating of any reliable make."

"Sure, they should be runnin' low on cigarets, same as the Dearstyne Brothers Tobacco Company is shy on Climax plug and Mail Pouch scrap," wailed Sam Ash.—(*The Smoker.*)

Class to the Steiner Outing

Wm. Steiner, Sons & Co. are employers of the right sort. "Sure they are." Testimony to that effect will be given cheerfully by each worker in the "home of special process cigar bands." At the annual outing, on a recent Saturday, at Eckstein's Four Corners, Staten Island, the good time had by all is, at least, one reason for the high regard in which the House of Steiner is held.

The outing was attended by over 100 men who left the plant at 257 West 17th Street, New York, at 9 o'clock in big sight-seeing cars all decorated with flags and Steiner banners. The trip to the outing grounds was made more interesting by a band of music in the leading car.

As soon as the cars reached the place appointed an excellent breakfast was served, after which a baseball game was played between the band cutting department and the press department. It was a hard-fought, well-played game, and in the end the band cutting department was victorious. A bowling match and a number of races were held, the most exciting feat being a fat man's race in which Henry Steiner, president of the concern, and Ike Steiner, vice-president, participated. It's nuf' sed when some say that they were thankful they did did not qualify for the race.

"Talk about chicken and other good things to eat!" Well, say, the chicken and allied components of the feast that afternoon were so toothsome that fond anticipations already are entertained concerning another dinner at the outing next year.

Everyone who participated was quick to admit having a thoroughly enjoyable holiday.

Decatur's Million Dollar Crop

BAINBRIDGE, Ga., August 27.—Very much elation has recently been expressed by counties new in the experience of growing tocacco. Decatur county, in Southwest Georgia, the pioneer of tobacco-raising counties, now speaks. More than 1,000 acres of land in this county is devoted to tobacco raising, of which 60 per cent is in shade and 40 per cent in sun-raised crops. The land this year is producing an average of 1,000 pounds to the acre, although in many cited instances much larger yields have been reported. The price of the tobacco ranges around $1,100 per 1,000 pounds and the receipts for this year's crop of Decatur county tobacco will approximate $1,100,000.

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

PERCIVAL R. LOWE

Leaf Tobacco Broker

155 Water Street, New York

HUGO MULLER COMPANY

INCORPORATED

IMPORTERS OF

Sumatra and Java Tobacco

152 WATER ST., NEW YORK

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers — Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO

145 WATER STREET, NEW YORK

COMING INTO THE COUNTRY

Immigrants have been coming to the United States in constantly increasing numbers, taxing ship capacity. Large numbers have booked passage for America and doubtless many more would come from Germany and Austria if restrictions were removed. But some observers in close touch with conditions abroad find the present influx due chiefly to abnormal conditions in Poland, to political unrest in Spain, Portugal and Ireland, and to the return to this country of Italian reservists accompanied in some cases by their friends and relatives.

Approximate figures of arrivals and departures at New York from January 1 to July 31, 1920, are as follows:

	Arrivals	Departures
January	25,051	24,529
February	22,086	24,379
March	29,098	18,714
April	36,958	26,169
May	40,048	21,162
June	49,715	37,584
July	56,102	32,935
Total	259,058	185,472

THE SELLING GAME

Watch the temperature of your feet, was the way one sales-manager put it to his salesmen. Don't get discouraged. Remember, it's just a part of the game for the shrewd buyer to throw a wet blanket on your enthusiasm to see how strong is your faith and confidence in your business. And the good salesman welcomes a chance to match his wits against the buyer's tactics. Believe in your own goods, and have faith in the house that is back of them. You don't have to knock your competitors. That's not faith. It's folly. Just stand your ground firmly, and sell your goods on their own merits. In order to do that you've got to know them thoroughly. Know them so well that you can anticipate your buyer's every possible objection to them, and come back at him with a good point that will be a body blow to his objection.

The retailer plays the game from a different angle. He wants to build up the greatest possible volume of trade, with the greatest possible profit to himself. He wants to sell more cigars than the man across the street is selling. He wants to be able to convince the customer who comes in to buy a cigar that he is getting not only the best cigar to be had for the price, but he wants to be able to tell him *why* it is the best cigar —and tell him convincingly. A woman convinced against her will is of the same opinion still, but a man convinced is a steady customer.

Everybody plays the great game of selling. Some play it as experts, some as amateurs. But every man is a salesman. He may be selling goods behind the counter, or "on the road"; he may call himself a banker, a lawyer, a doctor, an engineer, or a minister; but he is selling either his own or somebody else's services all the time, and the man who plays the game on the square is the man who brings home the pennant of Success in the big world series of business.

BT ENTERPRISING

Enterprise is first cousin to energy.

Enterprise is also closely related to courage, vision, ambition, knowledge, foresight, ability.

Enterprise's arch enemy is laziness.

Lack of enterprise is often due to cowardice, timidity, short-sightedness, false pride (lest failure entail loss of prestige and social position), ignorance, thriftlessness, spinelessness. Enterprise can be displayed in humble as well as in high positions.

The office-boy can be as enterprising in his sphere as the president in his.

Every employer is on the outlook for enterprising employes, for employees who come *with* suggestions not only *for* them, for employes who have enough enterprise and initiative to do things without being told, for employes possessing enough enterprise to meet emergencies.

It is not enough to be enterprising only.

To be able to exercise enterprise of the right kind, one must acquire other qualifications.

But there are many people who possess these other qualifications who never travel far because they shrink from incurring the risk, the effort and the initiative which enterprise calls for.

First be enterprising enough to cultivate other needful qualifications and abilities.

Then be enterprising.—*Forbes Magazine.*

At Lexington, Ky., within three feet of the roadway, over which thousands of persons passed every day, about $150,000 worth of stocks and bonds were found in a ditch. The rubber cover for a typewriting machine was wrapped about the stuff. The loot was that taken by robbers when they blew the safe of the Tobacco Growers' Bank and Trust Company at Crittenden on June 17.

John Horn, of Brooklyn, N. Y., and George Brown, thirty-one, of Louisville, are in jail at Covington charged with the robbery. They are held in the federal court because government property was among the goods stolen.

Property of tobacco companies in North Carolina has been more than doubled in Volume under the new tax-revaluation law. In 1919 the valuation of such property was placed at $39,546,000, while this year it is placed at $93,787,174, an increase of $54,244,-167. It is claimed that getting all property on the tax books at its real value will so increase the amount of taxes that the rate will be reduced.—*Southern Tobacco Journal.*

GARCIA GRANDE

Mild Havana Cigar

Standard maintained always

Jobbers feature the

Garcia Grande

for

Reason No. 1. They can always rely upon its uniform quality.

Reason No. 2. The smoker, the final judge, always comes back for more.

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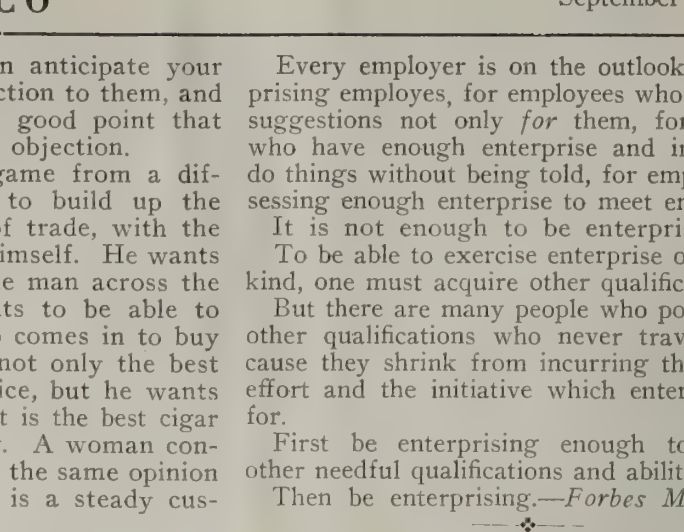
MURAD

THE TURKISH CIGARETTE



Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

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GAMBETTA SNUFF
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1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF

Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF

1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF

Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF

Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

Whirlwind Campaign Slacks Up in Wisconsin

About 50 Per Cent of the Crop Purchased—Top Figure Was 45 Cents—Many Sales Made at 35 Cents Straight—Buyers in Search of Binders—Some 1919 Tobacco Comes on the Market—Farmers Are Hoping That Frosts Will Be Delayed Until the Tobacco Is Harvested.

EDGERTON, Wis., August 27.—The whirlwind campaign in the northern field died down during the middle of last week to moderate activity. Everything that at that time looked like good binder was taken; the top figure reached was 45 cents. The total acreage bought represents, perhaps, 50 per cent of the total grown in northern Wisconsin. They have had more good rains up there, and the ridge and late tobacco will be coming along, if weather conditions are right and frost holds off. The buyers are picking crops of binder quality, and are paying 30 to 35 cents, in many instances with fillers out at 10 cents. Among the sales for 35 cents straight, Ed Ellickson, John Egre, Marvin Smithback and Martin Strommen are in the section between Utica and Cambridge. Gust Owens near the East churches sold for 30 and 10 cents; Quale Brothers and Moen, west of Rockdale, 30 and 10 cents. Fred Nelson of Cambridge was one of the first to sell and got 30 and 10 cents. Nils Thorstad and Hans Christianson on Liberty Prairie sold, the first for 35 and 10 cents, and the latter for 30 and 10 cents. Clarence Bowen near Edgerton sold at 30 and 10 cents. The selective campaign was in full swing, especially in Dane and Columbia counties, during the latter part of last week. Soaking showers came in this section Friday afternoon and through the night. While the 1920 movement is absorbing the chief interest just now, there is also considerable interest shown in the remnants of 1919 tobacco, and several lots of bundles have arrived in the market. The price reported is 25 cents. The sale of nearly 30 cases of 1919 of the N. E. Nelson Northern packing represents a large deal; but one of the largest deals this year is the Farmers Warehouse packing of Rockdale and London 1918 tobacco, bought for the American Sumatra Tobacco Company by its leaf department representative, R. L. Henry, who together with J. A. Jenson, inspected the lot, the price of which was approximately $175,000.

From the Sun Prarie section it was reported that sales were made from 23 cents and upward. In the town of Oakwood, Jefferson county, Clarence Kump sold for 25 cents. He was among the first to sell. The movement during the last four or five days is an aggressive jump into the market rather than the beginning of a steady pull to lift the 1920 crop.

Mr. Schneider, of Philadelphia, Eisenlohr representative, is in the Wisconsin field.

O. C. Holtan, tobacco merchant of Stoughton, called in the Edgerton market last Saturday.

Henry Scott of Stroughton, representative of Rose & Wobbe Co., was in Edgerton last Monday.

Ben Meyer of New York, representative of the General Cigar Co., is in the state supervising the buying of the 1920 tobacco.

Albert Helmerichs of the G. J. Helmerichs Leaf Tobacco Co., St. Louis, was in the city last Monday and Tuesday looking over the field.

Ole Wixmoen, tobacco man of Viroqua, was in the southern part of the state this week.

This week will see the beginning of harvesting of Vernon's 1920 tobacco crop in a small way. Some of the very early crops are ready for the axe and spear. It is estimated that not over 5 per cent will be in the shed by the end of the week, but next week will see the beginning of the harvest in earnest. Continued cool nights are beginning to raise apprehension in the breasts of the anxious growers, but it appears that this spell of cool weather will be passed without frost. Around Viroqua, the buying movement is about over, it seems. Practically all of the desirable crops have been gathered in, and the sharp competition raised the price for very choice crops to even 45 cents, beating last year's high mark by five cents.—*Edgerton Reporter.*

Market Satisfactory—Conditions Considered

FLORENCE, S. C., August 28.—Tobacco market reports for Florence County, as received here are summarized as follows:Florence Market—

Sales — 456,357 pounds, $111,677.69 value, 24.47 average.

Timmonsville Market—

Sales—1,617,920 pounds, $428,827.23, value, 26.50 average.

Lake City Market—

Reports lacking.

Market Review: Large volume of green tips being offered, as the season draws to close. Because of the incessant rains, most of these are in poor condition, and not attractive to buyers. They thereby tend to pull down the market.

Generally the market appears much stronger, and considering the condition, is very satisfactory. Prices are holding up well for the run of the tobacco.

Putting the "Con" in Conyers

CONYERS, Ga., August 26.—Rockdale county contribution to the illegal cigarette tobacco tax fund amounted to $2,100, the collections being made by J. J. Hunt, special tax investigator, under the instructions, so he stated of Governor Dorsey.

There is a city ordinance in Conyers prohibiting the sale of cigarettes, and the furnishing of cigarette papers, more rigid than has ever been passed by any other town in Georgia. There has not been a cigarette sold in this city in several years, and the law prohibits the sale or giving away of cigarette papers.

Notwithstanding the ordinance, which is impartially enforced by the city administration, the special tax investigator reaped a rich harvest in Conyers, whose smokers are compelled to journey to Millstead, two miles distant, for the purpose of securing cigarettes and cigarette papers.

His 4,500,000th Cigar

Before quitting time came, Saturday, William Gadow, an old time cigar maker at Syracuse, N. Y., had finished his 4,500,000th cigar. He began to make cigars for Major William Auer, in Syracuse 43 years ago. And he has been on the job ever since.

"There was never any use of going anywhere else to work, other than the cigar shop.

"I never believed in knocking around from one place to the other; it never gets anyone anywhere. I have saved a little money from the trade. The saving comes from sticking to the one job."

TOBACCO STOCKS

	Bid	Asked
American Cigar com	124	128
American Cigar pf	78	85
American Mach. & Fdy	145	160
American Snuff	100	105
American Snuff pf	76	81
American Sumatra	84½	86
American Sumatra pf	84	90
American Tobacco	118	121
American Tobacco B	114	117
American Tobacco pf new	88½	89
Conley Foil (new)	20	24
Consolidated Cigar	74½	75
Consolidated Cigar pf	82½	85
General Cigar	63	65
General Cigar deb	75	82
General Cigar pf	90	95
Geo. W. Helme com	160	166
Geo. W. Helme pf	89	94
Imperial Tobacco	8	9
Johnson Foil	100	115
J. S. Young	130	160
J. S. Young pf	85	92
Liggett & Myers	135	150
Liggett & Myers B	130	138
Liggett & Myers pf	100½	102
Lorillard P	132	140
Lorillard P pf	95	105
McAndrews & Forbes	98	105
McAndrews & Forbes pf	75	82
Porto Rico Am. Tob.	110	118
R. J. Reynolds 'A'	70	90
R. J. Reynolds 'B'	36	40
R. J. Reynolds pf	99	101
Tobacco Products	65	66
Tobacco Products pf	82	85
United Cigar Stores	130	175
United Cigar Stores pf	96	104
United Drug	105	106
United Drug 1st pf	44¾	48
United Retail Stores	67⅛	68
Weyman Bruton pf	89	94
Weyman Bruton com	162	170

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[Thanks, Gold Medal Flour!]

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Over fifteen hundred large and small manufacturers *know* that the Model M Universal is a *paying investment* because they have compared the costs and results of hand-stripping with Universal Stripping.

One Universal strips as much tobacco as from two to three hand strippers—saving wages and space. The stock is better—no tears or curled tips—and very much less scrap.

Cigar-makers turn out from 35 to 50 more cigars a day when working with stock stripped and booked on the Model M Universal Tobacco Stripping and Booking Machine.

Get the facts about Model M Universal from our descriptive catalogue. Send for it and price list today.

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Leaf Tobacco Dealers

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

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Commission Merchants & Exporters

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WILSON, N. C., U. S. A.

Greater Success Associated with Tobacco in Georgia

Some Farmers Are Making Profits Ranging From $200 to $500 Per Acre—Experience, Diligence and Care Bring Proper Rewards—An Example at Blackshear—About 10,000,000 Pounds Will Be Sold in the State This Season—September 15 Will See Most of the Markets Closed—Two Trainloads of Georgians to Visit North Carolina to Meet Tobacco Men and Observe Tobacco Conditions—Good Work of the A. B. & A. Railroad and the Georgia & Florida Railway.

Only a few years ago Georgia ventured into the bright tobacco business. There were more people who looked pessimistically upon this crop than those who really believed in the business for Georgia. The Georgia growers admitted that they did not go into the business at first because they really liked the business or wanted to go into it, but most of them went into the business because they were about to be forced away from their oldest idol—cotton. Last year was very unfavorable and on account of adverse weather conditions, the price was low and there was a big cloud of doubt cast over the baby industry in Georgia. A large number of farmers who up until last year's crop had been sold, had been fairly enthusiastic and strongly supported tobacco, began to weaken. Some growers gave up, but the majority stuck to tobacco because they had faith in the noble week. Now they are glad they stuck.

The average price received for tobacco sold July last year was about 19c. This year the average price for July was 31½c, which was 12½c per pound above last year's average. Last year the sales for July included a very large amount of the better grade of tobacco. This year there was very little of the best tobacco sold in July, so that the average is really higher than the actual price indicates.

The prices have held up well through August with a slight decrease about the middle of the month. On account of a slight weakening of the market the average for August will be a little below the July average. Green tobacco has cut the average price more than any other one thing. There has been a tendency for a good many farmers to harvest tobacco that should have stayed in the field a few days longer. Some allowance should be made, however, with inexperienced labor. Considerable progress has been made, as is evidenced by the general improvement in the quality of the weed offered for sale this year as compared with last year. Profits of $300 to $500 per acre are not unusual this year, while last year such profits were rare. Most of the farmers who gave their tobacco careful attention have made a satisfactory profit.

A very good example of what expert knowledge means was shown at Blackshear, Georgia. One week a record was kept of tobacco sold which had been grown under the direct supervision of experienced tobacco growers and compared with tobacco sold by men who had not had the benefit of expert help. The tobacco grown under expert supervision averaged 10 cents per pound more than that grown without supervision. The 10 cents did not represent all of the profit derived from expert knowledge. With proper kind and amounts of fertilizer and proper topping the maximum yields of good tobacco were obtained. Not all of the men who had no expert help were inexperienced; in fact, most of them had grown tobacco one or two years. More than one or two years are required to learn the fine points of the game. If the above record had been a comparison of sale of tobacco grown under expert supervision as compared with the sale of tobacco grown by new growers without expert help the difference in price would have been much greater.

The buyers of the leading tobacco companies are very well pleased with the grade of the Georgia weed.

About 10,000,000 pounds of tobacco will be sold on the Georgia markets this season. The bulk of the crop has been bought by the Imperial and Export Companies. The Imperial Tobacco Co. is shipping tobacco to their large redrying and stemming plant at Tifton. This beautiful plant, which was erected at a cost of about $250,000, began operating August 16. About 300 stemmers are now employed. When the plant is running full capacity about double this number will be employed. The redrying plant at Fitzgerald has not operated much yet, although about fifty stemmers are employed. It is expected that this plant will be running full capacity at an early date. The redrying plant at Douglas is using a number of stemmers and expects to be running full capacity soon.

That there is a great deal of interest in tobacco in new sections where little or no tobacco is now grown is manifested by the numerous requests for tobacco meetings.

The A. B. & A. Railroad and the Georgia & Florida Railroad will each run a Tobacco Special through eastern North Carolina about the middle of September for the benefit of Georgia tobacco growers, business men and others who are interested in tobacco. This is a splendid opportunity for Georgia farmers to study old tobacco markets first hand and to talk with farmers who have made tobacco a lifetime business. Trips will be made to the tobacco fields, where there will be splendid opportunity to see how tobacco is handled in the field, curing barn and pack house, where tobacco has been grown successfully for generations. Wilson, Rocky Mount and other points will be visited. Money invested

in a trip of this kind will bring handsome returns to Georgia farmers who expect to grow tobacco next year. The difference between success and failure is the difference between the man who knows and the one who does not. It is cheaper to pay $100 for the experience of 100 men for 50 years than to spend several thousand dollars and a lifetime getting the same experience yourself.

W. H. Leahy, G. P. A. Augusta, Ga., is in charge of the Georgia & Florida special, and W. W. Croxton, P. T. M. Atlanta, Ga., is in charge of the A. B. & A. special. These two roads and their agents have done a good deal to put tobacco on the map in Georgia. It is hoped that a large number of farmers will take advantage of the opportunity offered them.

Georgia tobacco growers will find it a wise proposition if they will examine their fields carefully for disease. Fields of tobacco that are affected with root rot, wilt or root-knot should not be planted in tobacco next year. A rotation of crops will help to keep down disease. If there is any root-rot in a field of tobacco this year, the chances are that there will be more of it next year if tobacco is planted on the same field. Some fields of tobacco are affected with root-knot which is caused by nematode, or tiny ellworms, which bore into the roots. These little worms, though scarcely visible to the naked eye, cause the roots to develop galls or swellings which vary greatly in size, but may become very large. The growth of the plants is retarded and when the disease is severe the leaves of the plants may turn yellow. A great many crops are subject to injury from nematodes, including tomatoes, watermelons, cantaloupes, cabbage, soya beans, and all varieties of cow peas except Iron and Brabham. Therefore, if it is known that root-knot is present it is not good practice to plant tobacco after these crops.

Disease decreases the yield of tobacco and lowers the grade. Therefore, every precaution to prevent disease should be used.

E. C. Westbrook.

The Idea Originated in Fitzgerald

Fitzgerald, Ga., August 25.—A number of tobacco growers are arranging to to join a party being made up by the A. B. & A. Railway to visit the Carolina tobacco markets during September to learn of their methods of marketing and handling tobacco. A solid train of sleepers is to be made up here to convey the entire party, which will gather here from the various tobacco counties of South Georgia. Incidentally, an effort will be made to interest Carolina tobacco growers in the possibilities of the tobacco industry in South Georgia and the opportunities which are open to posi sible settlers. Land exhibits will form part of the display which will be carried on the train.

Tobacco Money Becomes Important

Douglas, Ga., August 28.—The Douglas tobacco market will reach high water mark in its sales this week. Information is that the market including both big warehouses, have averaged this week daily sales of 150,000 pounds each day, and the prices have been good.

The tobacco industry in Coffee County makes a wonderful difference in activity and money matters during the dull summer season, as crowds gather into Douglas every day from several adjoining counties, bringing their products to market. A great many of the farmers are paying up their debts out of the sales from tobacco, and many more are making deposits in the local bank. The market has been so satisfactory this year that the acreage will be considerably increased next year and a great many people are now making arrangements to come from other sections to Coffee County to grow tobacco another year.

Up to Date Improvements at Snow Hill

Kingston, N. C., August 28—About $150,000 has been expended by the tobacco interests at Snow Hill in preparation for the coming sales season. A warehouse has been erected at a cost of $50,000. A redrying plant has been built at a cost of $50,000. A large storage warehouse has been constructed. All warehouses have been repaired. Better loading facilities for shipping the product to manufacturing points have been installed. The Snow Hill market paid the third highest average price in the belt last season, according to department of agriculture figures. The town will sell several million dollars' worth of the weed this fall. Parts of several counties will patronize the market.

The Biggest Week at Lumberton

Lumberton, N. C., August 28.—This has been the biggest week of the season on the tobacco markets of Robeson. More than a million and a half pounds of the "weed" has been sold on the four markets in the country this week, and while prices on same grade have not been satisfactory to the growers, the better grades have sold well. Some farmers have sold tobacco for as high as $70 the hundred and more than a half-million dollars has been paid out to the tobacco growers this week alone. The crop will be practically sold by the end of next week. The markets will remain open for some weeks yet, however.

High Priced Leaf at Timmonsville

Timmonsville, S. C., August 26.—High grades of tobacco are continuing to bring excellent prices on this market. Quite a lot of it was sold this week for 83 cents a pound. The warehouses are full each day and the sales continue until late in the evening. It is said that a great deal more tobacco is being sold in this market than ever before.

Tobacco Barn Burned at Yanceyville

Yanceyville, N. C., August 27.—A large barn of tobacco on the farm of Mrs. Livingston Brown, near Yanceyville, was burned Monday afternoon. The fire occurred about 5 o'clock in the afternoon. The barn was filled with very fine tobacco.

Albright Has Some Fine Tobacco

Dan M. Albright, a prosperous and progressive farmer living about seven miles south of Greensboro, N. C., brought to the *Daily News* office in Greensboro, Thursday, a tobacco leaf measuring 33 inches long and 21½ inches wide which was plucked from a stalk on his farm. The specimen was well-nigh perfect. Mr. Albright said he has 12 barns full of this kind of tobacco, each of which, he has been told by buyers for big manufacturers for tobacco products, is worth $1,000. The type is Harrison's prolific, a bright tobacco used for cigarette making. Commenting, the *News* says: "This farmer's crop of this type of tobacco consisted of 10 acres, on which the stalks grew higher than the average man could reach. The stalks had from 18 to 24 leaves each. Mr. Albright is now curing his fine weed, probably the best in this section.

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INCORPORATED

Leaf Tobacco Dealers

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Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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Cable Address: THORPE.

Established 1886

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TRADE T. R. MARK REGISTERED

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
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DANVILLE, VA., U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

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GREENVILLE, N. C., U. S. A.
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Leaf, Strips, Scraps and Stems
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Gensior Tobacco Co., Inc.

To help our customers establish themselves on the enduring foundation of satisfactory goods is our way of building for the future. We aim to help them enlarge their business and find our reward in their increased need for our goods.

In the years gone by we built for today; today we are building for the years to come. We know of no one who regrets his dealings with us. There is happiness and solid satisfaction in our method.

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We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

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ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

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ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
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Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.
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To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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INC.

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Conditions in Forsyth County

Farm Demonstration Agent R. W. Pou states that in some sections of Forsyth County, North Carolina, the rainy weather of the past few weeks has played havoc with the tobacco crop. The greatest damage has been done to tobacco that was about matured. The farmers, he says, have been unable to gather and cure the lower leaves fast enough to keep them from rotting. Late planted tobacco, he says, has not been hurt very much because of its immaturity. However, all tobacco has grown a rank green weed and is now needing sunshine.

"Tobacco on rich land that has been heavily fertilized," Mr. Pou says, "has suffered more than that on poorer land with a small amount of guano. Rich land tobacco will probably be a little coarse, although bright sunshine and dry weather for a while now will make a big change on the crop."

In some places, tobacco wilt has almost cleaned up fields. Three acres of one farmer's crop is almost a total loss. Fire blight is also damaging the crop in some sections. Both plant diseases are aggravated by extreme wet weather such as has been experienced during the past few weeks. However, Mr. Pou is quoted by the *Twin-City Sentinel* as saying that he does not expect wilt and blight to spread to any great extent this season, as the crop is too near ripe. As a precaution for next year's crop, he urges the farmers to watch carefully all fields and plant beds where there is the least trace of the two diseases and to keep tobacco as far away as possible in the future.

Notwithstanding that there will be some loss because of the rain, the demonstration agent says Forsyth County will have an enormous yield of tobacco because of the increased acreage. In this connection he urges the farmers to be careful and keep from rushing the crop on the market. He urges systematic marketing so as to hold the price at as near a uniform figure as possible.

A Banner Crop in Central Virginia

Plummer F. Jones, owner of the New Canton, Va., tobacco warehouse, reports that the crop of dark tobacco now growing in central Virginia is the largest and the finest ever known in Virginia. It will be harvested September 1 to September 30, and will be sold beginning December 1, the season lasting through March.

"Growers will not expect the prices of early last season, but will want enough to offset the high prices of fertilizers, and farm machinery, and the high cost of labor. Neither growers nor buyers seem to know anything whatever as to what the prices will be this winter."

High Prices Prevail in South Carolina

RICHMOND, Va., August 28.—The opening sales in the markets of Eastern North Carolina, which were to have been pulled off next Wednesday, have been postponed until Tuesday, September 7. This action was taken at the request of some of the big buyers and the reason for their request was the lateness of the South Carolina crop, the bad weather for marketing in that State and the consequent extension of the selling period there. All of the Eastern North Carolina markets will be opened therefore on September 7, and the warehousemen of that region say it is safe to predict that every warehouse in the territory will be filled to overflowing on the opening day, and weather permitting, the sales will be enormous all of the first week. It is still claimed that the farmer of East Carolina have made the largest and finest crop of brights they have ever cut.

The offerings in the South Carolina markets were very heavy all of last week, and there was no weakening in prices, the average paid being as high as it has been at any time this season. One Richmond buyer, who is doing the South Carolina markets, writes his house that he saw nothing last week go under $10 per hundred, and pile after pile, even row after row, sold right along for from $40 to $50 per hundred,

Tobacco Growers Are Praying for Sunshine

PETERSBURG, Va., August 28.—The reports that come in from Southside Virginia and from all parts of the territory in which the dark and brown shipping tobaccos are grown, are to the effect that the damage to the growing weed has been very great, and unless this week shall bring clear skies and hot weather, the loss this year will be immense. Similar reports come from the sun-curing region around Richmond.

A Blue Tinge to the News

Richmond tobacco men were made a little blue by the reports that came in last week from the regions of Virginia and North Carolina that grow the bright tobaccos. These reports of damage done by too much rain were mainly from the Old Belt, the damage in Eastern North Carolina being slight and only in spots.

In the counties of Mecklenburg, Halifax, Charlotte and Pittsylvania, in Virginia, and in Caswell, Person, Rockingham, Alamance, Orange and Granville, in North Carolina, the damage has been pronounced and taken as a whole, the value of the crop has been materially reduced.

However, the Richmond experts say bad news, especially about crops, and more especially about tobacco crops, is always exaggerated at first, and then there is always "a lot of come out" in tobacco even up to the hour of cutting, and a few days of fair weather and bright skies would go a long way towards repairing the damage that has undoubtedly been done to the bright tobacco throughout the Old Belt.—*Richmond Times-Dispatch.*

Greenville to Run Triple Sales

GREENVILLE, N. C., August 26.—The opening of the tobacco market here has been postponed until September 7. This gives the buyers another week in South Carolina and Georgia, also, it allows farmers a week more to finish curing and get some grading done. There was a big crop this year but much had been lost for want of labor, barn room and sticks. The crop will be about the same as last year in pounds. Fairly good cures have been made but much had dried on the stalk. Good prices are expected though few expect as high as last year though no one can give any reason why. Greenville will run triple sales this season.

Farmers Will Meet in Wilson

WILSON, Aug. 28.—A call has been made for a meeting of the farmers of Wilson and the adjoining counties to be held in the Wilson courthouse Wednesday, September 1, at 10:30 a. m. The uncertainty of tobacco prices and other matters of vital interest to the tillers of the soil will be discussed.

Douglas Market Remains Open

DOUGLAS, Ga., August 27.—The Douglas tobacco market sold 100,000 pounds today. The highest price paid was 75 cents.

Douglas will be open all next week and will be the last market in Georgia to close.

ANTI-ANTIS

GEORGE H. CAROL

Although the front pages of our dailies were, until very recently, profusely decorated with headlines proclaiming Liquor's dying struggle to save itself from sinking forever into the sea of oblivion, we already hear faint rumors of a plot to pitch another victim into the deep.

If stray newspaper articles, or pamphlets, and an issue of *Life*, devoted entirely to a protest against this scheme, may be accepted as storm signals, it is advisable for Tobacco to keep a well-built life preserver within easy reach.

The question is, just how seriously should these omens of a new reform be taken? Common sense and reason tempt us to listen to them with a confident air of jocularity, but an experience which we may hardly yet include among our past reminiscences challenges this attitude of indifference.

Not so very many years have elapsed since the time when the average occupant of an American bar-room, one foot resting comfortably upon a shining brass rail, emitted loud peals of laughter when told that at some future date he would be unable to purchase, borrow or steal an intoxicating beverage of any kind (or even "2.75")! Yet today this same average gentleman (unless he is so fortunate as to have in his cellar a plentifully stored source of warmth, other than coal) greatly regrets the hilarity with which he greeted, some years ago, the seemingly pessimistic prophet, and he will find that time, far from healing his sorrows, will make the tears flow more abundantly as the years roll by.

Have we the right, then, to smile at these remote but perceptible rumblings, or shall we insure ourselves against a sudden shock by preparing to hear the lightning crash?

I believe that we not only have the right to treat these threatening sounds lightly, but that it is our very duty to do so.

What is the logical thing to do when a small child attempts to irritate us by constantly repeating some teasing phrase? Every sensible person knows that upon lack of attention from the object of his persecutions the teaser will presently cease his vexatious remarks, running out in the yard instead to play with the cat or some other creature not endowed with intelligence to ignore him.

I think that this same policy will thwart those Anti-Tobacco Leaguers who are already beginning to taunt us with their threats.

The whole movement is undoubtedly due to the success of the Prohibition campaign, for since the "professional" reformers see with what comparative ease Alcohol was made to depart from our midst, they are heartily encouraged to place Nicotine, too, upon the obituary list. With the help of a little patience they believe that another "Anti" victory may be gained.

It is this attitude of theirs which we shall use as our first argument against the Anti-Tobacco movement. If such a catastrophe as the successful (from the viewpoint of the "Antis") outcome of this absurd movement should ever strike us, would this not give to the reformers many times as much ambition as they already have to point a forbidding finger at some other "evil"? Granting that the abolition of Tobacco would take approximately the same number of years as has the putting to death of Alcohol, it can readily be seen that the habit of reforming would become such a fixed one with those who practice it that they would find it practically impossible to abandon their favorite pasttime.

Admitting that Man would in all probability be a slightly healthier animal minus the pipe, cigar and cigarette, there is naturally some provocation for trying to do away with these utensils of enjoyment, but can we say that they are the only agents that unnecessarily send customers to the doctors and embalmers? No, there are any number of other tasks which the "Antis" might undertake after boarding up the United Cigar Stores and whatever competitors the latter may have.

For instance, the well-known verse, beginning, "Early to bed, early to rise," immediately offers an excellent suggestion. Why should we not make a law compelling all citizens to retire promptly at 10 p. m., granting special permits for staying up late to night-watchmen, students and others with nocturnal occupations? I am sure this would put a rosy bloom upon the cheek of many a sallow-faced man (the women, of course, experience no difficulty in acquiring a healthy-looking complexion)!

Naturally such a law would necessitate the shutting up of cabarets, theatres, movies, etc., but as the physically and morally evil influences of these institutions have been only too frequently pointed out, their destruction should probably be taken for granted, anyway!

How many people would be saved from a premature trip to the grave if they were only prevented from being exposed to the dangers of wet feet! This could undoubtedly be arranged with comparative ease if every policeman were instructed to arrest all persons discovered on the streets without rubbers on a rainy day, and if the judges were permitted by law to fine the prisoners so heavily and to reprimand them so severely that they would never offend in this manner again!

Then, again, we all know in how much better condition the human stomach would be if it were not overloaded with ice-cream sodas, increasingly complex sundaes, candy, and other foods that cater principally to the palate. Of course, these foods are practically harmless when taken in moderation, but as one of the principal human failings is the inability to avoid excesses, it is evident that the only thing to do is to place the forbidden fruits out of the reach of sinning Man!

Even the staunchest of the Wets cannot deny that there is no lack of good, logical arguments in favor of Prohibition, in spite of all that may be said against it, for the damage resulting from the excessive consumption of Liquor is a great deal more than a matter of impairing the physical condition of Man's body! Intoxication has ruined the lives of a countless number of otherwise good men, has broken up thousands of homes, and has brought misery and wretchedness to millions of innocent women and children.

But to indict Tobacco with this charge on even the minutest scale requires an extensive stretch of the imagination, indeed!

There is something to be said about the proposed abolition of smoking which, though it does not deal directly with the habit itself, is of a most vital and serious nature, and it is, perhaps, the chief reason why we should fervently hope and pray that our legislative body will never make Tobacco the subject of a new amendment to the Constitution.

What men there are, in these United States, who oppose smoking, form such an insignificant minority that they are scarcely worth the effort of mention, to say the least; and although a far greater number of women may be included in the lists of the "Antis," on the whole, the opposition is composed of a ridiculously tiny group of American citizens. Unless common sense suddenly loses its grip upon the inhabitants of our country, there is little reason to believe that the ranks of the Tobacco reformers will be appreciably swelled in the near future. If then, in spite of this, an Anti-Tobacco bill receives the assent of our Congressmen, it would furnish the clearest proof that the American people are not represented by the men whom they select to express their will. The consequences of such a realization in the minds of our people, and the splendid opportunity for action which this would give to those radicals who are even now striving to undermine our institutions, eagerly searching for more fertile fields in which to sow their poisonous seeds of destruction, are only too evident.

Even the promoters of the Anti-Tobacco movement can say little more than that smoking, when practiced in excess, is physically harmful. What is there in life the excess of which is not harmful, more or less, in one way or another? Any personal habit whatsoever may be abused, and if the reformers must have something to do, their duty should be to teach moderation.

It seems evident, therefore, that those people most in need of reform today are the reformers themselves! Anti-Antis!

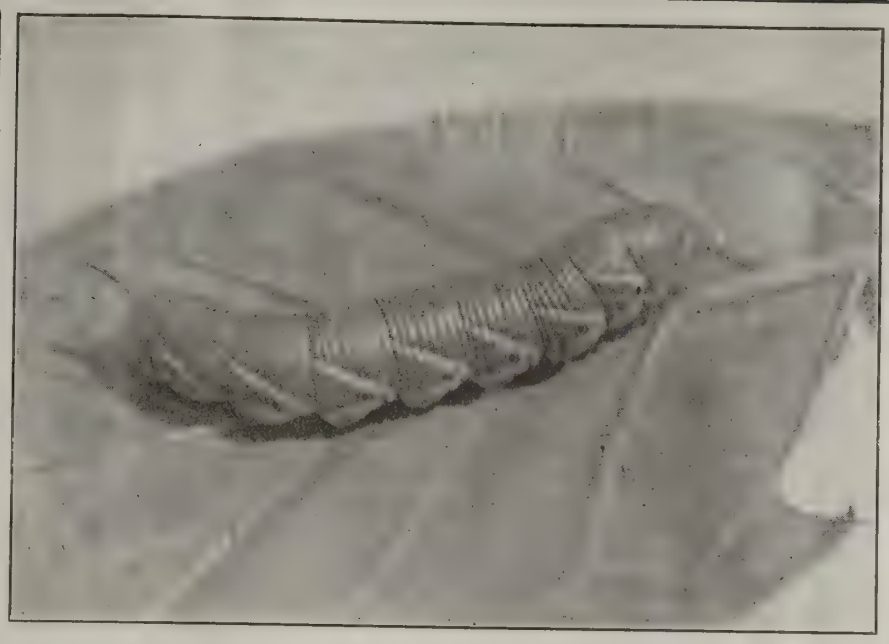

Photo supplied by Otto Olson of Ephrata, Pa.

The Pestiferous Tobacco Worm

What the depicted pest is to the grower, anti-tobacco agitation may be to the dealer

The New Philadelphia Office of Wertheimer Brothers, Its Personnel and Part of the Delivery System

The photograph shows three of the five auto trucks which carry El Dallos from the new Philadelphia office, 1002 Race Street, to awaiting distributors. Standing in the doorway can be seen, on the top row, Manager J. C. Thompson for many years the Western representative but now in charge in the City of Brotherly Love. Beside him is F. H. Echternach. At the left are George I. Brest and William H. Hahn. Standing at the extreme right is A. A. Drucker.

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INC.
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We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

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We solicit your orders and will give same prompt and efficient attention.

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OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
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Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

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Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

Kentucky Tobacco Markets

LOUISVILLE, August 28—Sales of tobacco on the market here this week were fairly heavy, amounting to 773 hogsheads, and rejections of 26 per cent of auction sales were smaller than those of last week. Sales the same week of 1919 were 1,116, in that of 1918, 446, and that of 1917, 133. Receipts this week were 1,000 against 1,264 and 389 for the like weeks of 1919 and 1918, respectively.

Total sales to date this year have been 36,474, against 39,935, 48,724, and 36,187 for the like periods of 1919, 1918 and 1917, respectively. Sales of 1919 crop leaf to date have been 32,487, of which 26,912 were original inspections. At the same time last year 41,419 hogsheads of the 1918 crop had been sold, of which 36,011 were original inspections.

Reports received from various ports of the state are not too encouraging.

Classifications of This Week's Sales.

	Old Crops	1919 Crop	Total
Burley	87	643	730
Dark	...	43	43
	87	686	773

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	6,927	27,488	34,415
Dark	301	1,758	2,059
	7,228	29,246	36,474

Classification of Sales to Same Date in

	1919	1918	1917
Burley	34,972	44,569	32,532
Dark	4,963	4,155	3,655
	39,935	48,724	36,187

Comparisons with Previous Years

	1920	1919	1918
SALES—			
Total sales of new crop to date	32,487	41,419	51,987
Sales of new crop to date. Original inspection	26,912	36.011	47,446
REJECTIONS—			
Rejections this week:			
Burley	177	....	....
Dark	21	....	....
Total	198	127	18
Percentage of rejections to auction sales:			
Burley	25	....	....
Dark	53	....	....
Total	26	19	10
REJECTIONS, Jan. 1 to date:			
Burley	8,763	....	....
Dark	443	....	....
Total	9,206	6,765	5,502
RECEIPTS—			
Receipts this week	1,000	1,264	389
Receipts, Jan. 1 to date	29,734	38,897	44,449

Board of Trade Weekly Reports

LOUISVILLE, August 28.—The Tobacco Board of Trade reports as follows:

Tobacco Sales for the Week and Year to August 27, 1920.

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	106	..	106	3,088
Kentucky ...	323	11	334	9,086
Main Street.	56	..	56	5,550
Planters-Farmers ..	143	8	151	7,163
Tenth Street	101	5	106	5,039
Louisville ..	19	1	20	6,548
	748	25	773	36,474
Year 1919			1,116	39,935
Year 1918			446	48,724
Year 1917			133	36,187

LOUISVILLE OFFICIAL QUOTATIONS

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark—Manufacturing
Trash, (green or mix.)	4 @ 6	— @ 7	9 @ 11	6 @ 7
Trash, (sound)	7 @ 9	9 @ 11	11 @ 14	7 @ 8
Common Lugs	9 @ 12	11 @ 14	14 @ 17	7½ @ 8
Medium Lugs	13 @ 17	14 @ 17	19 @ 24	8 @ 9½
Good Lugs	18 @ 22	22 @ 25	35 @ 40	9½ @ 10½
Common Leaf, (short)	12 @ 14	16 @ 20	18 @ 22	8 @ 9½
Common Leaf	15 @ 18	20 @ 22	24 @ 28	9½ @ 12½
Medium Leaf	22 @ 25	25 @ 28	30 @ 35	14 @ 16
Good Leaf	30 @ 35	38 @ 42	40 @ 45	18 @ 20
Fine and Selections	40 @ 45	55 @ 60	60 @ 65	22 @ 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, *Secretary.*

Paducah Market Report

PADUCAH, Ky., August 27—Loose deliveries have continued during the past week, but not so heavy as during the past two weeks. Prices are about the same as last week. Practically every thing selling is of the low and common grades, and there are still buyers taking the offerings freely.

A few parcels of medium to good leaf have sold on the loose floor at prices ranging from 18 to 23 cents. Otherwise the common and low leaf ranges from 7 to 12 cents. Lugs sell from 2½ to 6 cents. The tobacco coming to market is very dry and shows damage from hanging in the barn and has greatly deteriorated.

The Planters Protective Association sold 51 hogsheads of good common to good leaf this week at prices ranging from 14 to 28 cents. This lot consisted largely of the better grades that have been prized by the Association. They have sold no lugs or low and common leaf so far, and haven't arranged for any definite sales, but are waiting until more of their stock has been put in hogsheads and gotten ready for market.

The growing crop is looking well, except the earlier plantings that are ripening are suffering from rust or black fire. Can't say to just what extent this damage goes, but the complaints are universal and the indications are that the damage will be great. This trouble seems to be only with tobacco that is ripening and we hope that reports are exaggerated. We are having rather too much cool weather on the growing crop and no doubt the excessive moisture and cold weather will have much to do with this trouble.

Some Hot Nights Needed

HARRODSBURG, Ky., August 29.—Nearly every day for the past two weeks rain has fallen in some section of the county and the past week the unseasonable cold has worked havoc with tobacco and corn. Much forced cutting is being done by the growers to salvage what they can of their crops and it is reported that several have abandoned their tobacco patches. Farmers say that if they don't get some hot nights pretty soon the corn and tobacco will be damaged very materially. William Toomey, who lives at Salt River, reports much damage due to Monday night's frost.

Fleming County's Best Crop

FLEMINGSBURG, Ky., August 29.—The farmers are busily engaged at this time in cutting and housing what seems to be the best crop of tobacco ever raised in Fleming county. Outside of the tobacco crop everything else on the farm is rather quiet at this time, the other crops besides corn and tobacco having been harvested and there being nothing to do with the corn at this time.

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We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Second Convention Called

LEXINGTON, Ky., August 26.—A second convention of Burley tobacco growers will be held here, September 30, to act on plans prepared by John W. Newman, E. M. Mansfield, Victor Bradley, O. C. Chapman, David Prewitt and Martin L. Harris, the committee designated to organize the Burley Tobacco Growers' Association. Having completed its preliminary work, the committee, to-day, issued the call for the convention.

As suggested by the committee, the articles of incorporation provide that control of the association shall be entrusted to a board of directors of not less than 10 nor more than 25 members. These will be elected at the meeting September 30, and will serve until the first annual meeting of the organization, the first Monday in March, 1921. Annual elections of directors will be held yearly thereafter.

The board of directors will elect a president, first vice-president, second vice-president, and an executive committee of four, which, with the president, carry out the directions and orders of the board. A secretary and treasurer also will be elected at the annual meetings.

Headquarters of the association will be established at Lexington. An executive secretary, the only paid official of the organization, will be on duty in the Lexington office.

The association, according to the proposed articles of incorporation, will have no capital stock. Its limit of indebtedness is fixed at $100,000.

David Prewitt, John W. Newman and Judge George Webb, temporary counsel of the association, were elected a subcommittee to complete arrangements for the ratification meeting to be held September 30.

The articles will be filed immediately after the meeting by men chosen as incorporators in the convention. A huge membership drive that will include Burley counties in Indiana, Ohio, Kentucky, West Virginia and Tennessee will follow.

Kentucky Farmers Not Discouraged

LEXINGTON, Ky., August 30.—In a summary of crop conditions in Kentucky, the Lexington *Herald* says:

"From everywhere over the state come reports of excessive rain, crops damaging for want of sunshine, and tobacco being cut to save it from rust and wild-fire, spread at an increased rate by the continuous rainfall. The soil is too wet for crops to make their best growth, and the temperatures have been too low. More sunshine and higher temperatures are needed to stimulate the growth of crops and to hasten maturity, especially in the case of the late planted fields, which constitute so large a part of this year's prospects. But farmers are by no means worried over the outcome; in fact they are very optimistic, for where one crop has been curtailed, there is hope that another will have a bumper year.

"Cutting of burley tobacco has begun, in some cases on account of the epidemic that has wrought such dreadful damage already, and in others because it is ready for the knife. The yield is not expected to be any record-breaking amount, as might have been expected a few weeks back, but it will probably be a pretty fair one. The rain has continued with fearful results in the burley district, damaging the crop to a great extent."

The Outlook Around Greenville

GREENVILLE, Tenn., August 28.—Regarding Burley tobacco crop conditions in the Greenville section of East Tennessee, Fred. H. Austin, secretary and treasurer of the Austin Co., Inc., says: "To start with, we have an increased acreage, from 10 to 35 per cent in the various counties, with a total increase of 25 per cent over the entire section. There is perhaps 60 per cent of the crop looking very promising, good size, smooth clean growth, while 40 per cent of the crop is uneven and ragged looking, has never grown right from some cause, no one seems to be able to account for it, exactly.

"For the past 30 days we have had rain almost daily, which is now beginning to look serious on the crop. Being so near cutting time, lands that are not well drained and in swags, the bottom leaves are beginning to rot. If the weather clears up right away we hope for a big per cent of good and fine tobacco. Plenty of sunshine now will soon ripen and mature the plants. This will also save the crop from being wild, thin and light weight. So you see much depends upon clear weather, as to the maturity of our crop. We are urging all the farmers to let the crop stand, to get at least one week sunshine before cutting, even if they lose a few of the bottom leaves.

Record Price for Tobacco Land

RICHMOND, Ky., August 29.—W. C. Weaver sold his growing crop of tobacco last Saturday at $70 per hundred pounds all around. There is 1½ acres in it and it is the first sale reported of the 1920 crop. The purchaser was from Bourbon county near Paris, who pronounced it exceedingly fine.

The residents of Buffalo in this county are beginning to cut their tobacco this week. A number of producers are busily engaged. The loss as a result of rust will not be as great as anticipated. The recent rains have greatly injured the crop and it will be anything but inferior and the farmers are quite jubilant over the prospects.

The finest and highest priced land was sold here Thursday. D. A. Thomas sold the Roy Taylor farm on the Cottonburg pike 20 acres in the boundary brought a total of $11,340 selling in tracts as follows: six acres at $490 an acre; 2 acres at $600 an acre; 12 acres at $600 an acre. This is undoubtedly a record price for Madison county land, located ten miles from the county seat. It is said to be exceptionally fine tobacco soil.

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Storage Capacity 5,000 Hogsheads
Proprietors of Red River and Ryman Warehouses
REASONABLE RATES

Reduced Possibilities of Export

In Louisville, last week, G. O. Tuck of the International Planters' Corporation, was quoted by the *Courier-Journal* as saying:

"European and other countries are resuming production after the curtailment of the war period. There are three crops of Java and Sumatra tobacco, held back by the war, now being marketed from Amsterdam.

"There is little prospect for the return of foreign demand for American tobacco on the abnormal scale existing during the war. In the war period tobacco was regarded as a necessity abroad, particularly for the soldiers, but now it is regarded more or less as a luxury. Consequently Europe, to help restore the balance of trade, is buying as little leaf as possible.

"There is practically no activity in the tobacco export business now. However, one looks for improvement, possibly in the autumn. The foreign demand may return gradually to the level of pre-war days at least."

High-class tobacco of the 1920 crop should sell at good prices, but not as high as those obtained last season, Mr. Tuck said. In fact, he expects everyeverything, including tobacco, to become cheaper.

"I think growers should take a reasonable view of the price situation, considering present unsettled conditions in the world, and not be disappointed if they fail to realize the enormous prices obtained the last four or five years for their tobacco.

"Dealers in tobacco generally would rather see good prices existing, as there is usually more activity and more money to be made when prices are high. I think a good normal crop of tobacco is to be desired, but it would have been better this season if the farmers had produced a more diversified crop."

Wet Weather and Wild Fire

NICHOLASVILLE, Ky., August 29.—"More sunshine" is the cry of the farmer this week, after the many hard rains of the two previous weeks. The heaviest rain in months fell last Saturday, the water standing on the pavements in Nicholasville several inches deep. It is the general opinion that unless several days of warm weather are had next week tobacco will be badly damaged and corn and other crops will also rot.

Tobacco growers are very much discouraged over the present conditions; wild fire seems to be spreading over the county, this being attributed to the recents rains and winds. The damage to Jessamine county crops cannot, however, at this time be estimated. Almost every farmer reports his crop badly damaged by wild fire and rust.

One-fourth of the Crop Affected

PARIS, Ky., August 29.—Tobacco cutting is on with full speed and is rapidly finding its way to cover. Fully one-fourth of the crop is affected by rust and wild fire and will hardly be worth housing and stripping. Farmers are paying from $4 to $6 per day for extra men to house the crop. There will be much fine tobacco in the county.

Heavy rains fell Friday night and grass is growing rapidly. Early fall grazing, coupled with a fine hay crop, will make cattle feeding more promising than a year ago.

Bourbon county is maturing the best crop grown in years, which will largely make up the deficiency in the damage resulting to the tobacco crop.

Storm Damage Amounts to $10,000

WILLIAMSTOWN, Ky., August 28.—A storm which swept the south end of Grant County late last night in the Lawrenceville neighborhood, caused $10,000 damage. One hundred acres of fine tobacco in the field was cut to pieces by hail. The crop in Grant County this year is said by experts to be the finest ever raisel in this section and will amount to at least 6,000,000 pounds.

Tests at the Kentucky Experiment Station

A report of the Kentucky Experiment Station, just issued, serves to demonstrate the good work that is being done for the farmers through the experiments by which the best and most economical methods of agriculture are determined. Every year many experiments are made by which the farmers are taught more and more of the practical, business side of their work. The worth of these experiments is well illustrated by some of the results obtained during the last year's work.

The station has been making tests for several years attempting to find the best way of curing tobacco. They have done enough work to show that as high a grade of leaf can be obtained through flue-curing as by air-curing. This is particularly valuable during times when the climatic conditions for curing are unfavorable. The tobacco cured by this method has the same appearance as the open-fire-cured weed, and does not have so pronounced an odor of smoke. Any kind of fuel may be used for the flue-curing process.

Interest has been aroused in various sections as to the possible effect of electrification of the soil upon crop production. A joint experiment is being conducted by the departments of agronomy and horticulture to determine the effect of soil electrification upon tobacco and upon sweet corn, tomatoes, beans and potatoes. This trial has been in progress but one year and the report is necessarily limited. Green beans yielded at the rate of 50 pounds on the non-electrified areas and at the rate of 52 pounds on the electrified area. The yield of marketable tomatoes on the non-electrified area was 434 pounds, and on the electrified area 337 pounds. The yield of culls was practically the same on the two plots. Potatoes yielded 13 bushels on the non-electrified area and 14½ bushels on the electrified area. The yield of tobacco on the non-electrified area was 1,220 pounds per acre and on the electrified area 1,560 pounds to the acre. The result for the present season should not be considered as being conclusive as a continuance of the trial for a number of years is necessary in order to ascertain the effect of soil electrification, if there is any.

Beginning the Tobacco Harvest in Tennessee

PURYEAR, Tenn., August 29.—Farmers have begun to cut tobacco and the work is being prematurely hastened owing to the threatening damage by rust. This is a new disease in this section and planters are unable to cope with it.

Reports from other sections are that the disease continues after cutting and the leaves decay and fall from the stalk after being housed.

Sticking to Tobacco

Tobacco has made the Carolinas rich. It will make South Georgia rich if the farmers stick to it. But the men who share in these riches will not be those who allow one or two poor crops and two or three spoiled barns of leaf to discourage them. They will be the men who realize the worth of the crop and who stick to it through early discouragement until they learn to grow and market it. It is the man who sticks who wins. The get-rich-quick fellows are always victims. It will be the men who stick who will win in tobacco growing in this territory.—*Tifton Gazette.*

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Short Stories of the Trade

Walter W. Bock, proprietor of a tobacco store at 697 Woodward avenue, Detroit, committed suicide in a rented room at 805 Cass avenue early Sunday morning. Beside the body was a note in which Bock requested that his wife, Mrs. Helen Bock, of 977 Brush street, be requested not to attend his funeral. Bock had been missing from his home for three days. "For reasons which I do not wish to state," Bock wrote in his death note, "I have decided to end my life. My father, Theodore Bock, was buried in Elmwood cemetery 51 years ago and I request that my body be buried on top of his. If this cannot be done then have my body cremated." He also asked that "not more than $150 be spent on my funeral." It was stated that Bock had made a will last Friday equally dividing his estate between his widow and his son Clarence.

—

E. A. Condax & Co., have a number of unusually attractive window displays in various parts of New York, featuring Condax cigarettes. No. 1 in packs of 20 for 35c. and Condax Extras in packs of 10 for 40c. Notable among these displays may be especially mentioned the one at the Pennsylvania Hotel; another at Acker, Merrall & Condit Co.'s store at Broadway and 72nd street; Evert's drug store, at Broadway and 88th street; M. Stotter's cigar store, at Madison avenue and 32nd street, and another in the Metropolitan Life Building, No. 1 Madison avenue.

—

Col. Pannill Rucker, of the Rucker Tobacco Co., of Richmond, Va., returned to the United States this week after making a European tour which took him through England, Holland, Belgium and France. Because of the present condition of exchange, for one reason, Col. Rucker does not look for any important development of American tobacco export trade in the near future.

—

"T. O. Rime & Son, Dealers in Leaf Tobacco," is the new sign which appears in front of the "John Soulman" tobacco warehouse, in Orfordville, Wis. Mr. Soulman was in the village Thursday and completed the deal whereby the new firm came into possession of the property.

—

Meeting of the stockholders of the E. H. Gato Cigar Company of New York will be held at the office of the company at No. 203 West Broadway, New York, on Monday, September 13, at 11 o'clock in the forenoon, for the election of directors for the ensuing year and for the transaction of such further business as may come before the meeting.

—

"The platforms of the two big political parties may be silent on the question of prohibition, as on many other subjects, but the candidates named for President at Chicago and San Francisco are both out-spoken as to smoking," observes the United Shield. "Senator Harding is confessedly a lover of a good cigar and Gov. Cox showed where he stood at the very moment he learned of his success. He had been on wait all night in his newspaper office in Dayton, O., for the news of the balloting. When it was flashed over the telegraph wire he is reported to have smiled and said: 'I guess I will have a smoke.' After lighting his pipe he gave time to shaking hands with his friends. So no matter what happens next November the country will have a President who is an editor, a citizen of Ohio and a smoker."

—

A petition in bankruptcy has been filed against I. B. Krinsky Ett, Inc., importer and manufacturer of cigarettes, at 135 Grand street, New York, by these creditors: Murray Kanner, $132; Simpson Levor, $1,000, and J. Eichiberg Co., $2,000. Judge Manton has appointed E. Bright Wilson receiver in $50,000 bond. It is stated that the liabilities are about $150,000 and the assets about $50,000; also that an officer of the company recently sent a letter to the creditors saying that unless extension was granted the corporation would be forced to the wall.

—

Uncle Joe Cannon some time ago revealed in a sentence the fundamental principle of an old bugaboo "Labor and Capital." He said, "The man who earns a dollar is a laborer and the man who saves a dollar is a capitalist. It is as impossible to separate labor and capital as it is to separate oxygen and nitrogen in the air and continue to breathe."

—

Judge Mayer has appointed Henry F. Wolff receiver in $10,000 bond for Rudinger, Berkman & Co., Inc., in an equity suit brought by the New Jersey Tobacco Co., a creditor for $3,087. It is stated that Rudinger, Berkman & Co., Inc., is engaged in operating thirty retail cigar stores in various States, with several stores in New York City and Brooklyn; that the concern's total liabilities are about $300,000, with assets of upward of $400,000; also that the company is doing business of over $700,000 a year.

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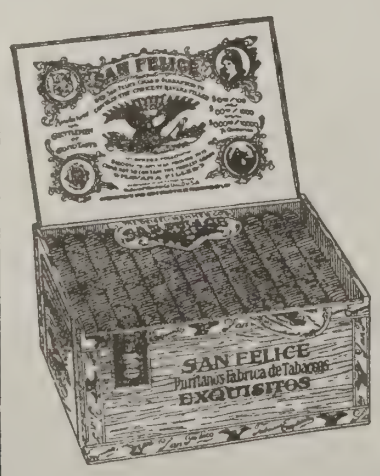

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San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Expediting the Harvest of Tobacco in Connecticut

All Help Available Is Procured for the Plantations—Farmers Have to Pay High Wages—Quite a Bit of Buying Done—Many Growers Not Inclined to Sell Now—Out-of-Town Packers Are Desirous of Obtaining Warehouses.

HARTFORD, August 30.—Considerable activity in buying is reported in the Havana sections and many sales have been made at prices ranging from 37½ to 50 cents in the bundle. In the broadleaf section, though the buying movement is not general, a good many sales are reported. Prices are quoted around 85 cents per pound, assorted. Some of the broadleaf growers who have exceptionally good crops will not sell at those prices and are asking higher prices, and are not anxious to sell now.

Buyers are riding through the district every day, but many of the growers want to see their crops in the sheds. "Then," they say, "we will know just what we have to sell." Ofttimes, too, the buyer is trying to hold off a while so he may know better what he is buying. However, when the crop is in the field, the whole crop can be seen at better advantage than at any other time and some buyers say that they would prefer to buy in the field because then they can see the tobacco and note its growth and general appearance better than they could after the leaf is in the bundle.

Most of the crops thus far bought in the broadleaf section will be assorted by the growers and the price agreed upon in assorted weights, which means that the grower has to throw out all leaf spoiled by pole sweat and canker, as well as all other damaged tobaccos. Buying "assorted," the buyer is reasonably safe in buying in the field, but if the leaf be bought in the bundle, the grower expects everything as stripped from the stalk will be accepted by the buyer.

Ideal weather prevailed all the week, not only for harvesting but also for the tobacco in the sheds, warm, clear weather that made the hung tobacco come right down to the pink of condition. Tobacco that has already been in long enough to start to show the cure is showing excellent colors and fine quality. The growers maintain that the crop will be "a light weight," more easily handled than overgrown tobacco, and that there will be less breakage than in former years.

Additional help has been in great demand and wages paid are "top notchers." Experienced stringers are demanding $7 per day of nine hours. Other help receive $6 to $6.50 per day. Boys who do the handing are getting $2.50. In the priming sections farmers have to pay high wages. At present the large growers are having a little war on the help question, each trying to secure sufficient help to get the work along. Between fifty and sixty trucks are sent into this city each morning from the large plantations to pick up help, for women, girls and boys. The smaller growers go in by auto and get a load of men for the day.

At the beginning of the priming season stringers were paid 45 cents per bundle. Now the price has advanced to 70 cents per bundle, which means that quick working girls are making from $5 to $7 a day. As the season is later than usual, and the growers are in fear of an early frost, the competition for help is running high, and many of the trucks arrive in the city before daybreak, each trying to be first in getting a full load of workers. Many of the boys and girls are of school age, and growers know that when the schools begin that they will lose a large proportion of their help and as the tobacco has developed fast during the past two weeks, each grower is now crowding work to capacity. In another week, with favorable weather conditions, the harvest will be well in hand, in fact many growers will have finished harvesting.

There is a strong demand for tobacco warehouses in this section, and several out of town packers are scouting now for desirable buildings.

Chas. Solomon & Co., of New York City, have leased the old Huntting warehouse in East Hartford, for a period of one year with the privilege of renewal.

Commercial Uses of Licorice in the United States

Licorice root, largely employed by manufacturers of chewing tobacco as a flavoring extract, finds its principal market in the United States. Before the war, the consumption in this country exceeded 100,000,000 lbs. annually. Practically the entire supply is imported from the sections of Europe and Asia enjoying a semi-tropical climate. Approximately 90 per cent of the American consumption is utilized in the tobacco industry, the remainder being used in the manufacture of confectionery and drugs.

The licorice plant grows wild in Syria and Mesopotamia and is cultivated throughout Southern Europe and parts of Asia. Russia and Turkey supplied the United States with 96 per cent of its imports of the root during the five-year period ending with 1914. The average annual value of imports of this commodity during the five prewar years amounted to $1,718,000.

The war reduced the supply of licorice root available for importation into the United States and also effected important changes in the sources of supply. In 1918 imports of the root fell to 26,983,000 lbs., although a very considerable increase in the value of the product resulted in the reduced imports being appraised at $1,854,000, which is $136,000 higher than the prewar average. Imports from Southern Europe have materially increased since 1914 because the former sources of supply in Turkey and Russia have been cut off.

China, too, which for the five-year period 1910-1914 sent less than 1,000 lbs. of licorice root annually to the United States, has greatly increased her trade in this commodity. During the fiscal year ending June 30, 1920, China sent to this country 6,376,000 lbs.

The table below shows the sources of the licorice root imported into the United States, by fiscal years ending June 30.

Country	1910-14 (5-yr. aver.)	1915	1916	1917	1918	1919	1920
	(in thousands of pounds)						
Turkey in Asia	55,785	47,076	11,723	.....	.....	13,858	18,352
Russia in Europe	25,032	.....	8,971	1,483	8,188	.....	806
Russia in Asia	15,963	6,089	9,352	41,471	6,058	469	11,857
Spain	2,917	2,448	3,864	4,756	5,270	8,068	5,909
France	496	105	197	416	340	6	116
Italy	261	2,614	3,769	1,754	1,916	3,277	1,884
United Kingdom	13	69	484	1,024	92	366	852
China	*	.....	1,085	3,644	4,300	8,723	6,376
Greece	.....	.....	1,555	4,843	.....	3,885	1,131
Other countries	69	7,558	3	9	819	4,032	762
Total	100,536	65,959	41,003	59,400	26,983	42,684	48,045

*Less than 1,000 pounds.

No Diminishment of Business in Chicago

Though It's Vacation Time, the Stores and Clubs Report Notably Good Sales of the Better Grades of Cigars—Albert Breitung Goes to Colorado to Rest Up and Indulge in a Panther Hunt—Gratifying Increase in Sales at the Schulte Stores—Very Nifty Herbert Tareyton Display—Oppenheimer of Saginaw May Get the Cigar Concession in the New Hotel at Marion, Ind.—Realtior Acquires an Interest in the Monroe Cigar Co. of Detroit.

CHICAGO, August 27.—Regarding business, many dealers make favorable reports.

Albert Breitung, Chicago's largest independent chain store owner, a magnate who operates twelve of the best retail cigar stores in the loop, has left for Colorado Springs, Colo., where he will rest up and try to forget strikes and rising prices. Mr. Breitung will not return until about October 1. Before he left he let it be known that he would hunt mountain lions. He expects to bring back some skins of King Leo, and so prove ability with the rifle.

Charles E. Dant of Englehardt Bros., Evansville, Ind., passed through Chicago on his way home from a Wisconsin trip. He opened up four fine jobbing accounts in Wisconsin.

H. E. Ackerburg, 187 West Madison street, has stocked four sizes of the Sophomore Mild Havana, made by the Trans-Pacific Trading Company. Jerry Clancy, Ackerburg's manager, says they are "selling splendidly."

J. B. Annis, of Gradiaz-Annis Co., New York, was a recent visitor. He was well pleased by the way their Don Julian brand is repeating on this market.

Julius Fernbach, head of the Julius Fernbach Cigar Co., is back from a Cuban buying trip. The Fernbach factory produces the well-known Cyrilla clear Havana brand.

On the bill-boards we now see large Lucky Strike cigarette signs, "Some seller this 'Toasted tobacco' brand."

Marcus Feder, of the Marcus Feder Cigar Co., of Cleveland, Ohio, canvassed the city trade. London Whiffs and Wall Street Pointers are rapid sellers.

Capitan Bravo cigars, made by Solla-Carcaba Co. of St. Augustine, Fla., in many sizes, are offered by the M. B. Seigel chain of stores.

Fred Oakes is back from his visit to the New York office of E. H. Gato Cigar Co. Fred states they are shipping goods with all speed but orders come faster than they can make cigars.

Howard Knowles, cigar buyer for the Harvey System, was a caller.

Manager Henry Hamanen, of the Schulte stores, reports a very large increase in their business here. A new store was recently opened in Joliet, Ill. Four new locations will be opened in Chicago between now and January 1, 1921. At present the Schulte Co. is operating eighteen stores in Chicago proper. Locally they are featuring all the popular brands.

Ed. Hoe and Carl Leidersdorf of the Fay Lewis-Leidersdorf Co. of Milwaukee, were seen "looping the loop." This firm is the distributor of the brands made by the General Cigar Co. in a large territory throughout the Middle West.

Business reports collected by the Atchison railroad indicate increased sales by wholesale grocers and produce houses. Retailers' sales are increasing, and a general increase in buying is looked for as soon as farmers can dispose of their grain.

Mr. Heenan of the New York office of M. Melachrino & Co. was here in conference with B. M. Torrence, the Middle West sales manager.

Harry Asby, in charge of the P. Lorillard cigarette sales force, has returned to his Chicago office after an extended road trip.

At Wengler & Mandell's Madison and Dearborn Street store, is a full window display of Herbert Tareyton cigarettes. It is one of the most attractive cigarette displays ever seen in the loop. White, purple and yellow silk as a back-ground shows up the Tareyton package to good advantage.

George Becker is back from a conference of salesmen held at Park & Tilford's, New York. Becker represents P. & T. throughout the Middle West.

Keffer & La Due, the fancy Washington Street cigarists, have just placed their opening order for Cressida clear Havana cigars.

White Owl cigars have advanced to $75.00 less 2 per cent and the Owl to $61.00. The retail price remains the same, 10 and 8 cents straight.

Robert Ewing, of the sales force of Ruhstrat Cowley Co., has returned after a few days' vacation which he spent at Champaign, Ill.

Matthew Wengler of Wengler & Mandell, Chicago's largest clear Havana cigar manufacturers, is at present in Cuba looking over the tobacco market.

The Primadora line carried here by several dealers has been advanced in price by Max Schwarz,. the manufacturer.

Leo Rosenthal has connected with the Frank P. Lewis Cigar Co. of Peoria, Ill., and will represent the Single Binder cigar in the States of Nebraska, Colorado, Kansas, Missouri and Oklahoma.

Grommes & Elson, jobbers, have added several new men to their local sales force. They will feature Robert Bacon, Cortez, La Resta, Ben Bey, Pastoria and other brands.

Harry Oppenheimer, the well-known cigar store owner and jobber from Saginaw, Mich., is spending the week here. Mr. Oppenheimer has cigar stores and hotel stands in Michigan, Indiana and Ohio. He is bidding for the cigar department in a new hotel that will be built in Marion, Ind.

Harry Asby, who has been in charge of the Murad cigarette department for the Middle West with headquarters in Chicago, has been transferred to New York and will in the future cover the United States from the New York office.

Andy Anderson, cigar manager of the C. C. Taft Co., Des Moines, Ia., visited Chicago this week.

The Hotel Sommerset, Chicago's new north shore hotel, is now in full swing. Fred Oakes, who owns the cigar department, opened up on the 22nd. In the cases are many fine sizes of Gato and Cressida clear Havanas. His line of imported cigars is one of the largest of its kind to be found among the city's large hotels and clubs.

W. H. Bunting, until recently with Albert Breitung, is now on the retail sales force of the E. P. Oakes store in the Ashland block.

Cyrilla in the Corona Chica can packing is very popular. They retail 20 cents, 3 for 50.

Harry Allen, cigar department manager of the Hamilton Club, says their August sales are far ahead of last year, and "This is vacation time with the members."

"The average man never fully realizes at midnight how very sleepy he is going to be at 7 o'clock in the morning," says Al Mayer, the star of the Ruhstrat Crowley Co. sales force.

Romeo-Garcia Club Life short smokes in packages of 10 are big repeaters. They come in 35 and 40-cent sizes.

Jacob M. Rosenberg of the Preferred Havana Tobacco Co., arrived at his Chicago headquarters this week, after an extended visit to the Henry the Fourth factory at Tampa and the New York offices of his company. Owing to the fact that Joseph Diaz was delayed in Havana he did not have the pleasure of greeting the big chief.

(*Continued on page* 34)

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2,000,000 CIGARS MONTHLY
We have 17 of our own registered brands in various sizes. Classes A, B and C. Quality Guaranteed. Brands given to jobbers for exclusive use in their territory.
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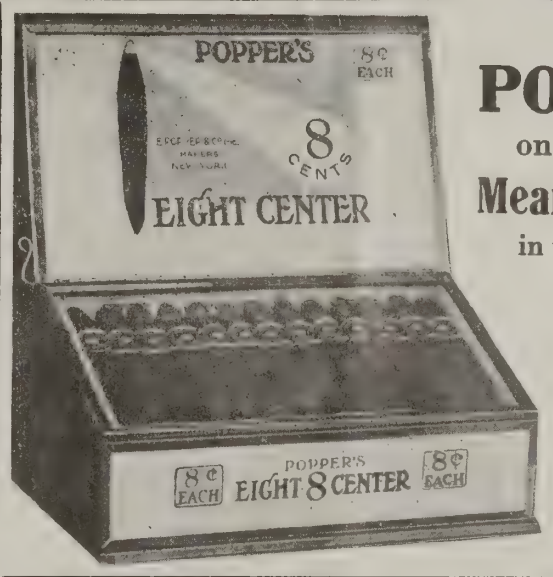

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LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
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Exporters & Commission Merchants
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Crucial Period for German Tobacco Industry

All Expect Lower Prices But Manufacturers and Dealers Alike Are Reluctant to Do Any Reducing—Cigar Makers' Union Offers a Treaty of Peace—Not a Very Bright Outlook for Havana Purchases—Turkish Tobacco Business Centralizes at Hamburg—Principal Imports Since May 10—A Good Tobacco Crop Expected.

BERLIN, August 15—At Hamburg, imports of tobacco since May 10 are reported as follows:

From Brazil 7,785 bales. Of this Brazilian tobacco, 6,000 bales were of the new crop. And 1,000 bales of the tobacco arriving at Hamburg from Brazil were goods in transit, to be passed through Germany to other countries.

From Paraguay, about 1,300 bales.

From Java and Sumatra, 4,480 bales.

From the United States, 1,800 hogsheads of Kentucky, Virginia and Maryland tobacco. From the United States also were received 164 cases of seed leaf tobacco.

From Santo Domingo, 11,664 "Kolli."

From Turkey and Greece, much of this tobacco being in transit, arrived 158,905 "Kolli" of Oriental tobacco.

In addition, receipts at Hamburg, since May 10, included 80,775 "Kolli" of divers origin.

Hamburg reports declining prices in all grades. The only large sales recorded during the last few weeks were in Oriental tobacco. Hamburg seems to be developing as a chief market place for this tobacco. Consequently it is attracting more supplies from the Balkans. More shipments of Brazil are expected shortly. The new Cuban crop is a subject of lively speculation, although high prices almost exclude any hope of German manufacturers bidding for Havana to any large extent.

Concerning the German crop the latest reports are very promising. The young plants are doing fine and tobacco growers, in South German especially, expect to obtain good harvests.

This is a crucial period for the German tobacco industry. Large concerns are straining their credit to the utmost in order to continue; small business men are besieging the banks for loans, and many a small dealer is compelled to walk the plank. The situation is caused by the smokers' strike, in part, although this strike is not so much a voluntary affair as one should judge by scare heads in newspapers, but rather an enforced one. Many people simply have no money to spend on things that are not absolutely essential. Then there are others who could buy but are holding back, hoping for lower prices.

"Lower prices are bound to some," says the *Tobacco Gazette*. "They are a necessity. The German tobacco industry, in order to exist, must export goods. At present these German manufacturers are as high as those manufactured in foreign countries sought as markets for German goods. Consequently there is absolutely no chance of German tobacco manufacturers selling their goods in those countries. Formerly German industries, in order to conquer foreign market, resorted to dumping, that is, they sold below cost in foreign countries and charged the loss to domestic consumers. Under present circumstances "dumping" is out of the question. There may be a multitude of reasons for it, but one is sufficient: The Allies would not permit it."

Everybody seems to be agreed concerning the necessity for lower prices, but nobody seems to be willing to do any lowering. Manufacturers and dealers claim that they are loaded up with stock bought at high prices. Consequently, they say, they must stick to the high price, at least for some time to come. It is the same old story, not peculiar to any single country. Business men will readily advance prices on goods bought at low figures when the market rises, but on the other hand they are very reluctant to cut prices when they are caught with high priced stocks in a declining market. In other words, they enjoy the sunshine of speculative business and refuse to accept the storms and rains dealt out by equalizing justice. No one ever heard a cigar dealer say he would not think of charging 500 per cent profit on a cigar bought at ten pfennigs apiece. They all took the 500 per cent profits and put it into their pockets They considered it their good fortune, partly, at least, due to their sagacity and business acumen. Now, when caught with high priced goods in a declining market; they are silent on business acumen and sagacity. They are wailing about their miserable fate of being victims of unavoidable circumstances, blaming the Bolsheviki on the one hand and the Allies on the other for their troubles. They never think of using their 500 per cent profits of bygone days in making up the by far smaller loss of a declining market. They stubbornly insist upon their pound of flesh.

It is this short-sighted policy on the part of manufacturers and dealers that is causing most of the trouble. The spirit of petty rapacity has cast its spell over them. That liberal disposition of "give and take" is woefully lacking. German business men are "bad" losers.

However, they are bound to lose. It is true, they are moving heaven and earth to avert the unavoidable. They are organizing and mobilizing. Men are flocking to this and that national or sectional association who formerly had no use for trade organizations and in fair weather would never have thought of joining one. Even the cigarmakers' union is offering a treaty of peace to the manufacturers, in order to save the industry. In fact, the proposal of labor involves an alliance of both groups, economically so antagonistic. Indeed, the millennium seems near when the lion and the lamb agree to be loving neighbors hereafter!

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.
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Tobacco Strippers and Commission Merchants
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WALTER SUTTER Y CA
COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

"If the German mark maintains its present value or if its value rises, then it is absolutely essential for us to send our goods to market at lower prices," says the *Tobacco Gazette*. "There is no use in deceiving ourselves on that point!" While government control of tobacco is still maintained by the nation, several States, among them Baden, have abolished the system. As a result, there is a great deal of confusion. The National Tobacco Office at Mannheim still demands that all planters must deliver their crop to the government. Baden tells the planters they may do as they like about it. However, as a matter of fact, the planters are not benefited by this confusion. It was the planters who demanded the lifting of government control. At that time the government fixed price was below the world market quotation. Today the fixed price is higher than world market quotations. The planters who held their crops back for speculative purposes are now clamoring for the maintenance of the price as fixed by the very government which they denounced in unmeasured terms only recently.

Here we see the same phenomenon (which is no phenomenon at all) as in the cigar trade. Businessmen are willing to profit by opportunities. Those opposed to control "on principle" become its most enthusiastic advocates as soon as control spells more profit, while they denounce government interference as Bolshevists as long as they think they could get higher prices in the oper market.

Mannheim reports that most of the 1919 crop has been delivered. Only 10,000 to 15.000 cwt. are still being held back. Buyers for manufacturers are looking over the stocks, and buying is said to be comparatively brisk. There is a rather heavy demand for light tobacco, partly because consumers seem to prefer cigars of light color and partly because the crop of 1919 produced very little light tobacco. In the manufacturing line, says the Mannheim report, business is very dull. Only goods of the cheapest grades are being made.

The Attitude of Tampa

The cigar industry yet remains the foundation of Tampa's prosperity. It has not been long since the cigar industry was the only support the city had. In those days we jealously guarded that industry, and we saw to it that the men who wanted to work uninsulted and without intimidation, were permitted to come and go as they pleased; we saw to it that the manufacturer was protected from the loss which forced-closing for trivial demands, or no demands at all, entailed on him. Because we have other great industries today, will we sit quietly by and see less than a score of hired outside trouble makers break up one industry, interfere with the others, and finally give Tampa a black eye for both labor and capital?

An output of approximately 420,000,000 cigars per annum is jeopardized by a handful of willful destructionists; a pay roll of approximately $15,000,000 per annum is in danger of being lost both to the workers who need it and the merchants and business houses who need it.

Shall the people of Tampa, who with the people of every other live and fair city, have declared there shall be "open shop" for its industries, lay down to the command of fewer than twenty paid hirelings of the enemies to both employer and employe?—*Tampa Tribune.*

TOBACCO FROM CUBA.

Per S. S. Monterey. Arrived Aug. 30.
Consignees:

New York—	Packs
Hamburger Bros. & Co.	7
General Cigar Co.	130
Bernard Judae & Co.	82
N. Y. & Cuba Mail S. S. Co.	533
Yocum Bros., Reading, Pa.	20
	Barrels
General Cigar Co.	31
N. Y. & Cuba Mail S. S. Co.	689
	Cases
N. Y. & Cuba Mail S. S. Co.	40
	Tierces
N. Y. & Cuba Mail S. S. Co.	321

TOBACCO FROM SAN DOMINGO.

Per S. S. Huron. Arrived August 31.

	Bales
Selgas & Co.	57
International Planters Corp.	27
	Seroons
International Planters Corp.	610
Bowring & Co.	12
	Box
S. W. Stevens	1

LICORICE FROM SPAIN.

Per S. S. Gabo Ortegal. Arr. Aug. 26.

	Cases
L. Johnson & Co.	5
H. Utard	240
	Bales
C. Garcia & Co.	129
Equitable Trust Co.	134

CIGARETTE PAPER IMPORTS.

Consignees:

New York—	Steamer From	Cases
Tob. Prod. Corp., Canopic, Genoa.		99

Per S. S. La Savie from Havre. Arrived August 31.

	Cases
D. J. Coenca & Co.	7
American Tobacco Co.	46
C. Drucklieb	6

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All Kinds of Havana Leaf Tobacco
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SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

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JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

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FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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New York Correspondent

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Resulting in a New Type of Tobacco

Experiments made by Dr. D. F. Jones at the Connecticut Agricultural Station—A Cross of Havana and Broadleaf—A Scientific Contribution Declared to Be of Great Value.

HARTFORD, August 30.—A new type of tobacco, a cross between the broadleaf and the Havana types, is being developed by Dr. D. F. Jones, plant breeder at the Connecticut Agricultural Experiment Station, at the station's experimental farm at Mt. Carmel, Conn. The new type is attracting the attention of tobacco experts in various parts of the country. The new type is one of twenty-seven varieties developed by crossing Havana and Broadleaf. It is possible, too, that other distinct types may come out of the new group. Dr. Jones and officials of the Hartford County Farm Bureau are anxious to have growers examine these new varieties and to give advice concerning which of the varieties may be eliminated.

The outcome of the experimentation is declared one of the most impressive discoveries made in recent years by plant breeders. The new type of tobacco is regarded as decidedly advantageous. The leaves have the fine texture of the Havana. Yet they have the size of the Broadleaf. In addition they grow closer together on the stalk than broadleaf, thus producing better results in quantity and quality. Producing such a desirable new type indeed is an achievement. Dr. Jones in crossing the two types of tobacco has succeeded where others failed. This crossing has often been done before, but always previously with the result that a dwarfed and misformed variety was produced.

Dr. Jones is also conducting a similar experiment on corn, and has a new cross that also may prove a great boom for the corn growing as well as the new tobacco experiment for this section.

Dr. Jones has "segregated" a type from among the new varieties resulting from crossing and the foliage is a wonder.

To Dr. Jones great credit is due.

Conditions Improve Gradually in Tampa

The strikers are weakening. In Tampa, cigar makers are going back to work, reluctantly, perhaps, and gradually. From 2,000 to 2,500 are working in the factories now and each day adds at least a few more to the number employed. However, José P. Perez, of Marcelino Perez & Co., who returned to New York from Tampa, Sunday, says that it will be some time yet before anything like normal production is obtained.

Though the strike leaders continue to be active, especially in persuading cigar makers to get out of Tampa, this money-encouraged migration is not all that it is cracked up to be. Unable to obtain jobs in Havana factories, bunches of cigar-makers, paid or otherwise induced to go from Tampa to Cuba, are said to be sleeping on floors and experiencing difficulty in procuring square meals regularly.

Quite a few in this plight are reported to be willing enough to come back to Tampa and resume work.

Certain "committees" significantly "seeking for concessions," have tried to influence the manufacturers. But Mr. Perez, who is unusually well informed regarding such matters, is very sure that the manufacturers will not recede from the position they have taken.

Existing difficulties at Tampa, more particularly pertaining to the quicker shipment of goods, could be obviated to some extent if the trade would be less insistent on obtaining special packings.

Cigarettes Worth Their Weight in Gold

Nathan Singer, vice-president of the Superior Tobacco Co., Inc., of Brooklyn, has just returned from Europe after completing a successful business tour of three months. He visited Italy, Switzerland, France, Germany, Poland, Denmark and Norway, and reports that he sold for the Superior Tobacco Co., Inc., 35,000,000 Happy Smoke cigarettes, of which 10,000,000 have been delivered and paid for; the rest to be delivered on future dates.

He further states that he made contracts with several reputable concerns on the continent to handle the Superior's products.

Mr. Singer believes that as soon as the clouds of war clear away from the skies of Europe, and longed-for peace settles once more on the war-ridden lands, the export of cigarettes will be fully restored, and will be carried on on an unprecedented scale.

Mr. Singer, after visiting the battle lines in Poland and Russia, says that a cigarette is worth its weight in gold to the people who hunger for a smoke more than for bread. In some places like Warsaw, Byalestok, etc., where some cigarettes do reach once in a long while, people stand in line for hours to get a few coveted little rolls at eighty pfennigs apiece.

BENSON GORE CO., Inc.

Cigar Importers and Jobbers

366 Fifth Avenue, New York

IMPORTED BRANDS

Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet

CLEAR HAVANA

Lucius—Old King Cole—R & T

MILD HAVANA

Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

The Real Independent Factory in Havana

"PARTAGAS"

The World's Standard Cigar

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General Representative for United States and Canada

70 Trinity Place New York

Konnak Arguments Paralleled and Contrasted

Exhibiting the Spokesman for Milwaukee Strikers

If he is correctly quoted by the *Milwaukee Leader,* Konnak, the spokesman of the striking cigarmakers, can talk different ways on different days. Apparently he tries to shape facts to fit circumstances. But let him be judged by what he says:

From the *Milwaukee Leader,* August 23, 1920.

That the Mi Lola Cigar Co., Gov. Emmanuel L. Philipp's concern and of seven Milwaukee firms affected by the cigarmakers' strike, is employing only apprentices and had to resort to the establishment of a cigarmakers' school in Stevens Point to obtain skilled labor, was the statement of Charles Konnak, international organizer of the Cigarmakers' Union Monday.

Konnak stated that, while under normal conditions the Mi Lola concern employed about 300 cigarmakers, it has at present only 12, all of them apprentices. A similar situation prevails in the other companies affected by the strike, including the Louis Kindling Cigar Co., the Mi Carmen, the M. A. C., the Charles Litzky, the Light Horse Squadron and the Dufenhorst Habeck companies, according to Konnak.

"There are 154 cigar concerns in Milwaukee that have recognized the union label and are paying the union scale," Konnak said. "Despite the increase in wages these concerns find it profitable to do business for the reason that they have increased production.

"There are less than 100 cigarmakers out of work at present and every one of them will have found work before the end of the week.

"So far as Gov. Philipp's undertaking in Stevens Point is concerned, it will not hurt us as the public will easily detect the difference between cigars that are made by skilled labor and by apprentices. If any one is hurt it is the manufacturer."

From the *Milwaukee Leader,* August 25, 1920.

Refusal of big cigar factories here to pay a living wage to employees is responsible for the formation of a $50,000 cooperative cigar factory company backed by the Milwaukee Cigarmakers' Union and to be worked by former employees of the struck plants.

Ten thousand dollars' worth of stock was subscribed for at the organization meeting, which was held in Brisbane Hall Tuesday night.

Konnak Is President

Charles F. Konnak, business agent of the Cigarmakers' Union, was elected president of the company and Ray Ranels was chosen secretary.

The stock is divided into 1,000 shares, $50 per share.

Under provisions of the agreement, no stockholder will have more than one vote, regardless of the number of shares which he holds.

"We will have the $50,000 subscribed within one week," said President Konnak Wednesday. "The factory is an assured success, considering the certain support which will be given by union men throughout the city and the state.

Ask Nominal Profit

"The cooperative shop will be able to furnish the consumer with cheaper and better cigars than the cost and quality at present. It will be satisfied with a nominal profit, and that, of course, means that the price will be reduced—or the quality raised.

"Solicitors for the new cooperative company are in every shop Wednesday. The new concern will give employment to those cigarmakers without jobs because of the refusal of large cigarmaking plants here to accede to the demands of the union."

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Future of Tobacco Industry in Philadelphia

Enduringly Good Business Indicated by Federal Reserve Bank Report—Though Prices Go Up the Cut-Price War Continues to Rage on Market Street—Urging the C. O. B. System—Opportunities for the Newly Formed Association to Do Good Work—Petroskey's Proposed Settlement—D. Harry Moulsdale Acquires the Interest of His Partner, Horace H. Leach—Auto Bandits Overlooked $700—Freight Car Robbers Scared.

PHILADELPHIA, September 1.—In the business situation in this city, looked at through the watchful eyes of the Federal Reserve Bank in a survey of seventeen of the leading industries, there is none which is represented in a more favorable status than the tobacco trade and only two which are on a parity with it. They are coal and paper.

The Federal Reserve Bank in order to establish closer relationship between the city's financial and manufacturing interests, frequently makes studies of conditions. During the week it presented as a summary of its survey a columnar exposition of conditions of demand, supply, labor, prices, collection, transportation and business outlook in some seventeen industries. Tobacco was surpassed by none.

The tobacco trade was one of the three credited with a "very strong" demand; eleven other industries were reported to be "inactive" or "weak." In the tobacco, coal, iron and steel and paper lines only are dealers "unable to supply the demand." Price tendencies were set forth as "higher" in only coal, paper, drugs and tobacco. But tobacco shared with six other industries in the classification of a fair attitude of labor. "Satisfactory collections" were reported and the outlook for the remainder of the year was described as "good." These summarized findings of the Federal Reserve Bank, it will be remembered, agree absolutely with the reports of conditions made from week to week in these columns.

The interesting development of the week has been the contrast between steadily advancing prices, all brands of imported cigars being the latest to go up, and the price-slashing warfare which began on a few blocks on the lower end of Market street, but since is spreading to other parts of the city. Apparently it is a war of extermination. But the end is by no means in sight. And, curiously enough, a large majority of the retail trade, which for the time being is sorely affected by the reckless reductions at this time when, of all, lower prices in the tobacco line would seem to be unecessary, deep in its heart is really rejoicing over the battle being waged between the United Company and the adjoining price slashers. For, though the United has been a keen competitor of the retailers generally, there is unanimity of sentiment that its competition has been fair and that it did not resort to cutthroat methods to get business. It is hopeful, therefore, that the opposition which the United is showing in such of its stores as are located on Market street between Second and Fifth streets and at a few other isolated points in the city immediately adjacent to cut-rate shops, will either drive them out of business or will cause them to desist from cutting prices to such a point where there is not the slightest opportunity for profit.

In the Market street sections, cigarettes which cost the retailer under the most favorable possible conditions $1.40, are being sold from $1.41 to $1.48 per carton. Regular twenty cent packets are being offered as low as 14½ cents by the cut-rate stores and at fifteen cents at the United Stores but with a coupon, which really brings down the price even below that of the cut raters. There are being made similar slashing of prices for tobacco in tins. During the week, however, many popular low-price cigars were included in the cutting brands, like the Cinco, the Forty-four and Havana Ribbons, being offered at four for twenty-five cents. Belief is general in the trade that the United has no desire to demoralize conditions in the way they inevitably would be if the cut-rates were offered in all its stores and that its purpose is self-protection in those stores located immediately opposite the price-slasher establishments or to so undercut these competitors that sooner or later they will be forced to establish fair prices if they would continue in business. At one or two other points in the downtown and in the Germantown section, warfare between the cutters and the United also is noted, but these instances are isolated.

A slight reaction already is evident. Samuel Welsh, proprietor of the Scarlett Store which at its old locations on Thirteenth street near Filbert and afterwards on Arch street above Thirteenth street, for years maintained cut rates to such an extent that its owner gloried in the appellation "the king of the cutters," has advanced cigarette prices in his new store at 7th and Chestnut streets. While his rates are still below the regular market they are considerably higher than the lowest of the cutters. Mr. Welsh takes the position that he is in business for profit and not for revenge and that he proposes to charge only such prices as will permit him to continue.

It is just possible that when the recenty organized Wholesale Tobacco and Cigar Dealers' Association begins to function—as shortly it will—effective steps to remedy many trade evils, among those irresponsible cutting, will be taken. A meeting of the Directors of the Association will be held on Thursday evening of this week in the office of Secretary Paul P. Brogan, head of the Dusel-Goodloe Co. The immediate purpose of the meeting is to round out organization by the appointment of the several working committees provided by the Constitution. But there is in the minds of many members the thought that, though the Association may not be as yet in a position to enforce maintenance of legitimate prices, it can be of great helpfulness to that end. One suggestion is that there should be rigidly enforced among the members—and they include with one or two exceptions all the important direct jobbers in the city—the C. O. B. system, full payment of all old bills before consent to running up a new bill is given. It is not argued that up to this time any of the cut-raters have been remiss in payments. They are able to cut their prices only because they take advantage of all discounts for prompt cash. But the far-seeing discern in the present profitless business, possibilities of heavy loss to jobbers unless precautionary steps are taken. Some thought also may be given to the regulation of accounts so that it will be impossible for the cut-raters to get goods from a dozen jobbers simultaneously.

A reflex of cut price conditions came to the trade during the week when attorneys for Harry Petroskey, long in the cut rate business and until lately owner of the Independent Cigar Store, Chestnut street above Broad street, asked creditors to accept a 40 per cent settlement of their claims. In the ranks of the Petroskey creditors there is not held the belief that a frank presentation of his finances is not being made. But there is heard the criticism that if there had been devoted to the business proper personal attention, necessity for asking a compromise on accounts would not have been necessary. The Petroskey attorneys allege that at the time he disposed of his business to the Baum-Neely Co. he owed $22,024.93, including, however, a family claim of $14,000, and another of originally $1,500, but which was reduced to $100. They set forth that there was realized from the sale of the

stock and fixtures $3,550.76 and that there is still owing for rent $416.67, leaving available for distribution $3,134-.09 Though Mr. Petroskey, they said, could take advantage of the $300 exemption allowed by law, he is willing to forgo this, and his relatives to their claim, if there is accepted the settlement on the 40 per cent basis, which will require $3,009.97. They are understood to be seven large creditors, one of which is a widely known Chicago concern which has been making inquiries how matters stand. Whether the Petroskey case will be considered by the new Association is not known, although there is sentiment that, irrespective of its merits, the matter offers opportunity for Association helpfulness and co-operation.

Announcement was made during the week that Horace H. Leach of Leach & Co., who operated important retail stores at Tenth and Chestnut streets, the old Terry & Duncan stand, and on Broad, below Chestnut street, the old Boch and afterwards the Atherholt stands, had sold out his interest in the firm to his partner, D. Harry Moulsdale. It is understood that Mr. Leach will take charge of distribution in Baltimore and adjacent territory for the G. H. P. Co.

Mr. Leach has been succeeded as secretary and treasurer of the company by John H. Flanagan, for many years behind the counter at the Tenth street store. Mr. Flanagan will have charge of both establishments, however, being well qualified by long experience for that duty. For years he was behind the counter at Broad and Chestnut streets too, working up a large personnel following in both neighborhoods.

J. W. Jordan has removed from 19 North 10th street into 10½ North 10th street, one of the stores of the reconstructed old Thomas Martindale store and warehouse.

J. C. Thompson, in charge of the Philadelphia branch house of Wertheimer Brothers, Baltimore, has just added to its territory the York, Lancaster, Easton, Bethlehem and Allentown districts and is giving personal attention to distribution there with most gratifying results. The firm has met with great trade favor for its new tin box with a thirteen width top, handsomely lithographed and a perfect duplicate of the old-time wooden boxes in which its one and only brand, The El Dallo, won so many successes. Each cigar will continue to be its own humidor, being wrapped by machinery in both tissue and foil. A notable visitor to the Philadelphia headquarters recently was John F. Mirick of The Berdan Co., Toledo, a veteran of the road, who just returned from a trip through the middle West in which he sold direct to the retail trade during three weeks an aggregate of 350,000 cigars. Charles A. Ruby, president of the Peter J. Ruby Co., Chicago jobbers, distributors for El Dallo, and as persistent a reader of TOBACCO as he is a smoker, was another of the distinguished visitors during the past week.

T. H. Hart, head of T. H. Hart and Co., has returned from a vacation trip to the Muskoka Lake country. The firm has just received the first shipments of a most attractive line, The Key West Klips, in cans—for which it will be distributor.

George Lewis, formerly with Yahn & McDonnell, but lately with the Schulte stores, after this week will be behind the stand in the Union League.

H. Stewart Moorhead of Duncan & Moorhead cut short his vacation at Loon Lake, returning to the city because of the critical illness and subsequent death of his mother-in-law.

Jerry Flanagan, behind the counter in the Baum-Neely store, Fifteenth and Chestnut streets, has returned from a vacation at Chesapeake City, shared with his brother John, of Leach & Co.

Auto highwaymen during the week held up the team of W. W. Jones, 5902 Germantown avenue, jobber, and, though robbing the driver, Charles Jones, overlooked $700 which was lying in the wagon. The holdup took place while Jones was driving past Ivy Hill cemetery near Wyndmoor, just outside the city. Two men jumped out from shrubbery along the roadside, one grasped the bridle of the horse and the other, leveling a pistol at Jones, searched his pockets. They overlooked, however, over $700, representing collections, which Jones had placed in a cigar box in the wagon.

Late Sunday night thieves broke into a freight car of the Pennsylvania Railroad Co., standing on a siding at Forty-sixth street, and stole cases of cigarettes valued at $3,000, but which were recovered a few blocks away. Apparently the thieves became frightened and dropped their loot.

President Mendel, and Mendel & Co., whose financial difficulties were reported in these columns last week, visited creditors in New York, looking towards such settlement as will permit early resumption of production. It is understood that he met with encouragement from all.

Louis A. Kramer of Bayuk Brothers returned during the week from a trip to Maine. It was with great regret that secretary Harvel L. Hirst and salesmanager Joe Carlisle were compelled to decline the very pressing invitation extended by President L. W. Davis of the Old Dominion Tobacco Co. to be his guests at Healing Springs, Va.

Though Bayuk Brothers are producing to the limit of opportunity, the firm has not been able to give its distributors as much as twenty-five per cent of requirements and an equitable apportionment on this basis had to be enforced.

Licenses for Cigar Dealers

The question of licensing cigar dealers has been a mooted question in the State of Washington. The license idea has its strongest friends in the cities where the legitimate retail cigar dealer has to meet the competition of restaurants, hotels, drug stores, candy stores, bootblack stands and other miscellaneous dealers who handle tobacco products merely as a side line. It is argued that a license would eliminate many of these dealers who barely make a living through the sale of tobacco products and who are without the slightest knowledge of business principles or of the goods they handle.

On the other hand, the country merchant who handles almost every line of merchandise, and who is perhaps the only storekeeper in his section, feels that it would be an imposition on him to pay a tax on tobacco products, the sale of which is limited from the number of inhabitants in his district. His objections to a license on the sale of tobacco products seem reasonable.

It has been advocated that the dealers in tobacco products be licensed according to the number of inhabitants in the town or city.

There are some who believe that the authorities of incorporated cities should have the power to impose a license on the sale of tobacco products and the State take care of the country districts.

There are many angles to this licensing question, and the legislative solons have a difficult problem to solve should the matter ever be brought up.—*Smoke.*

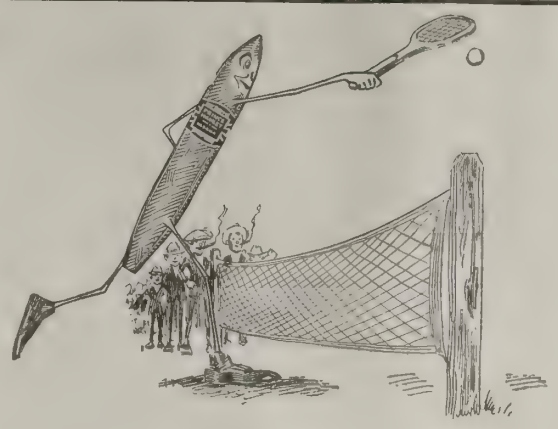
Imports Slightly Decreased

WASHINGTON, September 1.—Increased exports but slightly decreased imports in July as compared with June are disclosed by official foreign trade figures given out today by the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

July exports were valued at $654,000,000 against $631,000,000 in June of this year, and $569,000,000 in July of last year. Exports for the seven months' period ending with July amounted to $4,902,000,000, an increase of 6 per cent over the exports of $4,626,000,000 in the first seven months of last year.

Imports in July were valued at $537,000,000 compared with $553,000,000 in June 1920, and $344,000,00 in July of 1919. For the seven months ended with July, imports were $3,482,00,000, an increase of 78 per cent over the imports of $1,954,000,000 in the first seven months of 1919.

The excess of exports over imports, amounted to $117,000,000 in July and $1,420,000,000 in the seven months ending with July of this year, as compared with $225,000,000 for July and $2,672,000,00 for the seven months ending with July of last year.



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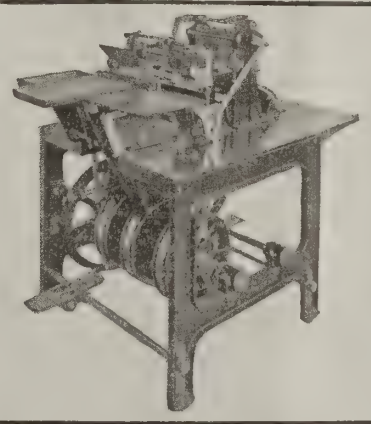

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Sunshiny Weather Greatly Desired in Pennsylvania

If Old Sol Now Does His Part the Tobacco Crop May Be Pretty Good Despite the Long Wet Spell—The Lancaster Tobacco Growers' Association Takes an Auto Trip, Inspecting the Crop—A Field Day at Ephrata—Davis of Atlanta Gets a Carload of Pennsylvania Leaf—Dampness Retards Work in Cigar Factories.

LANCASTER, Pa., August 27.—To those who declare a disbelief in the legend of St. Swithin, one could remark concerning the weather we have been having. Of the past 40 days, at least 28 have been rainy. Tobacco fields in the lowlands have been flooded. In other places the plants have been washed to an extent that the roots may be seen. Yet, though in places the conditions are not all that could be desired, there is a chance of obtaining a 75 per cent crop of desirable tobacco in Pennsylvania this year. But, in protecting this crop, the farmers are compelled to fight worms and bugs, more strenuously than ordinarily. The damp weather is favorable to the breeding of various pests, and vigilance and activity are required to keep the tobacco safe from the destroyers. The Lancaster County Tobacco Growers Association, accompanied by 15 farmers from York county, made auto trips through the tobacco district, this week. This annual excursion was more than an outing. Wednesday afternoon, especially was a field day at Ephrata. There officials of the State College, arranged for a symposium, and the addresses were replete with practical information.

All in machines, between 75 and 100 tobacco growers left the quarters of the farm bureau on East Orange street at 8 o'clock yesterday morning. The number this year was smaller than usual occasioned by the threatened weather and bad conditions of the roads. A short run preliminary to the main trip was made to Neffsville, East Petersburg and Landisville, a section noted for its tobacco fields.

At Landisville Phore Baker's crop was viewed Returning to Lancaster, a second start was made from the farm bureau, this time the York delegation taking part. The first stop was made at the farm of J. F. Weaver, the president of the association, who directed the run. The route then carried the growers to Ronks, Bird-in-Hand, New Holland and Ephrata.

About noon the party arrived at the experimental plot on the Hibschman Farm, near Ephrata where Otto Olsen, the expert in charge, showed the gardeners around and answered questions. The remainder of the day was spent in Ephrata Park where luncheon was served and a field day was observed.

In his address, that afternoon, Dr. William M. Frear of the State College, continued a discussion on root rot, started at the experiment stations in the morning. He told of the work now being done throughout the country in an effort to find the causes of root rot, and to ascertain the characteristics of the destructive organisms. He expressed that constant growth of tobacco in a field develops destructive germs in that soil. He contended that tobacco growers of old, who thought that tobacco was exhausting their soil, merely took this view because of the reduction of the size of their crops after a number of years. He said that he thought the damage was done by diseases that existed but were unknown and that an exhaustion of the soil did not enter into the question.

This address was a supplement to the discussion on root rot by Otto Olsen at the experimental stations at Ephrata in the morning.

The party of tobacco growers visited the three-acre field worked by Mr. Olsen and the experimental plot on the Hibschman farm. At this time the experiments were shown to the growers and the effects on the growing tobacco were pointed out. Root rot was explained to the growers as a disease, not inevitably fatal to the plant, but a malady responsible for the checking and stunting of the growth and so allowing other trouble to develop.

Many Inquiries for Binders

On the market here are made all kinds of inquiries for binder tobaccos of the 1918-19 crop. But the supply is about exhausted. The seed leaf tobacco growers sold a carload of 1919 "heads" to the Davis Cigar Co., of Atlanta, Georgia. Mr. Davis was here several days and had he not engaged this tobacco months ago, some of the numerous buyers here would have "beat him to it." F. Dines & Son, of Pittsburgh, manufacturers of stogies, were here this week in search of 1919 tops and 1918 fillers for use in their factory. Dave Wainwright, for years with W. H. Ralyea & Co., leaf packers and importers, of Elmira, N. Y., was here recently looking over the growing crop and offering New York State binders to the trade.

Sam Weinberg, of 121 North 3d St., Philadelphia, is sampling his packing of 1919 tobacco stored in S. S. Graybill's warehouse at Lititz, Pa.

Sam puts up a packing of about four hundred cases.

Manufacturers are badly handicapped for want of dry fillers. In lots of instances cigar makers were idle—not from want of work, but on account of the excessively damp conditions of the atmosphere here it was next to impossible to dry tobacco and for that reason the workers were unable to make the cigars for which the different manufacturing concerns have an over-plus demand.

We need about two weeks of continuous sunshine after this abnormally damp spell, both to ripen tobacco and to make cigar making possible. DICKIE.

Chicago Gleanings

(*Continued from page 27*)

Charles Reattior, who has represented A. Kern of New York in this market, is no longer with the El Stato Co. Reattior has bought an interest in the Monroe Cigar Co., manufacturers of the Van Damm and Sam Kanson brands. Both are Java wrapped cigars and are made in sizes that sell for 10 cents, 2 for 25, 15 straight and 3 for 50 cents. General offices are located in the Knack Bldg., Gratiot and St. Joseph Streets, Detroit. Charlie Reattior is one of the best-known cigar men who ever offered goods in this market. Personally he will take care of the Chicago trade.

Cotton Crop Forecast

WASHINGTON, Sept. 1.—Continued improvement in the cotton crop through August, amounting to an increase of more than a quarter of a million bales in the month, was announced today by the Department of Agriculture in its forecast of a total production of 12,783,000 bales, based on the conditions of Aug. 25.

BENJ. SCHWARTZ

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EPHRATA, PENNA

A Greater Demand for High Grade Manilas

Big Receipts of Cigars from the Philippines Are Welcomed by Dealers—Jobbers in San Francisco Are Enabled Now to Obtain Stocks More Regularly—Ed. Cohen, Though Remaining on His Farm, Will Do Publicity Work for Bercovich and Others—Pacific Coast Notes.

San Francisco, August 24.—Slightly better freight deliveries of eastern goods and increased heavy shipments from the Philippine Islands are providing the trade here with ample stocks with which to meet the growing demand for cigars and all classes of tobacco in this district. Throughout the whole Pacific Coast territory there is no let up in the demand for the higher priced goods, due probably to good crops and general stimulation of business.

Inaugurating an educational campaign of large scope in the local daily newspapers, the H. Bercovich Cigar Co., has engaged Ed. Cohen, the former Gunst publicity man, to prepare copy, telling the readers pertinent facts regarding cigars and tobacco with reasons for price increases, together with figures. Mr. Cohen is at present on his ranch near Los Altos, California, where he is busy caring for the property. He intends to remain there and do the publicity work at the same time that he looks after the crops. Cohen will also write advertising for several other concerns in this city at the same time. In the Bercovich advertising, the public will be informed of many items of interest to the newspaper readers, such as why certain cigars are mild, and why others never could be mild and so forth. The Bercovich campaign will commence in the early part of September it is thought.

One million cigars for Harry Green & Co., Manila importers, and one and a half million for customers of the Green firm arrived on the steamer *West Hepburn*, last weed, consigned by Walter E. Olsen & Co., Manila manufacturers. Shipments on the steamer *West Ira*, due late this week from the Philippines, total three-quarters of a million cigars for Green, and a million for his customers. Still larger shipments are to be made in the future and Harry Green & Co. expect the most prosperous year in their existence, as Manila importers. Higher priced goods continue in big demand, reports Mr. Green.

After phenomenal sales of the Owl and White Owl cigars in California for the past three months, the price has been raised slightly by the makers, the General Cigar Co. Owls will in future cost dealers $61 per thousand, a raise of $1, while the price of White Owls has increased $2, to $75 per thousand.

Denying a rumor which had gained some circulation locally this week that the price of Optimo Kings were advanced to $150, thus putting them in the twenty cent class, the agents here state that there has been no price change, nor is any contemplated. The brand is doing well in local circles.

A number of San Francisco retailers are registering big kicks and making large wails because they say they are not making so much profit as formerly. The profit margin allowed on Eastern goods only nets them 22 per cent, say several of the dealers who complain that this does not enable them to meet all expenses. Other dealers are inclined to scout the theory of losing money at present prices.

Morris Burke and his son Bernard G. Burke, Pacific coast cigar salesmen, travel together and at the same time compete with one another, each representing different manufacturers. Both father and son are hard workers and vie with each other to do the most business, being pals in the meantime. The younger Mr. Burke sells the three for twenty cents cigar of A. F. Fix and Co., Dallastown, Pa., and the S. Goldberg's Puncher.

Going on a Southern California trip this week, Z. Jerry Epstein, the "Products" representative, expects to be away for a few weeks. L. Mittenthal, Fresno cigar man, who owns the Sequoia Hotel cigar stand in that city, spent the past week in this city.

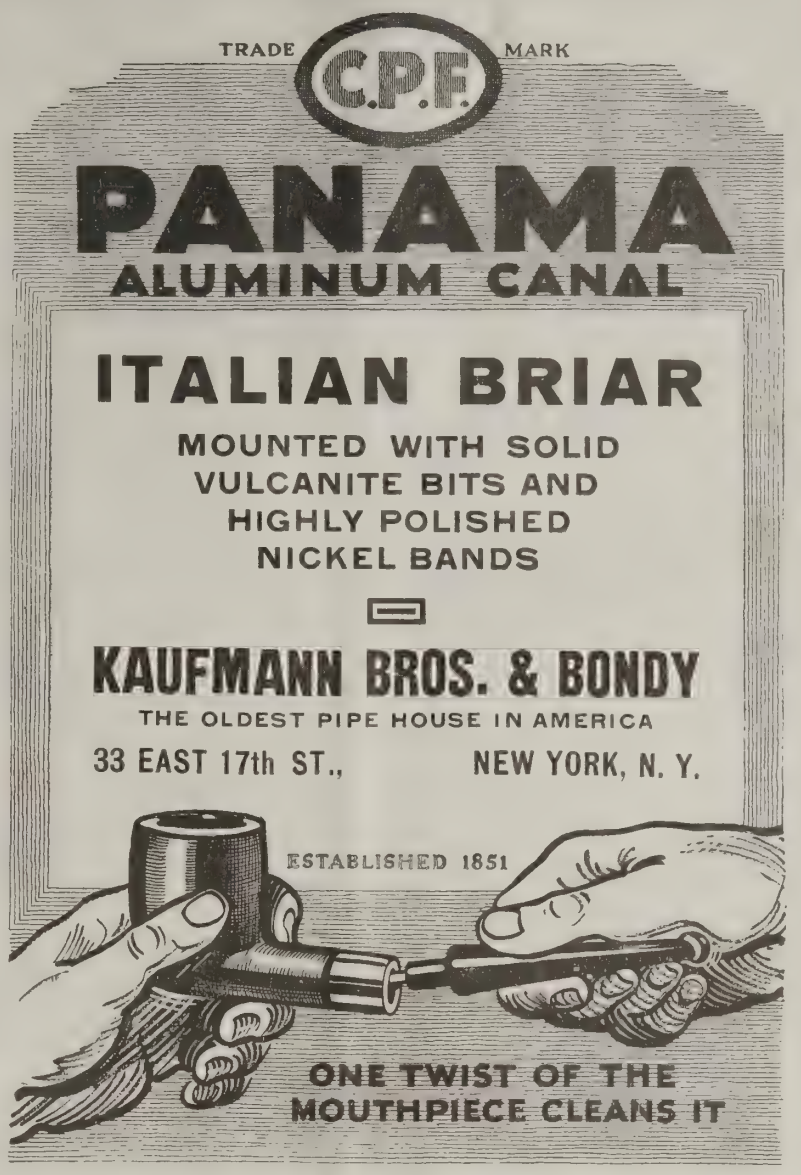
Mr. Gerdts of Frankel, Gerdts and Co. is in Havana buying tobacco. He had been in New York for the past two weeks. The concern is experiencing some difficulty in getting help to band cigars.

Here on a pleasure trip, E. L. Kohlberg, now of the firm of E. L. Kohlberg and Co., Connecticut leaf makers, is reported to be enjoying himself talking over old times when he was in the leaf business in San Francisco with his brother, M. P. Kohlberg. Despite general dullness of business in Sacramento, Doc Strauss, the Blaskower salesman, reports after a trip to that territory, that the cigar business could not be better there.

So that he may enter the candy business on his own account, Dan Leahy, well known cigar salesman, for many years with the Ehrman-Horn Co., has tendered his resignation to that firm, to take effect September 1. Bauer Hess, formerly San Joaquin valley salesman, will fill the hole occasioned by the resignation of Mr. Leahy.

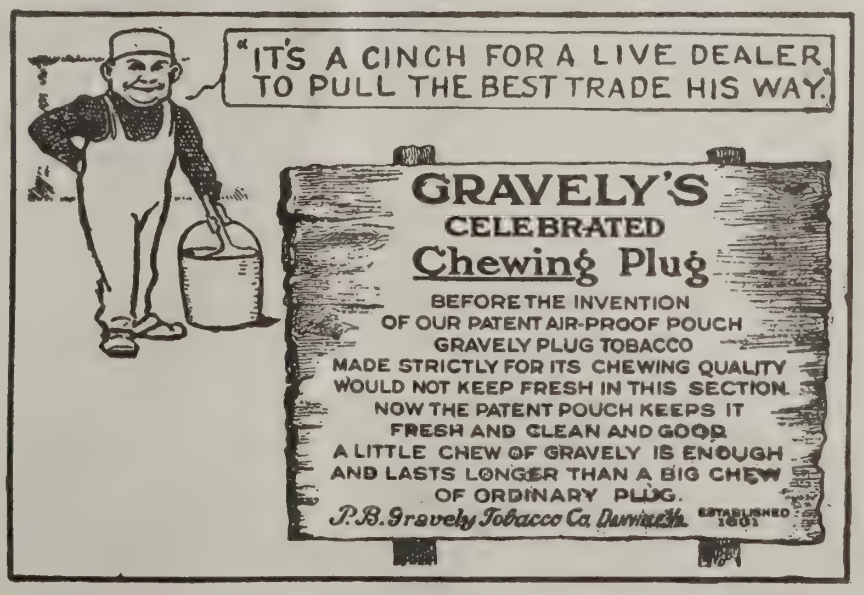
Returning from Los Angeles, P. A. Bricca, vice-president and manager of the Testa Cigar Co., reports conditions good there. He enjoyed a week's visit with friends.

Old-time saloonists of West Hoboken, N. J., who today are keeping up a rush, begun Tuesday, to get saloon licenses, gave as one of their reasons for desiring to continue a denatured business, that Mr. Plain Citizen is so sick of home brewed beer and home distilled wine and liquor that he is anxious to drink at the old-fashioned bar, even if nothing better than one-half of 1 per cent is served.



Don Julian
Distinctive Havana Cigars
Manufactured By
GRADIAZ ANNIS & CO.
75th Street and East River, New York

THE STANDARDS OF AMERICA
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK



FROM THE FIRING LINE

Personal and Trade Jottings

Hugo E. Protz, of Sparta, Wis., has sold his cigar business to Nelson Pfaff.

—

W. S. Weis has sold his cigar business in Volin, S. Dak., to Robt. Long.

—

James Mariner has engaged in the cigar business in Woodworth, N. Dak.

—

Paul Hyams has re-enlisted in the sales force of the American Exchange Cigar Co.

—

Adam Perlinski has bought a cigar and confectionery business in Burwell, Nebraska.

—

Harry Roberts of J. W. Roberts & Son of Tampa is spending a few days in New York.

—

J. N. Hirsch, a tobacco and cigar jobber of Atlanta, is a business visitor in New York this week.

—

Carl Upman's salesmen, it is said, are keeping the Upman cigar factory on the jump to fill orders.

—

The National Can Company of Detroit has increased its capital stock from $500,000 to $1,000,000.

—

E. Popper & Co., Inc., of New York, is building an extension to the company's South Amboy cigar factory.

—

A. Kern Mfg. Co., of 148 East Fiftieth street, New York, reports that the firm is short on several sizes of cigars.

—

James Buckner, of the Southern Leaf Tobacco Co. returned to New York this week after a business trip to Louisville.

—

Hugo Muller of the Hugo Muller Co. left New York Saturday on the Rotterdam to attend the inscriptions in Holland.

—

Henry Duys of H. Duys & Co., Inc., leaves for Amsterdam on the S. S. Mauretania today to attend the inscriptions in Holland.

—

Graham Davis, salesmanager for the General Cigar Co., returned to New York this week from a short vacation at Atlantic City.

—

F. Lederer, Vice-President of the American Sumatra Co., returned to New York last week after spending several months in Europe.

—

Richard Bondy, vice-president of the General Cigar Co., is expected back at his office this week after spending a month in the West.

—

Friedman Bros., tobacconists, of 26 Second avenue, New York, are featuring the Like America and the R. U. On brands of cigars.

—

Julian B. Annis, of Gradiaz, Annis & Co., has returned to New York, after making a long and successful cigar-selling trip through the West.

—

Tom Connor, cigar salesman for E. P. Cordero & Co., of New York, is calling on the trade in Philadelphia, Baltimore and Washington.

—

Harry Cordero, of E. P. Cordero & Co., is back from a most successful trip to the Pacific Coast. He brings cheerful reports from the Far West.

—

A. Siegel & Sons, cigar manufacturers, of 1615 Second avenue, New York, report that business is moving along in a most satisfactory manner.

—

Morris Spiegel, cigar manufacturer of 334 East 78th street, New York, is now putting up Spiegel's Specials in tin cans of 50, to retail at 10 cents.

—

J. M. Loeb, of the J. M. Loeb Cigar Co., of Beaumont, Texas, is in New York this week placing orders for holiday stocks for his jobbing house.

—

J. S. Pinkusohn, of the jobbing house of J. S. Pinkusohn Cigar Co., of Savannah, Ga., is in New York this week stocking up for the fall and winter trade.

—

M. A. Kalfon, the star cigar salesman for Louis Ash & Co., of 430 East 59th street, New York, is making a dash through the New England States this week.

—

Harry Jacoby, the versatile representative of the American Exchange Cigar Co., started on a tour of the trade through upper New York and Pennsylvania, Tuesday.

—

Two well known men in the *Times* building, New York, made an election bet, Monday: 500 Portagas perfectos, against a suit of clothes that Harding will be the next President.

—

J. E. Arbuckle, Texas representative of the General Cigar Co., is spending a few days at the New York headquarters of the company. Mr. Arbuckle hails from Dallas.

—

S. H. Furgatch, of S. H. Furgatch & Co., says that they are making strenuous efforts to catch up with cigar orders, which have been pyramiding for several months past.

—

Henry Fisher of H. Duys & Co., Inc., after spending a short vacation is back at his desk again. He will welcome home his young son who went with the Boy Scouts to Europe.

—

Juan Ovarez Cigar Co., of 253 Church street, New York, is now using the cans for packing two sizes of cigars, Coronas and Lafayettes, fifty to package. One is 15c., the other is 3 for 50c.

—

J. L. Armyo, office manager for the American Exchange Cigar Co., after indulging in a brief but much needed rest, is again back at his desk, wearing his usual beaming countenance.

—

Dave Frohlichstein has become the middle western representative of Breslin & Campbell in the sale of the Quincy cigar. His headquarters will be in Chicago. He is well known to the trade.

—

Edward S. Goodner, president of the Goodner Wholesale Grocery Co., of Wichita Falls, and Gainesville, Texas, is circulating among the big New York tobacco manufacturing companies this week.

—

Jos. Berran & Co., cigar manufacturers, have removed from First avenue and 42nd street, New York, to 407-413 East 91st street, at which address they have two very large, light and airy floors.

—

Welcher Bros., of New York, say that all of their cigar makers, who have been "out" for some time on French leave, are back "on the job," except the Cubans—the latter are still meandering, *ad libitum*.

—

Eleven thousand bales of Sumatra tobacco bought by the House of Duys is expected to arrive in New York on the S. S. Noordam this week and 1900 bales will come on the Nieu Amsterdam next week.

—

John J. Rogers, treasurer of Breslin & Campbell, of 410 East 68th street, New York, was in the N. Y., N. H. & H. railway wreck last Saturday. But he escaped with nothing more serious than a severe shakeup.

—

Max Schwarz, of La Primadora fame, has

John Ruskin ♦ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

shaken the dust of Gotham from his feet for a short period of rest and recreation in Maine. Meantime the progressive business is in the capable hands of his experienced sons.

—

Gus Saloman returned recently from his two months' tour of Europe, and after a few days' stop-over in New York, he started on a two months' cigar-selling tour of the middle western states, representing E. Kleiner & Co.

—

The Schmid-Muller Co. was incorporated last week for $500,000. Operations of this company will commence about January 1, according to authentic reports. The company will operate chiefly in Sumatra and Java tobaccos.

—

Morris Levy, general manager for Julius Klorfein, says that the advance in cigar prices does not seem to have the slightest depressing effect on sales. In fact, he says that Garcia Grandes appear to be in greater demand than ever before.

—

Like America Cigar Co., of 1459 Third avenue, New York, says that it is difficult to turn out a sufficient number of Like America squares to meet the growing demand. The company, it is said, is just about able to keep up with orders for the R U On brand.

—

In the United States, business failures during the week ended August 26 show a slight decrease as listed by Bradstreet's but a slight increase according to Dun's totals. Dun's also reports a slight increase in number of firms defaulting with liabilities of $5,000 or over.

—

Somewhat improved in health, and rested and refreshed because of a three weeks' vacation, J. J. Flaherty, manager of the United Cigar Store in the Flatiron building, New York, is back at work this week. And the many customers of the famous store were glad to see Flaherty again.

—

Carlos Garcia, the manufacturer of Marie Garcia clear Havanas, is a believer in good workmanship. And he is willing to pay cigar makers "the highest price going." But even he could hardly meet the demands made by employes at his Brooklyn factory. Consequently another strike is reported.

—

J. B. Rovira, of Benito Rovira Co., is off on a business tour which will take him to a large number of important centers between New York and Los Angeles. He is in Denver this week. Mr. Rovira will visit Chicago, Salt Lake, San Francisco and numerous other cities, and is expected back in New York about the first of November.

—

A very large number of orders have been received by the Standard Cigar Mold Co. at No. 90 Wall Street during the past month, in fact from all parts of the country applications are being received for the Standard Molds at $2.25, 10 section, and $2.50 20 section, f. o. b. New York. Molds of all shapes, sizes and of the very best quality are being offered.

—

E. J. Stoltz, of San Francisco, Pacific Coast representative of Simon Batt & Co., arrived in New York last Friday to urge that the shipment of holiday stocks of Palo and La Verdad cigars to the Pacific jobbers be made with as little delay as possible. Mr. Stoltz says that the cigar business on the coast is in a decidedly good condition. He is to end his brief stay in Gotham today, Thursday.

—

M. F. Minden Co.'s cigarmakers are "out" again. Mr. Minden says that he does not know why. No "grievances" were submitted, he says and as there is a law against interfering with the "rights" of others, Mr. Minden says that his corporation did not wish to violate the law by interposing objections, inasmuch as the cigarmakers had a "right" to "strike" if they wanted to, and it does seem as if they did want to.

—

In an item in last week's issue of TOBACCO, referring to Miss Leonia Feifer, who is a great favorite at the Edgemere Club, Edgmere, L. I., where she has been spending the Summer, the age of the young lady was inadvertently omitted. As was stated, she is the charming daughter of B. Feifer, the well known New York cigar manufacturer. This young person is bright, witty and winsome, and is twenty months "old."

—

The average weekly earnings of factory workers in New York State declined slightly in July, the first decrease since April. An average weekly wage of $29.49 was reported by 1648 establishments in July, a decrease of 28 cents from the June average, and the largest decline since October. Decreases ascribed to usual seasonal fluctuations and partial shutdowns for vacations, inventories, and repairs in many plants, particularly in textile industry.

—

"Wherever you find progress and boosting for Davenport there you will find a Martin Cigar Store," declares the *Daily Times* of Davenport, Iowa. "Of course every one expected to be able to buy a good cigar at the Big Fair and naturally expected it to come from one of Martin's Cigar Stores. No one was to be disappointed for here it is, a Martin Cigar Store on the grounds, a regular cigar store where you can get your favorite brand of cigar—a drink or a sandwich. And all with the usual Martin courtesy and service."

Trade Notes From Near and Far

Exports of tobacco from ports on the eastern coast of Sumatra amounted to 2,875,310 kilograms during the month of March.

—

Belgium has lifted the ban on exporting manufactured tobacco, according to Moniteur Belge. No more export licenses are required.

—

Poland's finance minister plans to put a tax on cigarette paper, according to *Nowy Dziennit*. For each pack of 100 papers the consumer is to pay 0.75 and for 100 mouth pieces 1.50 marks.

—

The Danville Warehouse Company, Inc., has passed a resolution calling on the Danville, Va., Tobacco Board of Trade to suspend sales on November 2, the date of the presidential election. It is a foregone conclusion that this will be done.

—

At Cologne, Germany, the police raided a counterfeiters' den and found there 5 million cigarettes of English make. The cigarettes were bought with counterfeit money. A cigar dealer was arrested in connection with the case.

—

All the large tobacco manufacturing firms of Nordhausen, Germany, have formed a combination. They all are members of a stock company capitalized at ten million marks. The new company will manufacture and sell goods.

—

Petosky, Mich., soon will have a cigar factory employing from 250 to 600 people. Arrangements recently concluded by the American Cigar Co. and the Petosky Chamber of Commerce insure the location of the plant in Petosky.

—

Thieves broke into a Detroit, Toledo and Ironton freight car and at the freight house at Mackie and West End avenues, Detroit, Sometime between midnight Monday and 8 o'clock Tuesday morning and stole 242 cases of cigarettes, valued at $18,000.

—

The Deli Batavia Maatschappij has taken over the five concerns of the United Langkat Plantations Compagnie, subject to approval by the stockholders of the latter company. The purchase price is to come out of the funds of the Deli Batavia.

—

Fred Soter, of the F. & E. Soter Corporation, cigarette manufacturer, sailed last Friday for France. While away, which may be as long as two years, Mr. Soter expects to spend considerable time in Egypt, and plans to tour practically every country in Europe.

—

Two young men were shot at the Dutch-German border by frontier guards. They had been smuggling cigarettes into Germany from Holland and failed to halt when commanded to stand. Both were killed. The killing of smugglers is almost a weekly or daily occurrence in that section.

—

During 1919 Bulgaria exported tobacco worth 300 million lewa. Tobacco is Bulgaria's principal article of export. In spite of the high figure reach[illegible] in tobacco exports, the general trade bala[illegible] went against Bulgaria by 360 million lewa for t[illegible] year. In the month of April Bourgas, [illegible] principal seaport, exported 1,143,287 kg. of leaf tobacco. Of this amount Holland received 272,1[illegible]5 kilograms.

—

The New Bern, N. C., Chamber of Commerce announces that there is fair prospect of New Bern securing a cigar manufacturing establishment. The report of a committee which went to Norfolk, Va., to confer with the concern seeking a location has been submitted. The firm is seeking a fire resisting building with 25,000 square feet of space and will need a large number of women workers, who will be paid from $8 to $25 weekly.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers
Send us a trial order. We guarantee satisfaction.
LARUS & BRO. CO., Richmond, Va.

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

LABOR DAY

"Men my brothers, men the workers, ever reaping something new." TENNYSON

WE extend our greetings to the workers of America and join with them in the celebration of Labor Day.

Deeply conscious of the part that "Labor" has played in our success, we offer to laboring men and women our congratulations on the nation wide recognition of their own day.

WE acknowledge with gratitude many years of faithful service from our employees and look forward with confidence to the continuation of these cordial relations.

And last but not least, we acknowledge our debt to the workmen of America whose preference for our tobaccos has made our success possible.

The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York City

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Gonzalacio"

RUPERTO LEON GONZALEZ
Almacenista de tebaco en Rama
Prade 128. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pasterama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tobenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisenar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Baye Street, Havana, Cuba
Cable "Anzuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
66 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

Crippled Transportation

Says the Irving National Bank of New York:

"Since we have heard so much about the weakness of production, about inflation, about credit and exchange difficulties, about wilful waste, about extravagance expressed in our attitude towards luxuries, doesn't it seem strange that this interruption or lack of transportation generally prevailing throughout the country, and vital in its bearing upon national and individual prosperity, has not received more serious consideration?

"Today the lack of sufficient transportation facilities is a vital and pressing problem; unfortunately, too, the prospects for immediate relief are not very bright. There is hardly any line of business, any individual, who has not been inconvenienced in some way by the constant interruptions of transportation. The commuter has been delayed in getting to business; in some sections he has had to help operate trains because of strikes. Every one has had to meet higher living costs, which, in recent months, have been largely affected by railroad congestion. The manufacturer does not know what dependence he can place on transportation lines in assembling raw materials or in shipping his finished product.

"Millions of bushels of grain are still on the farms or in elevators at primary markets, awaiting transportation. Prospects are for a large grain crop this year. Therefore, not only is part of last year's crop to be financed and transported, but the new crop must also be moved. Milling interests in many centers are having difficulty in obtaining sufficient supplies of grain to fill orders. Many own grain in country elevators or at primary markets, but cannot obtain cars to bring it to their mills.

"The outlook with respect to a coal shortage this winter is alarming. The lack of open-top equipment and locomotives to move it, the recent railroad labor troubles and the widespread freight congestion, are largely responsible. The steel mills are suffering for cars in which to move their products and assemble coal and raw materials. The same may be said of farmers, fruit raisers, lumbermen and wholesalers and retailers dependent upon transportation to complete their sales transactions.

"From 1905 to 1915 the freight tonnage handled by our railroads, expressed in ton miles, increased about 61 per cent, while the number of freight cars increased only 36 per cent—although this was partially offset by the larger capacity for cars constructed. From 1915 to 1918 the tonnage increased some 45 per cent and cars in service only 1.6 per cent. The Railroad Administration built, during its two years of control about 100,000 freight cars. It is doubtful if these were sufficient to rep'ace equipment worn out or destroyed in that time. Estimates of the present shortage of freight equipment range from half to three-quarters of a million cars. These figures do not seem excessive when we consider that their construction must be spread over two or three years and must comprehend future as well as present needs.

"Equally interesting figures might be given with respect to the shortage of locomotives and passenger cars. Construction of modern yards, additional side and yard tracks and other terminal facilities have not kept pace with the increase in tonnage or main line and new line construction. Better yard facilities at important railway centers would speed up transportation—in fact, the lack of terminal facilities is another reason for congestion today. Too little block and other signal apparatus has been installed in recent years, notwithstanding the great improvement that would result in the safe and more efficient operation of trains between terminals.

"*The Railway Age,* in its January 2d issue, estimated there must be built in the next three years, if the railroads are to be placed in position to handle the tonnage that will offer, approximately 13,000 locomotives, 24,000 passenger cars, 700,000 freight cars, 30,000 miles of side track and yard tracks, and about 15,000 miles of additional main track. In addition, large sums must be spent for yard and terminal improvements, modern shops, docks and port facilities, railway signals and other devices to improve transportation. All this will cost some $6,000,000—a figure which may or may not be excessive.

"In consequence, we find ourselves asking whether the oft-repeated phrase, 'the railroads have broken down,' is correct. Remember that during the war they handled enormous traffic under most trying conditions. Since then they have been handling—though not always promptly—a larger volume of business than before the war. Obviously they could not do this if they had broken down. Instead, the system as a whole, crippled by financial, labor and other troubles, might more properly be described as inadequate to cope with the huge tonnage offering and in prospect."

World-wide Demand for American Goods

WASHINGTON, Sept. 1.—Manufactures continue to be the chief part of our exports. They have formed, says a statement by the National City Bank of New York, 52 per cent of our exports in the current calendar year, and in the months of May and June 56 per cent as against 43 per cent in the same months of last year. The total value of manufactures exported in the calendar year 1920 will, says the bank's statement, be not only the largest ever recorded, but will considerably exceed $4,000,000,000 as against slightly less than $1,000,000,000 in the calendar year 1914.

Details of the distribution of manufactures in the fiscal year 1920, which are now at hand, indicate that the world is demanding from us the class of materials required for the immediate use of its people. Food, clothing and certain transportation facilities must be had for immediate use, while other lines, such as the building of new railways and factories and the replacement of machinery operated during the war, can be temporarily deferred, awaiting adjustment of costs, and the big increase characterizing our 1920 exports of manufactures occurred in articles required for immediate use.

For Men Who Want Quality

ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Textiles exported in the fiscal year 1920, says the Bank's statement, aggregated $485,000,000 against $328,000,000 in 1919, and only $81,000,000 in the year preceding the war, an increase of 50 per cent in value over last year and of 500 per cent over the fiscal year 1914. Leather and manufactures thereof amounted in 1920 to $292,000,000 against $183,000,000 in 1919 and $58,000,000 in 1914, an increase in value of 60 per cent over last year and approximately 400 per cent over 1914. Wood manufactures aggregated $169,000,000 in 1920, an increase of 61 per cent over last year; mineral oil exports in the various manufactured forms aggregated $403,000,000 in the fiscal year 1920, an increase of 21 per cent over the immediately preceding year; manufactures of rubber $70,000,000, an increase of 56 per cent over last year and more than 400 per cent over 1914, while automobiles capped the climax with an increase of 100 per cent as compared with last year and 700 per cent as compared with 1914.

In other particulars it is apparent that the immediate requirements of man are characterizing the world's demand upon us. Of cotton goods alone the exports in the fiscal year just ended were $364,000,000, or an average of a million dollars a day, against only $232,000,000 one year ago and $51,000,000 in 1914, and while a part of this increase is due to higher prices, the increase in quantities exported is very large.

Directory of TRADE ASSOCIATIONS

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Joseph Freeman, treasurer.
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Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

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James Campbell, South Deerfield, Mass., treasurer.

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F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

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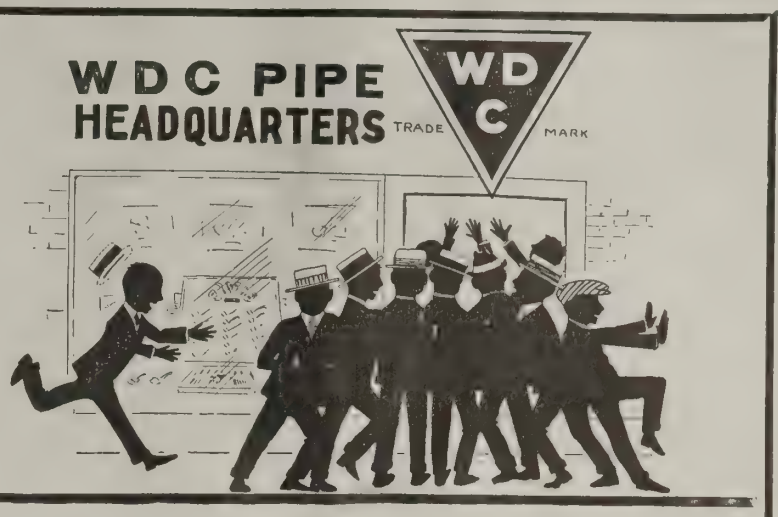
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

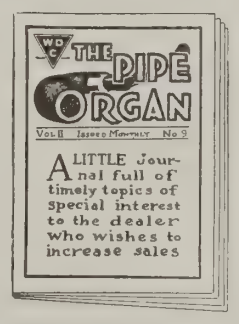


They Fight To Get In

Make your store W D C Headquarters. Then the everyday "smoke" sale will bring in crowds that will make a fire sale look like a pile of wet cinders.

Do You Get "The Pipe Organ"?

Put your W D C cases on your counter and in your windows. Have a few of the attractive W D C display cards properly placed in the store.



It's a live little magazine with a bunch of interesting information for the tobacco merchant. Sent free upon request.

Then enlarge your entrance to keep the crowd from sticking. For there is sure some big demand for W D C Pipes and Triangle Tubes.

And the demand is growing. W D C quality is bringing back the smokers who know. W D C advertising is creating a bunch of new business.

So check up stock and send your jobber a hurry-up order for refills.

WM. DEMUTH & CO., NEW YORK

World's Largest Pipe Manufacturers

CIGARS FROM PORTO RICO.

Per S. S. Mohawk. Arrived Aug. 30.
Consignees:

New York—	Cases
Pedro Costa	4
Porto Rico American Tob. Co	477
United Cigar Stores Co	444
Villar Lanza Co	11
M. Lopez & Co	3
Cien Porciento Co	5
E. C. Acero Export & Import Co.	14
Porto Rican Express Co	17
Infanzon & Rodriguez	26

Per S. S. Porto Rico. Arr. Aug. 26.
Consignees:

New York—	Cases
Porto Rico Exp. Co	2

TOBACCO FROM PORTO RICO.

Per S. S. Mohawk. Arrived Aug. 30.
Consignees:

New York—	Bales
Johnston Leaf Tobacco Co	8
A. Philippi & Co	51
L. Hirsch	3
Durlach Bros.	38
M. A. Sola & Co	18
R. Gans	12
American Cigar Company	936
Hamburger Bros. & Co	20
P. Lorillard Co	200
Portocuba Corporation	37
J. B. Lichenstein & Co	130

TOBACCO FROM PORTO RICO.

Per S. S. Mohawk. Arrived Aug. 30.
Consignees:

New York—	Barrels
P. Costa	3
Johnston Leaf Tobacco Co	5
Julius Klorfein	47
General Cigar Co	75
Porto Rico American Tob. Co	35
A. Philippi & Co	56
L. Hirsch	80
Durlach Bros.	175
M. A. Sola & Co	71
L. Rucabado & Co	25
S. London	10
W. Ellinger & Co	50
Rosenstadt & Waller	4
American Sumatra Tobacco Co	180
M. Gans & Sons	170
Portocuba Corporation	97
Goldsmith & Block	30
American Cigar Co	148
Hamburger Bros. & Co	186
Porto Rican Express Co	179
Infanzon & Rodriguez	3

Per S. S. Banan. Arrived Aug. 12.
Consignees:

New York—	Cases
Brit. Amer. Co	5

CIGARETTES FROM ENGLAND.

Per S. S. Baltic. Arrived Aug. 26.
Consignees:

New York—	Cases
N. Y. & Cuba S. S. Co	8

LEAF TOBACCO FROM ENGLAND.

Per S. S. Baltic. Arrived Aug. 26.
Consignees:

New York—	Cases
Pitt & Scott	2

TOBACCO FROM ENGLAND

Per S. S. Minnekahda. Arr. Aug. 24.
Consignees:

New York—	Cases
Karr, Ellis & Co	118

SNUFF TOBACCO FROM PALERMO, ITALY.

Per S. S. Dante Alighieri. Arrived Aug. 21.
Consignees:

New York—	Boxes
Cusimona & Co	20½

CIGARETTES FROM HAVRE, FRANCE.

Per S. S. New York. Arrived Aug. 20.
Consignees:

New York—	Cases
B. C. & Co	1

TOBACCO FROM HAMBURG.

Per S. S. Vittorio Emanueele III. Arrived Aug. 27.

	Packages
Tropical Tobacco Co	29

TOBACCO FROM SAMARANG.

Per S. S. Rondo. Arrived Aug. 19.
Consignees:

New York—	Bales
Park National Bank	1,927

CIGARILLOS FROM ANTWERP.

Per S. S. Patagonier. Arr. Aug. 30.

	Cases
S. M. Jackson Jacobs	2

PIPES FROM ANTWERP.

Per S. S. Patagonier. Arr. Aug. 30.

	Cases
American Express Co.	1

TOBACCO FROM THE PHILIPPINES.

Per S. S. Alaska Maru. Arr. Aug. 21.
Consignees:

New York—	Bales
Amer. Foreign Banking Co	88

CIGARS FROM MANILA.

(Arriving at San Francisco last week)
Per S. S. Amazon Maru—

Consignees	Cases
H. Peabody & Co. (San Francisco)	5
A. C. Hirschfield & Co. (San Francisco)	3
American Express Co. (San Francisco)	26

Per S. S. Eastern Trader—

Hartmann Pacific Co. (San Francisco)	10
Haas Baruch Co. (Los Angeles)	5
Central Cigar & Tobacco Co. (Memphis, Tenn.)	2
Peter Hauptman Tobacco Co. (St. Louis, Mo.)	10
United Cigar Stores (Chicago)	15

Dobestic tobacco arriving at San Francisco last week:

Per S. S. Hattie Luckenbach from Philadelphia and New York—3,981 packages.

Per S. S. Point Judith from Baltimore —1,286 bales of tobacco.

Classified Advertisements

WANTED—AN EXPERIENCED MAN acquainted with the jobbing trade, fine opportunity, state territory. Address BOX 80, c/o Tobacco, 10 East 39th St., New York.

SALESMEN—Two or three men acquainted with local cigar trade to handle a general line for large wholesale concern. Write "Cigars," c/o Tobacco, 10 E. 39th St., New York City.

BOOKKEEPER AND STENOGRAPHER to take charge of office of wholesale house, cigar house; experienced only. Bookkeeper, c/o Tobacco, 10 E. 39th St., New York City.

MANUFACTURER OF PLUG, TWIST and smoking tobacco, established 40 years, wants the services of an active man of wide experience in making cigarettes. He must have thorough knowledge of all phases of cigarette production and must give age, references and full account of his manufacturing experience. This is an opportunity for the right man either with or without capital. Address "INQUIRY," CARE TOBACCO, 10 E. 39th ST., NEW YORK.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

PERFECT LITHOGRAPHY
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FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

HIGH GRADE CIGAR LABELS
We have just purchased the entire stock of the exceptionally fine line of Labels formerly lithographed and carried by Louis E. Neumann & Co. This complete line together with our own and those formerly made by Krueger & Braun is now being offered at exceptionally low prices to close them out. Editions run from 2,000 sets upwards. GOOD OPPORTUNITY TO OBTAIN A PRIVATE LABEL IN SMALL LOTS. Samples furnished on application.
WM. STEINER SONS & COMPANY
257 to 265 West 17th Street NEW YORK CITY

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BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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F. P. ARGUELLES PASSES AWAY

And Many Pay Tribute to His Memory

Facundo P. Arguelles, long numbered among the ablest and best clear Havana cigar manufacturers in the country, died Saturday in the home of his daughter, Mrs. B. Cosio, at 306 East Palm street, Tampa.

He was the senior member of the old established, nationally known firm of Arguelles, Lopez & Bro. For years, he had been a director of the Exchange National Bank. Very prominently also, he was identified with the Centro Asturiano and other Spanish societies in Tampa.

At the time of his death, he was nearly 71 years old.

In brief, the story of his life is a narrative of earnest endeavor and honestly earned success. He was born November 24, 1849, in Gijon, province of Asturias, Spain. Like many other ambitious young Asturianos, he decided to be a cigarmaker. At the age of 14, he went to Cuba. In Havana, as an apprentice, he entered the factory of La Madama (afterwards the famous factory of H. Upmann & Co.). There he served the usual apprenticeship, becoming in time a skilled and trustworthy cigarmaker. When he had learned his trade thoroughly, he came from Havana to New York and obtained employment without delay. For several years he worked in factories here, making clear Havana cigars.

From cigar maker to cigar manufacturer was the next step. Early in 1888, Facundo P. Arguelles and Joaquin Lopez formed a partnership. A few months later, Celestino Lopez, the brother of Joaquin, was admitted as a partner and the firm, thus formed, was styled Arguelles, Lopez & Bro.

It was a harmonious, strong and prosperous partnership. The members of the firm were notable exponents of the old fashioned virtues of honesty, industry and prudence. As manufacturers of fine, clear Havanas, cigars that always were remarkably good, Arguelles, Lopez & Bro. made a reputation that extended from coast to coast. And, whatever the vicissitudes of cigar manufacturing might be, that proud reputation was steadfastly upheld.

Joaquin Lopez passed away in 1914. The two remaining partners re-apportioned the work. Of the leaf buying and the manufacturing end of the business, Facundo Arguelles was in charge. Management of sales and finance was entrusted to Celestino Lopez. Each partner did his share of the work faithfully and well.

The factory, which was moved from New York to Tampa in 1895, became additionally important because of the excellence and reliability of its output. Brands of Arguelles, Lopez & Bro. ever have been "standard."

Not only because of his high standing as a man, but also because of the prestige obtained by the factory he managed, Facundo Arguelles was honored, deservedly, in Tampa.

He had a genial, kindly disposition, he was quick to extend a favor, "he didn't have to be asked" before he helped a friend in need. He was sympathetic, yet he had a strong sense of justice. Self-reliant, independent, entirely removed from shams and pretences, he was not one who could be easily imposed upon. Characterized as the true type of a refined Spanish gentleman, he was "one who never feared a foe nor avoided an obligation."

He leaves a daughter, Mrs. Rosalia Th. Arguelles Cosio, of 306 East Palm street, Tampa, and two sons, Jose F. Arguelles, now in Grado, Spain, and Rodolfo Arguelles, of New York.

The funeral services were held in the Church of the Sacred Heart, in Tampa, Monday, at 10 a. m. Interment was in the Catholic cemetery.

In Tampa, many and most sincere were the tributes paid to the departed. And, in the trade, throughout the country, profound regret is expressed because of the death of the veteran cigar manufacturer. Undeniably, he was a good man.

The Late Facundo P. Arguelles

Figuring on the Maryland Tobacco Crop

According to a review of the tobacco situation in Maryland, from the viewpoint of the grower, the manufacturer and dealer, it appears that Maryland's 1920 crop, which is now being harvested, bids fair to be larger, but no better in quality, than the 1919 crop, which is now being stored, and that prices in general may reach a new peak, despite predictions to the contrary.

While Maryland's crop has, of recent years only, been used to any extent in the States, now that it is used rather extensively in making cigarettes, chewing tobacco and some grades of cigars at home, the crop conditions and prices will naturally have some effect upon the retail prices. Maryland growers are getting bigger prices this year than they have ever received in history.

According to H. C. Gieske, of the firm of Gieske & Niemann, Maryland's 1919 crop will not yield more than 5 or 10 per cent of the better grade of tobacco.

About 10,000 hogsheads of the 1919 crop is now stored in warehouses, and the estimated remaining 25,000 or 30,000 hogsheads, which Mr. Gieske says is about 10,000 hogsheads below the normal yearly yield, is being shipped to the warehouses now.

Tobacco in the Census

WASHINGTON, September 2.—The annual report on the tobacco industry in the United States for 1919 (Census Bulletin No. 143) will shortly be issued by the Director, Sam. L. Rogers. The bulletin assembles the quarterly reports of stocks of leaf tobacco as published by the Bureau of the Census. It also contains data regarding the acreage in and production of tobacco by states and by types, the prices paid for tobacco, and sales of tobacco by the growers as compiled by the Bureau of Crop Estimates, Department of Agriculture; the quantity of tobacco consumed, the several tobacco products manufactured, the number of registered factories, and revenue collected on tobacco as published by the Bureau of Internal Revenue, Treasury Department; the quantity of tobacco consumed and tobacco products manufactured in bonded manufacturing warehouses as returned by the Customs Division, Treasury Department; and the quantities of leaf tobacco and tobacco products imported, exported, and stored in United States bonded warehouses as published by the Bureau of Foreign and Domestic Commerce, Department of Commerce. The object of the bulletin has been to assemble in one publication the statistics for the various phases of the tobacco industry and to present them in convenient form for ready reference.

The bulletin contains statistics which may be surprising to those not fully conversant with the industry. In 1919, according to the Bureau of Crop Estimates, there were 1,901,200 acres planted in tobacco, while the production from the crop of 1918 amounted to 1,439,071,000 pounds. There were imported during 1919 leaf tobacco and tobacco products to the value of $86,485,035, while the exports of leaf tobacco were valued at more than $250,000,000. The combined production of cigars in registered factories and in bonded manufacturing warehouses was 7,629,000,000, of cigarettes approximately 55,000,000,000, and of chewing and smoking tobacco and snuff, 427,000,000 pounds. There were 16,211,769,000 cigarettes exported during the year, leaving 39,000,000,000 factory made cigarettes for consumption in the United States. The exports of leaf tobacco during 1919 amounted to 765,913,164 pounds, greatly exceeding those for any prior year. The revenue collected during the year amounted to $205,000,000. Of this total North Carolina contributed $67,140,000, New York $34,596,000, Virginia $12,664,000, Pennsylvania $12,012,000, Missouri $10,868,000, Ohio $10,859,000, and New Jersey $10,226,000.

Three Centuries of Tobacco

By George K. Holmes

Statistical Scientist, Division of Crop Records, Department of Agriculture

On the Atlantic seaboard of North America tobacco was first cultivated by one of the white race when John Rolf raised it in his garden at Jamestown in 1612. Cultivation by other members of that colony followed and by 1618 as much as 20,000 pounds was sent to England, where demand and market, although small, had already been established. The export of tobacco from Virginia doubled the next year, and in three years from 1618 it trebled. A half million pounds measured the export in 1627, about 1,500,000 pounds in 1639, about 23,750,000 pounds in 1664, presumably from Maryland as well as Virginia, and with an irregular upward movement the quantity exceeded 107,000,000 pounds in 1770. Exports were small, but did not cease, during the Revolution, after which they rapidly rose to 101,000,000 pounds in 1790, when the estimated production was 130,000,000 pounds.

In colonial times the English navigation laws prohibited shipments of tobacco to any country of Europe, except England, and, eventually, Scotland, to promote purchases of British manufactures by the colonists, and these shipments are all that is known concerning the quantity of the production. With them should be included unknown colonial consumption and undetected smuggling.

The first United States census of agriculture, for 1839, found a crop of more than 219,000,000 pounds of tobacco, but in 1849 it was under 200,000,000 pounds. By 1859, it had more than doubled the crop of 1849 and reached 434,000,000 pounds, followed by reduction to 263,000,000 pounds in 1869, in consequence of the Civil War. After that year, production advanced to 868,000,000 pounds in 1899, to 1,056,000,000 pounds in 1909, and to 1,439,000,000 pounds in 1918, the largest crop ever raised, as estimated by the Bureau of Crop Estimates.

In the tobacco-producing States, distinctive types of tobacco grow. Cigar types grow north of Maryland and the Ohio River and in Georgia and Florida. Together, they are about one-fifth of the national crop. About four-fifths of the crop embraces types described as chewing, smoking, snuff, and export types, growing mostly in the Southern States. Less than 1 per cent of the entire crop is unclassified by type.

In the course of time, the relative production of tobacco in the various geographic groups of States has changed considerably, owing to extension to new regions and to changing fancies for some of the types. In 1839, more than one-half of the national crop was produced in the South Atlantic States, or 54 per cent, but the fraction declined to 21 per cent by 1889, with recovery to 35 per cent in 1899, and to an average of 36 per cent in the five years 1914-1918.

The South Central States had second place in 1839, with 38 per cent, and the percentage rose as high as 53 in 1889, and fell to an average of 41 in the five years ending with 1918, or above that of the South Atlantic States. Production has been almost entirely east of the Mississippi River.

Third place has been held by the North Central group since 1839, with nearly the entire production in the eastern subdivision. The fraction increased from 8 per cent in that year to 18 per cent in 1869, since which year it has declined to the average of 14 per cent in 1914-1918.

The North Atlantic States produced less than 1 per cent of the tobacco crop in 1839, but had raised the fraction to 13 per cent in 1879. In recent years this has declined, and during 1914-1918 it has been 9 per cent. Merely a trace of tobacco production has existed in the Mountain and Pacific States.

The North gained relatively in tobacco production from 1839 to 1879, and rose from 8 to 28 per cent of the total, and thereafter the relative gain was transferred to the South, where it reached 77 per cent of the whole crop in 1914-1918.

Virginia led in tobacco production in 1839, with 34 per cent, or more than one-third, of the national total. The Civil War placed Kentucky in the lead, and by 1869 that State produced 40 per cent of the whole crop. This lead has been held to the present time, the average for 1914-1918 being 35 per cent. By 1899, Virginia had fallen behind North Carolina also, when the latter State produced 15 per cent of the total crop, but North Carolina did not continuously hold second place until in more recent years. In the five years, 1914-1918, North Carolina's fraction was 18 per cent and Virginia's 11 per cent, which placed the latter State third in order. During the same time, Ohio held fourth place, with 8 per cent, and, in order, followed Pennsylvania with 4.5 per cent, Wisconsin with 4.4 per cent, South Carolina with 3.5 per cent, and Connecticut with 3 per cent.

Tobacco production per capita apparently declined from 11.1 pounds in the period 1839-1844 to 7.4 pounds in the decade following the Civil War. The information is not as dependable as is desired, but at least the indication was a declining ratio to population. The tendency of the ratio was reversed after 1865-1874, and by 1895-1904 the ratio was 9.3 pounds, followed by 10 pounds in 1905-1914. The yearly ratios of 1915-1919 ranged from 10.6 to 13.7 pounds. Whether this increased per capita production is due to increased acreage more than to increased yield per acre will be examined later.

Little information is at hand concerning the price of tobacco to growers before 1863. In the money of the time the Jamestown tobacco sent to England in 1618-20 had a price of 54¾ cents per pound, but by 1639 the price had fallen to 6.08 cents and by 1664 to 3.09 cents. A price of 1.52 cents is recorded for the Virginia and Maryland crop of 1730, of 4.2 cents for that of 1735, and from 2.3 to 4.56 cents thereafter for the colonial crops of various years to 1790. The producers' average selling price of the tobacco of 1847 has been estimated to have been 5 cents per pound; of 1849, 7 cents; and of 1853, 10 cents per pound.

The annual estimates of the producers' average price of tobacco by the Bureau of Crop Estimates began in 1863 with 14.8 cents per pound in gold. In the decade 1865-74 the average was 9.5 cents, and low-water mark since the Civil War was reached in 1895-1904, when the average was 7 cents. In one year—1896—the price was as low as 6 cents. Thereafter the upward movement of prices brought tobacco to 10.1 cents per pound in 1905-14, 14.7 cents in 1916, 24 cents in 1917, 28 cents in 1918, and 39 cents in 1919. The gain in price since 1896 may not have been entirely due to the diminishing purchasing power of the dollar. There was increased cost of production, and producers have been stronger financially and more able to hold for a higher price. Moreover, the postwar demand has been unprecedented.

While the value of the tobacco crop is of great importance locally, it has become a matter of some consequence also as an item in the national total of all crops. Its fraction of the total is small because of the towering magnitude of corn, cotton, wheat, hay, and oats, yet

(*Continued on page* 8)

At the End of a Sale in the Lon Dickey Tobacco Warehouse at Abbeville, Ga.

A. T. M. A. Bulletin on Tare.

Asking Suggestions from Importers.

Relative to taring bales of imported tobacco, special Bulletin 928, issued by the T. M. A., on September 2, says: "Our attention having been called to the practice of the Custom Service of *taring* separately each and every bale of tobacco, we have promptly complained to the office of the Collector of this port, with the result that the Collector, having referred the matter to the Surveyor of the Port, has received a report from the Surveyor, a copy of which is hereinbelow set forth, and which speaks for itself:

(Names and identification references to importations are omitted).

"I am replying to your reference to the letter * * * *, relative to the system employed in ascertaining the tares on importations of tobacco.

"The importer speaks of his experience with a lot of * * * * bales of Sumatra tobacco * * * *, and suggests that we return to the old system of taring 10% of these importations. Under the old rule this quantity was tared only when the tare given in the specification furnished by the importer and the actual tare upon that percentage of the importation as ascertained by the weigher differed less than 12 ounces to the bale. If a greater discrepancy existed 100% of the impotation was tared.

"As a result of the investigations conducted by this office it was established that the actual tare of 45 bales taken at random, or approximately 10% of the importation totalled to 1,762 pounds, a difference of 95 pounds, 4 ounces, or considerably more than 12 ounces to the bale. It would, therefore, have been necessary to tare all of this consignment under the old rule.

"On another consignment of this same concern, * * * *, consisting of * * * * cases of tobacco, actual tare was taken on 52 packages at random. This amounted to 2,009 pounds, 12 ounces, while the specified tare for these same cases was 2,106 pounds. This represents a difference of 96 pounds, 4 ounces, which is again much more than 12 ounces per case, and would have again necessitated taring of the whole consignment.

"Further investigations of other consignments for different importers, arriving at about the same time, showed in one instance an average shrinkage of 3 pounds from the specified tare. In another case the shrinkage was well within the old difference of 12 ounces per bale. This was true as regards * * * * cases of tobacco * * * *, where the actual tare and the schedule tare are very close together, differing in most cases only to the extent of about one-half pound. The variation in the case of 81 packages imported by * * * * upon the same vassel * * * * is also small.

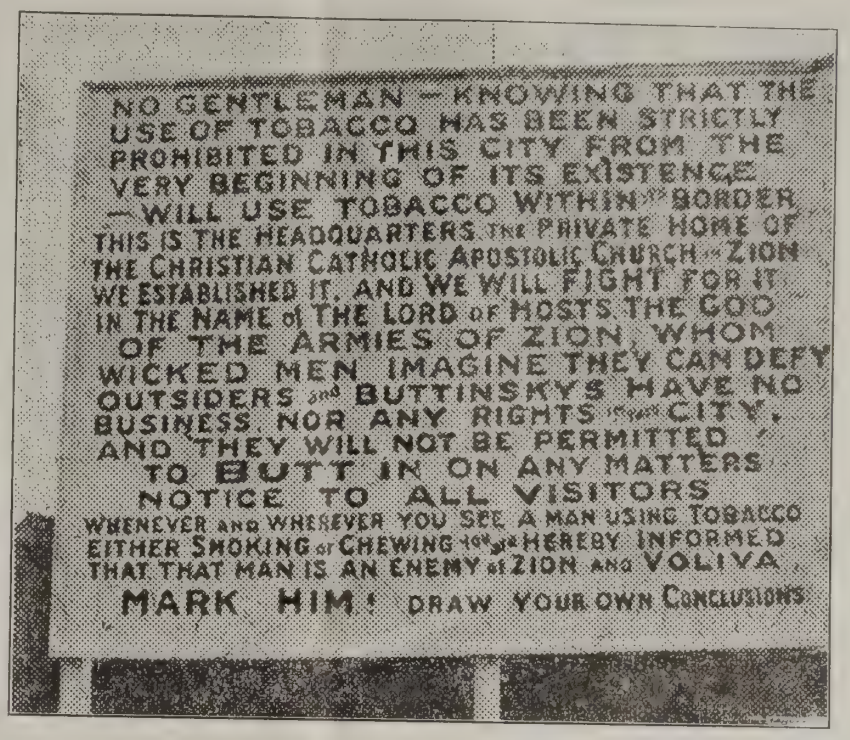
"Where there is a great difference in the tares it seems likely that they have been ascertained abroad and stenciled on the boxes or crates some time prior to the use of the containers. Thereafter they dry out and lose weight. Where there is little difference the coverings appear to have been weighed just before use.

"This shows that there is a remedy in the hands of the importer; namely, ascertaining the tares upon proper scales immediately before the tobacco is cased. However, until there is an assurance that this is done, this office does not feel safe in recommending a return to the old system suggested, under which there was a possibility of great loss of revenue in ascertaining case tares.

"Under the system now in use it has been customary to weight first the entire package, then after removal of the bale to weigh the container.

"In order to save time this office now proposes to have the bale removed from the case or crate and weighed without reference to the container. This will save another operation, and will result also in saving a great deal of time, and will in a large measure, I believe, remedy the conditions complained of."

Suggestions from importers on this question will be cheerfully received and acted upon with due diligence.



Voliva's Anti-tobacco Propaganda on Sign Boards in Zion City

Tobacco is terribly "taboo" in Zion City, that peculiar municipality in Lake County, Ill., near Lake Michigan and close to the Wisconsin line.

Those who attempt to rule in Zion City are addicted to the idea that he who smokes in this world will be smoking continually in the sad hereafter.

Wilbur Glen Voliva, "general overseer" of the isolated religious organization that calls itself the Christian Catholic Apostolic Church, aspires to be the unopposed boss of Zion City. And he hates tobacco. Against tobacco he hurls thunderous anathemas. Upon smokers, he puts his most weird curses.

Voliva believes in signs. He advertises his antipathies. Practically everywhere in Zion City may be seen evidences of Voliva's ill regard for tobacco users. In many places huge placards have been set up that he who runs—or smokes—may read. These signboards warn strangers and others—and in no too-diplomatic terms—of the dire consequences that will result from indulgence, within the city limits, in a cigar, a cigarette or the even more devilish plug cut. Overseer Voliva doesn't believe in mincing words.

Thus the visitor is informed that Zion City is consecrated ground and belongs to God; that "Buttinskis" have no right there and are requested not to smoke.

One is told in signboard language that "the use of tobacco in any form is a dirty, filthy, disgusting, degrading habit"; that he has no more right to pollute with tobacco smoke the air clean people breathe than he would to spit in the water which they drink.

On several of the boards appears this awful warning:

"Cut it out, you fool, before you reap smoker's cancer, paralysis, or one of the other diseases caused by the use of the filthy, nasty, stinking stuff."

These boards are watched jealously by Voliva's men, and woe to him who should attempt to deface one.

Courtinade's New Form of Paper for Cigarettes

An Invention That Had Its Inception in a Front Line Trench

The taste of paste is eliminated. Applied to the new style cigarette paper but three pin points of adhesive are required to keep the cigarette in perfect shape.

F. Courtinade, the inventor and patentee of the specially shaped paper used in the manufacture of Moonlight cigarettes, claims that his invention is "the first improvement made on cigarettes to date."

And, in telling how he originated the new form of tube to contain tobacco, he said: "In the great war, I was a corporal in the 62d Bon Chasseurs Alpines. On March 17 (St. Patrick's Day), 1915, I was in a front line trench at Ampferback in Alsace. The Germans bombarded our position incessantly. Our entrenchments were deluged and battered by marmites of all sizes. The din was deafening. The noise of battle was indescribable. A rain of shrapnel would be followed by the thundering descent of a great shell. A high upheaval of earth almost buried me. Almost crushed, I crawled out of the debris. Gasping, I gave thanks to God for my escape.

"Then, having recovered breath, I felt that I must have a smoke. I had a little tobacco but no paper with which to make a cigarette. I looked around. Finally I discovered a piece of coarse, thick paper, a torn bit of wrapper from a package of ammunition.

"Well, it had to do. Into that scrap of ammunition paper, I poured my tobacco. I fashioned a large, clumsy cigarette. But, it wouldn't stay rolled. So I tied the cigarette in two places, with a shoe string. It was rough and crude. Yet I enjoyed that smoke. While I smoked, an idea came to me. My struggle to get a proper roll suggested an advantageous new form for a cigarette paper.

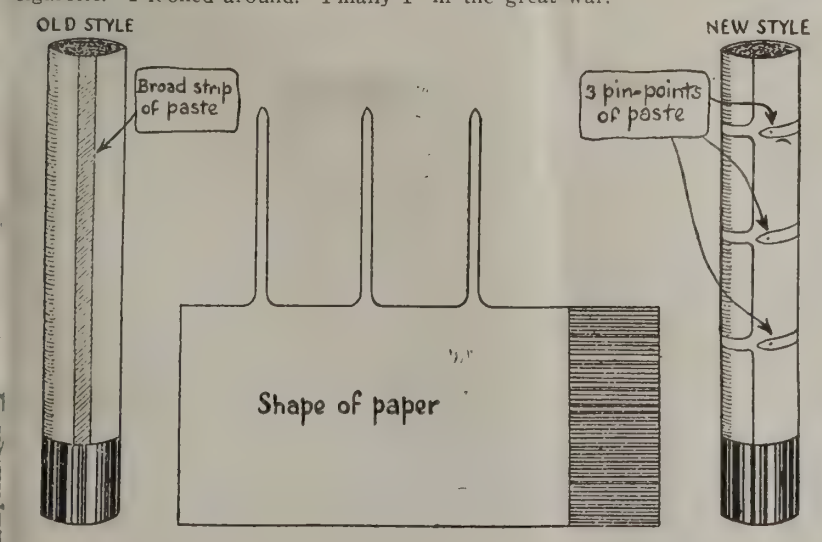
"Badly wounded, later, I was sent to the military hospital at Chambery. Eventually, I got out of the hospital, was discharged from the army and returned to the United States.

"Back in New York, I developed the idea that came to me in the trenches at Ampferback.

"The result is I am the inventor of the Courtinade method, and manufacturer of Moonlight cigarettes."

Courtinade's factory is at 149 East 53rd Street, New York.

Although he was in famous French regiment, Corporal Courtinade is advertised as the soldier who was first to take an American flag to a front line trench in the great war.



Where a Common Match Is a Luxury

The Paper Lighter Is Cheaper in Germany

FRANKFORT, Germany, Aug. 20. Paper matches are becoming popular. They are cheaper and less bulky than the ordinary matches made of wood. The manufacturer who put paper matches on the market is reaping a fortune.

Matches in almost the whole of Europe have become an expensive luxury, partly on account of the high cost of raw materials and partly as a result of high taxes put on them by needy governments.

And every penny counts. So the cheaper match is welcomed. However, the new match has another advantage: it is not bulky. One can carry a pack of 250 matches in his pocket without feeling incommodated.

The matches are sold in blocks of 250. You use them the same as ordinary wooden matches, tear off one anu "strike" it against a prepared surface.

Some economists are trying to solve the problem: why are paper matches cheaper? Paper being made of wood pulp, these economists fail to understand how it is that wood, after going through an elaborate process of conversion, is cheaper than in its original and unconverted form. It cannot be a question of quantity, they think, for wooden matches are as thin as paper, in many cases.

Some newspapers, all deadly enemies of the paper manufacturers, suspect the producers of paper matches have a sinister agreement with paper mill owners who delight in charging the publishers higher rates for print paper in order to benefit the rest of mankind by furnishing cheap matches for the enlightening of a world otherwise dark, dull and desperate.

But of what use are cheap matches, says the irrepressible pessimist, when you have no real money to buy coal for lighting a fire and no coin to purchase a smoke?

However, paper matches are great, in the opinion of the cynic. Now it costs so much less to set your worthless paper money on fire.

There are others who rejoice: the match peddlers, otherwise known as professional beggars. These gentlemen of finance are permitted to reduce their capital investment, thanks to cheap paper matches.

At a reported price of $15,000, the Kaffir Cigar Co. has acquired the Gibson property at 75 Main street, Holyoke, Mass.

TOBACCO
· ESTABLISHED · 1886 ·

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NEW YORK, THURSDAY, SEPTEMBER 9, 1920

A PARADE THROUGH HISTORY

Encouraged by the supposition that "a parade would help" anti-tobacco agitation, *The No Tobacco Journal* says:

"In the 'good old days' when the 'personal liberty' talk was originated, some boozer suggested organizing 'liberty' parades throughout the country as a protest against prohibition, but a distiller headed off the proposition by declaring:

"'Never! If people ever saw you fellows together in a bunch it would be the end of the liquor business.' The parades were never held.

"Now history is repeating itself. The tobacco men are loudly shouting 'personal liberty' as a protest against anti-tobacco legislation. If they could only be induced to parade the streets with samples of their products, it would be a great help to the No-Tobacco League in its work for the 'personal liberty' of those who do not belong to the Puffers and Spitters Union. In such a parade we would see smoke ascending along the line of route from cigars, cigarettes and pipes, while tobacco chewers bespattered the thoroughfares with the juice from the weed. In this parade would be sallow-faced boys and men, waddling along devoid of pep, with ragged women and children from the homes of the spitters and smokers bringing up the rear.

"But the tobacco men, like their brothers of the disgraced and outlawed liquor traffic, will hold no such parades, for they too are ashamed of their products."

From the beginning of the nation to the present day, a great majority of men in the country have been users of tobacco.

American history indeed would be a sorry story if the historian made no mention of any man who was addicted to tobacco.

The editor of *The No-Tobacco Journal* insinuates that everyone who smokes or chews is disreputable.

According to his way of thinking apparently, our greatest patriots, presidents, soldiers, statesmen, inventors, scientists, leaders in every department of manufacturing, finance and commerce, pioneers who paved the way for the tremendous and continuous improvement, philanthropists, philosophers, doctors, educators, engineers, explorers, authors, artists, actors, leading men in all walks of life, good citizens of every sort should be associated with disease breeding riffraff, because they used tobacco.

Users of tobacco parade through the pages of history, from the time of George Washington, to to-day.

They fought for liberty, they built up the country, they contributed in every way for the welfare of humanity and the advancement of civilization.

If an all inclusive tobacco users' parade could be formed now in the United States, approximately 25,000,000 men would be in line. In the great parade would be more than nine-tenths of the men who served in the A. E. F. In the procession might be discovered about 95 per cent of the doctors in the country.

Among the marchers certainly would be the next president of the United States.

THE MISSOURI CORNCOB PIPE

There's one town in Missouri that does not need to be shown—a town so small that for a very long time atlas makers ignored its existence and its population.

Snuggled close to the western bank of the Missouri river, Washington has for years devoted its energies to attaining a place in the sun and it has achieved its ambition. Incidentally also it has attained a place in the hearts of many men, for this little town has the honor of manufacturing and marketing fully ninety-seven per cent of the corncob pipes made in the United States.

Just exactly who started the industry in Washington will probable remain shrouded in mystery, for there are many claimants to the distinction, each with proof so good as the other fellow has. No matter who it was, the Missouri bottom farmer has reason to be grateful, for he receives an income from his by-product of cobs as well as from his corn crop. It is estimated that one acre of land will produce four thousand good cobs, which are sold for about $3.00 a thousand.

Aided by the soil and climate, careful selection of the seed and special treatment, the Missouri farmer has succeeded in developing an ear with an abnormally large cob, well suited for pipe bowls. The thirty million pipes manufactured in Missouri require twenty million corn cobs, so, for what formerly was a waste product, the farmers now receive a large income every year.

While machinery plays a great part in the manufacture of the pipes, "Missouri meerschaums" all are hand turned, because no two cobs are exactly alike, and one factory may make as many as seventy-five different kinds of pipes. Under such circumstances automatic machines are impracticable.

The stems for the "Missouri meerschaums" are made from Arkansas cane.

TRAINING THE SALESMAN THROUGH THE EYE

John H. Patterson, who is to the organization of the National Cash Register Company what the mainspring is to a watch, was perhaps one of the first of our great manufacturers who appreciated the value of conventions. "Thereby hangs an interesting tale," says E. P. Corbett in *Printers' Ink Monthly*.

"Back in the eighties, Mr. Patterson had a salesman who was making a great success of selling the then crude cash register. He did so much better than other men that Mr. Patterson called him in to the factory and asked him how he did it and what sort of selling talk he made. That selling talk was the basis of the N. C. R. primer.

"Mr. Patterson reasons along a straight line between two points, so that there is no circumlocution, no waste motion to his mental processes. He immediately said that if that sales talk helped one man to sell cash registers, it would help all the other men. So the talk was made into a primer, a company school was formed, and thereafter every salesman had to learn his primer before he was considered qualified to sell cash registers.

"But it was not enough to learn the words. They must be delivered in a certain way and, if possible, under conditions over which the salesman had control. When the early demonstrations were made, the prospect was brought into a room in which was a table covered with black cloth. The walls were unadorned. On a table, beneath a light that shone directly down upon it, was the cash register. Beside it were all the things necessary for the successful demonstration.

The prospect coming into this room instantly had his complete attention focused on the cash register. There was nothing to set his mind wandering. Then, as the salesman demonstrated the machine, the prospect's mind was necessarily concentrated on what was being said and done. Real money was used in showing the relation of the register to store transactions. Later this plan was improved by having the demonstration rooms made into miniature stores, thus adding more of the atmosphere of the store to the demonstration.

"These points were brought out and perfected in the N. C. R. school and were then used in conventions."

PERIL OF A FALLING MARKET

Manufacturers, jobbers and retailers enriched themselves during war-times and thereafter on a rising market. They bought raw materials or finished products at one price, and watched them rise to new prices even before they could be disposed of. If they had enough stock on their shelves they did not have to turn their hands over to make a fortune. It made itself.

Everything that goes up has to come down, but there never has been a time when the business interests were in a position to accept a falling market gracefully. That which they made in a rising market they have put into the business, or somewhere else where it is not readily available to tide them over the inevitable decline in prices that was always bound to come.

One reason the adjustment does not come quicker is because business is still holding out from accepting the inevitable state of things. There are raw materials on hand with the producers, as in the case of the American woolen interests and the Philadelphia tanners, and there are finished goods on hand with the merchants, which were purchased at a price greater than the price which now obtains. Therefore they refuse to dispose of these stocks at the price justified by prevailing conditions, and sit back waiting for something to turn up, they hardly know what.

If they once consented to the sacrifice, disposed of their old stocks at a loss, an enormous trade would lie ahead of them. The public has underbought ever since last winter, and is prepared to lose a good deal of coin at prices it considers reasonable in view of all the factors of present production.

Some business men are tied up where they cannot stand a loss on their present stocks, but they ought never to have got themselves into such shape. The others, who are in the majority, would do themselves and the country a favor if they would adapt themselves quickly to a new situation.—*Memphis News-Scimitar*.

Snuffboxes.

(*Morgan Collection, Metropolitan Museum*)

These gay snuffboxes will be whispering still
  Of fragrant sation pockets that are dust,
Of iron wrists beneath a lacy frill,
  Or candles long burnt out, or swords that rust;
Here is dim gossip told in merry gems,
  A dallying glance, a hand too hotly kissed,
And here are crests for pride, and diadems,
  Deep-set in sapphire or pale amethyst.
Trinkets—perhaps? Or dainty souls that went
  Enamelled too in colors frail and rare,
So idly living and so lightly spent,
  They make a music still upon the air,
A tinkling tune for bow and stately tread,
That will play on, though all who danced are dead.

HORTENSE FLEXNER in *Life*.

Uruguay has appointed a commission of legislators, experts of the department of agriculture and farmers to investigate tobacco and to advise as to means tending to improve tobacco production. It is planned to modernize the raising of tobacco plants. Instead of using the most primitive methods in tobacco raising, as heretofore, the most modern implements and methods are to be introduced.

The Chief Markets for Turkish Leaf

THIS MAP shows the chief markets for tobaccos used in Turkish and Egyptian blend cigarettes, the shaded portions representing districts where the tobaccos are grown and where branches are maintained by The Standard Commercial Tobacco Company, Inc.

As direct buyers in all important markets of the Near East, the Far East and in America, The Standard Commercial Tobacco Company is able to offer any type of leaf at close-cut prices.

Merchants and manufacturers of Tobacco will find advantage in getting our quotations before placing contracts for immediate or future deliveries.

THE STANDARD COMMERCIAL TOBACCO COMPANY, INC.

The World's Largest Dealers in Turkish Tobacco

120 BROADWAY

NEW YORK

THREE CENTURIES OF TOBACCO

(*Continued from page* 4)

the tobacco crop is exceeded in value to the producer by only six crops, and in 1919 its value was equal to the combined value of apples, cranberries, oranges, peaches, cowpeas, hops, soy beans, broom corn, and maple sugar and sirup; it almost equaled the value of the potato crop; it was more than two and one-half times the value of the barley crop; and its value was greater than the combined values of buckwheat, the kafirs, rice, rye, flaxseed, and sugar beets.

To the great value of $402,000,000 for the tobacco crop of 1918, and $543,000,000 for that of 1919, the crop has increased from the $10,950 of the Jamestown crop of 1618. It is computed that the crop of 1664 was worth $734,000 to the colonists; $1,030,000 was reached in 1684, and $1,114,000 in 1698. By 1762 the value had become $4,413,000, and this seems to have been about the limit until 1790, when the estimate is $4,420,000. The amount had become $11,000,000 by 1847, $19,900,000 by 1853, $37,000,000 by 1866, and $106,000,000 was reached in 1909.

Per acre of production, the gross value of the tobacco crop to producers declined from $68.24 in 1865-1874 to $53.78 in 1895-1904. Then followed rapid rise to $83.60 in 1905-1914, and $120.05 in 1916, $197.92 in 1917, $243.62 in 1918, and $285.37 in 1919. This is a crop that requires much attention and labor, from the time when seed is sown in frames or other favorable place to obtain plants for resetting, to the ultimate stripping of leaves from stalks and packing for sale, and the amount of gross income per acre may not be fairly comparable with that of such a crop, for instance, as wheat.

Tobacco as a World Crop.

While it is not possible to ascertain how much tobacco is produced in the entire world, it is possible to do so for many countries and thus account for most of the world's production. For countries for which estimates were available, the total of 1900 was 2,201,000,000 pounds. The world crop touched 2,834,000,000 pounds in 1910 and fell to 2,254,000,000 pounds in 1914 and 2,153,000,000 pounds in 1915.

About one-half of the world's tobacco crop, as nearly as it can be ascertained, was produced by the United States in 1915. The fraction previous to 1909 was hardly one-third back to 1900, before which year the world's crop has not been compiled. European Russia (proper) was next although far below the United States in production from 1900 to the beginning of the World War, with a fraction of about 6 to 10 per cent of the world's total. Third in order below was Austria-Hungary, whose fraction was 5 to 8 per cent. The fraction of the Dutch East Indies, the source of the Sumatra leaf, varied from about 3 to 8 per cent; the place of the Japanese Empire is indicated by about 3 to 7 per cent; Germany's by about 2.5 to 4 per cent; Brazil's by 1.5 to 4 per cent; and that of Mexico and of Asiatic Russia each by 1 to 2 per cent.

Under the dominion of the United States, the Philippine Islands advanced from a previous fraction of 1.5 to 2 per cent to as much as 4.7 per cent of the world's production. From these islands comes the so-called Manila tobacco. Porto Rico's fraction has been from about one-fifth to one-half of 1 per cent. In 1915, the United States and its possessions produced more than one-half, or nearly 54 per cent, of the world's crop of tobacco, and in 1914 and 1913 about an even one-half.

Since the estimate of 216,400 harvested acres of tobacco in the United States made by the Bureau of Crop Estimates for 1863, the area has irregularly increased to 1,647,100 acres in 1918, and 1,901,200 acres in 1919, with intermediate census acreages from 1879 to 1909.

Tobacco is one of the "principal" crops and is rated as one of considerable importance from a national point of view, and of high importance within the limits of some of the States, and yet the area occupied by it is a very insignificant fraction of farm and of crop area. The census for 1909 found 1,294,911 acres devoted to tobacco, and this area was 0.41 per cent of the total crop area, and 0.15 per cent of the farm area.

Fundamental to agriculture is the yield per acre. In the case of tobacco, 10-year averages have been adopted, when possible, to smooth out yearly variations. During 1865-1874, the national average yield per acre was 722.3 pounds, and it fell to 719.9 pounds in the following 10 years, and to 714.4 pounds in 1885-1894. Thereafter the gain has been marked, and the average of 768.8 pounds during 1895-1904 was followed by 827.5 pounds during 1905-1914. During 1915-1919, the yearly yield ranged from 730.8 to 873.7 pounds.

To discover whether this apparent gain in yield per acre, which began with the decade of 1895-1904, is not an arithmetical fiction due to a redistribution of the crop geographically, it has been analyzed by States, with the result that gain has been found in all of the prominent tobacco States for periods covering the last 20 to 40 years. In the last 10 years the average yield per acre in these several States has gained upon a former decade with the lowest average, at the end of a decline, by 12 to 40 per cent. The gain in Kentucky is 22 per cent in 40 years, in North Carolina 40 per cent in 30 years, in Virginia 19 per cent in 30 years, in Ohio 16 per cent in 20 years, in

Photo by Courtesy of American Red Cross

Narghiles Provided for Patrons of a Turkish "Smoke Shop" in Old Constantinople

Practically every Turk is a devotee of tobacco. But cigars are infrequently smoked. And Turkish cigarettes now, in what is left of the Ottoman Empire, are less common than one might suppose. Usually, a smoker there makes use of a narghile. Poets, and others, have praised the water pipe. Its use is said to assure a nice cool smoke. Yet, after drawing awhile on a narghile, an American probably would be quick to express a preference for a meerschaum, a briar or a corn cob. For, to smoke Turkish fashion requires some effort. It could be asserted also that the tobacco purveyed to the Turkish proletariat isn't up to American standards.

Instead of providing himself with a pipe and a small sack of tobacco, the poor Turk proceeds to the sort of smoke shop that tourists call a "coffee house." There, in return for a copper coin, an attendant stingily will deposit a small pinch of tobacco in the bowl of a narghile. A bit of charcoal tonged from a brazier causes the tobacco to be ignited. Then the patron may pull and puff away until that particular scrap of tobacco is exhausted. To some narghiles, five or six tubes are attached.

Pennsylvania 20 per cent in 20 years, and in Wisconsin 24 per cent in 40 years. These increases, as well as the increase for the national total, must express the results of an improved agriculture.

More fundamental than the tendency of yield per acre is that of the ratio between this yield and population. Answer is wanted to the question, "Is the productivity of the soil gaining as fast as population?" The significance of the answer is modified by a changing percentage of the population who use tobacco, but nothing is known concerning this modification. The average yield of tobacco per acre per 1,000,000 of the population was 18.5 pounds in the decade 1865-1874; it fell to 14.4 pounds in the next decade, to 11.5 pounds in 1885-1894, to 10.1 pounds in 1895-1904, and to 9.1 pounds in 1905-1914, and the yearly averages for 1915-1919 range from 6.9 to 8.3 pounds.

The inference is plain that apart from the unknown fraction of the population that has used tobacco from year to year the yield of the soil in tobacco has declined for half a century in its ratio to population. In connection with this declining ratio, it is observed that during the period covered, a half century, the per capita production per acre declined 57 per cent, while the population increased 139 per cent. It follows that if the number of users of tobacco did not increase as much relatively as the population did the production per acre per capita of tobacco users may have declined less than is computed for the entire population, if it declined at all. Concerning this, however, there is no information.

Exports of Domestic Tobacco

Tobacco was the first export of the colonies. Jamestown sent 20,000 pounds of it to England in 1618, and the exports grew to 500,000 pounds in 1627. The quantity sent to England from Virginia and other colonies increased irregularly until, for a few years before the Revolution, it was about 100,000,000 pounds a year. Not until the fiscal year beginning in 1835 was this mark permanently reached; the 200,000,000-pound mark was permanently reached in 1870, the 300,000,000-pound mark in 1899, and the 400,000,000-pound mark in 1912. The weight of manufactured tobacco is included. The highest export was over 684,000,000 pounds in the fiscal year beginning in 1918, partly to supply deficiency in stocks in Europe caused by the war.

The average export value of the exports of unmanufactured tobacco advanced to $21,000,000 in 1858, and this amount was not permanently passed until 1884. The average of 1895-1904 was nearly $28,000,000 and of 1905-1914 it was nearly $40,000,000. During the war years the value advanced from $44,000,000 in 1914 to $190,000,000 in 1918.

After the Revolution small quantities of manufactured tobacco were exported, and the quantity increased relative to total tobacco exports, as well as absolutely, until by 1859 it was 9.3 per cent of all tobacco exports. In 1868 manufactured tobacco almost entirely disappeared from exports and did not return appreciably until 1897, since which year to 1915 the quantity has been about 3 to 4 per cent of the total tobacco exports. The fraction was 6.2 per cent in 1916, 11 per cent in 1917, and 8 per cent in 1918 for the fiscal years beginning with July.

Tobacco exports per capita have persistently declined since 1790. From that year to 1794 the average exports of domestic tobacco were 19.7 pounds per capita, and by 1845-1854 the average had fallen to 6.1 pounds. During 1875-1884 it was 4.9 pounds, and by 1905-1914 it had become 4.1 pounds. From 1915 to 1918 it varied from 3.1 to 6.5 pounds.

The exported fraction of the crop, too, has been a diminishing one. For 1790 the fraction was 78 per cent; for 1845-1854, 67.2 per cent; for 1875-1884, 53.9 per cent, from which the decline was steady to 40.6 per cent in 1905-1914. The percentage was 43 for 1915, 38.1 for 1916, 26 for 1917, and 47.5 for 1918, no allowance being made for the carryover.

In prewar years, the United Kingdom received more than one-third of the tobacco exported from this country, and about one-tenth went each to France, Germany, and Italy. Over 6 per cent went to the Netherlands, 5 per cent to Spain, 4 per cent each to Australia and Canada, 3 per cent to Belgium, and 2 per cent to China. Of course, the war very much disturbed these percentages.

The average yearly exports of tobacco in the world's trade grew from 755,000,000 pounds in 1904-1908 to 924,000,000 pounds in 1909-1913, of which latter quantity the share of the United States was over 41 per cent. In the latter period, the Sumatra leaf of the Dutch East Indies supplied 18 per cent of the world's tobacco exports; 6.5 per cent went from Brazil, 5 per cent from Turkey, 4 per cent from Cuba, 3 per cent each from British India and the Philippine Islands, and 2.5 per cent each from Algeria, Russia, and Santo Domingo.

Tobacco Imports

Tobacco varies greatly in its characteristics as they appear to smokers, and fancy, perhaps created by habit, gives preference to one or another of the many varieties and sub-varieties of the plant produced throughout the world. For this reason, the United States, the greatest tobacco producing and greatest tobacco exporting country in the world, also imports tobacco enough to make it the sixth in order among the tobacco importing countries of the world.

There is a record of the import of 5,481 pounds of tobacco into this country in 1789. For many years thereafter small quantities of tobacco were imported yearly, until over 1,000,000 pounds were received in 1838. By 1858 the imports had grown to 15,000,000 pounds, a quantity that was not subsequently equaled until 1882. In the few years preceding the World War, the tobacco imports had become about 50,000,000 pounds, and during the war the quantity rapidly expanded to 64,000,000 pounds in 1915, 76,000,000 pounds in 1916, and again in 1917, followed by 73,000,000 pounds in 1918. Shipments of tobacco to contiguous United States from the Philippine Islands are included in the total imports of tobacco for all years, when they existed, and shipments from Porto Rico before 1900 and for 1914 and later years.

Now Mainly Unmanufactured

For many years the imported tobacco was mostly if not entirely in manufactured form, but by 1846, when the first record of imports of unmanufactured tobacco was published, about one-half of the imports were manufactures. The Civil War reduced the fraction to one-fifth and attendant legislation to one-eighth. In the 10 years 1875-1884, the fraction was 8.7 per cent for manufactured tobacco; in 1885-1894, 6.2 per cent; in 1895-1904, 3.7 per cent, and in 1905-1914, 4.8 per cent. The yearly percentage increased from 6.0 to 9.4 from 1915 to 1916, and remained at the latter figure in the following two years.

As a fraction of this country's crop, the imports of tobacco never exceeded 5 per cent until 1906, when they were 5.4 per cent, and never exceeded 6 per cent, except in 1915, when they were barely more, except in 1916, when they were 6.6 per cent, and except in 1917, 6.1 per cent.

By 10-year periods, tobacco imports were equal to 2.2 per cent of the crop in 1865-1874, followed by irregular increase to 3.2 per cent in 1895-1904 and to 4.9 per cent in 1905-1914.

Tobacco Imports in the World's Trade

The fragrant leaf of Cuba is by far the chief tobacco imported into the United States. Before the recent war it was 45 per cent of the total tobacco im-

(*Continued on page* 17)

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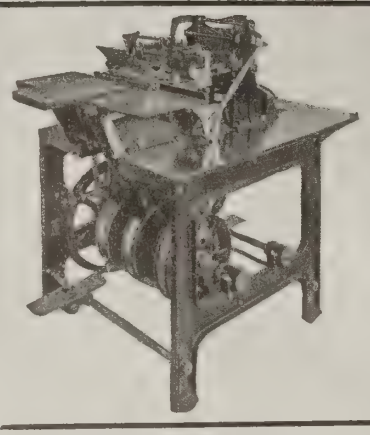

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FIFTH AVENUE
A Union Made Cigarette of Quality.
Mouthpiece Plain or Cork.
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NEW YORK
Samples Submitted to Jobbers.

Manila Shipments Welcomed at San Francisco

Though They Come in Millions, the Trade Wants More Cigars from the Philippines—Marx Bros. Open a New Store—Monroe Falkenstein at Lake Tahoe—The New Central Establishment of the General Cigar Co.

SAN FRANCISCO, August 31.—Heavy imports from the Philippines, Java and Sumatra as well as Havana leaf are arriving weekly for local firms. A few retail cigar dealers are preparing for enlargements in their places of business and the shortage of cigarmakers is all that stands in the way of a still greater increase in Pacific coast business.

Keeping up their average of about a million cigars weekly from the Philippine Islands, Harry Green & Co. received cable advice today of a shipment of a million and a half cigars from the Olson factory in Manila for delivery in two weeks. Three-quarters of a million came last week for Green. About 500,000 La Insular cigars are due on the steamer West Cactus September 15 from Manila for Marx Bros. This firm will open a new store at Third and Market streets in a month, it was announced today. The Marx Bros. stand at Bush and Montgomery streets has been removed around the corner on Bush street temporarily pending the construction of a fifteen-story building.

Police orders promulgated last week to stop poker dice playing at cigar stands is having a temporarily injurious effect on the trade, retailers complain.

The price of Condax cigarettes has been raised on the No. 1 brand to $22.50, an advance of 50 cents, and on the 38-cent size to $16 from $15.60. A window campaign is being inaugurated by the Tobacco Products Co. for their Afternoon brand cigarettes. E. Goss & Co. are also contemplating a local newspaper advertising campaign for the El Primo and La Amistad brands of cigars. The firm reports a 50 per cent increase in business for the former brand and the latter is selling wonderfully in Modesto, they aver.

Phil E. Goss, of E. Goss & Co., will shortly return from Portland, Ore., where he has been spending a six weeks' vacation. A bad shortage of cigarmakers is also reported by this concern.

Phil Conradi, Jr., of the Conradi & Son leaf house, leaves in a few days for Humboldt county, California, and Oregon, Washington and British Columbia on a business trip of several weeks. The house says business is very good. They are receiving a large shipment from Havana this week.

T. H. Harris, president, and J. H. Nightingale, vice-president of the American Tobacco Co. of the Pacific Coast, have returned from a trip to New York City. Z. Jerry Epstein, representing Natural cigarettes, is spending the week in Los Angeles on business.

Spending his vacation at Brockway on Lake Tahoe, Monroe Falkenstein, vice-president of S. Bachman & Co., is reported to have caught some very large fish. Milton Esberg, vice-president of the General Cigar Co., has returned from Chicago and New York, where he attended conferences with officials of the company.

Milton Glass, H. L. Judell & Co., salesman, is pushing Chancellor cigars in Stockton this week. With him is H. H. Manley, Pacific Coast representative of the American Cigar Co., who recently spent his vacation on his Southern California ranch.

The feature brand of Michaltschke Bros. & Co., the Humboldt, has not been sold by that concern at their stores for the last month because of inability to get deliveries from the factory. The Frankel Gerdts & Co. factory is said to be behind on orders and is in the market for all available cigarmakers, who are hard to find, according to Jake Marcuse, the company representative, who has gone on a hunt for more men to Sacramento.

William Applefield, owner of the Harfield Cigar Co., has sold his factory to Mo Black of Black Bros., window trimmers. Mr. Black will continue his old business of window trimming along with his new work of selling the factory's Cristoforo cigars. Mr. Applefield is preparing to go East and embark in the leaf tobacco business.

The Philippine Islands customs report for the year ending December 31, 1919, shows 155,307,000 cigarettes exported from the Islands during that period.

The new central establishment of the General Cigar Co. was opened to the public last Saturday at Kearny, Geary and Market streets. Trade from these three busy streets is being drawn in large quantity by the new establishment. L. Levy and W. Royston, the managers, are assisted by four salesmen. The counter is long and sweeps from the Market street to the Geary street side. The walls are tinted and the floor of artistic tile. The fixtures are of California gum in its natural finish, and the place presents a most pleasing appearance, which the public so far seems to appreciate by a promising patronage.

Unionist Oratory at Worcester

Andrew J. Prendergast, representing the Central Labor Union of that city, presided over an open air meeting at Worcester, Mass., Wednesday evening, a week ago. The meeting was held pursuant to a call issued by the Cigar Makers' Union. Jack Mendoza and John Vaarewyck were the principal speakers. In the speeches, the chief argument was that "the business men's organizations of Worcester, as well as those of other cities, conduct campaigns and urge the people to patronize the business places where they live, and this should hold true of cigars, as well as other things.

"There are two cigar factories in Worcester employing 100 men and if these were patronized by Worcester people it would not be long before there would be 600 or 700 cigarmakers constantly employed and the city would benefit."

The speakers also told of the strike of the cigarmakers of Boston, saying 1,200 men were thrown out of employment and "the same brands of cigars are now made in other places by machines, operated by boys and girls."

New Garcia Grande Prices

Julius Klorfein announces new prices of Garcia Grande cigars as follows:

Front Mark (In packages of 50)	Price	Plus W. T.
Regalias (2 in foil)	$85	$6
Panetelas Ex. Fina	85	6
B. Panetelas	85	6
Media Perfectos	98	6
Blunts	98	6
Majors (Cans)	98	6
Fancy Tales	100	6
Favoritas (Foil)	102	6
Aristocrats (Foil)	102	6
Coronas	108	9
Coronas (Cans)	108	9
Perfectos Superiores	110	9
Invincibles	110	9
Jockey Club	121	9
Squares	131	9
Imperiales	140	12
Babies	52	3

Terms and discounts as heretofore.

Packing in 25's—$4.00 per M. extra.

War Tax charged separately as net cash item.

Great in Name Only

FORT WAYNE, Ind., Sept. 3.—Polybius Pappathodorocoumountogotopolous lived in this city, and, although no one besides Polybius was ever found who could properly pronounce Pappathodorocoumountogotopolous, the city was proud because it had a citizen with the distinction of such a name. Something looked all wrong with the city directory and then a search was made for Polybius's name and it could not be found. He had left Fort Wayne.

BENITO ROVIRA, President J. B. ROVIRA, Vice Pres. H. A. ROVIRA, Secy & Treas.

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GOOD CIGARS

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TO OUR CUSTOMERS AND THE TRADE

We are pleased to announce that we have greatly increased our manufacturing facilities in the past few months and are now in a better position to make more prompt shipments of our well known brand "LA CONFESION" cigars.

We also wish to take this opportunity to thank our customers for their kind indulgence during the time we were delayed in making prompt shipments and assure them that any orders placed with us will have our prompt and best personal attention.

In the LA CONFESION brand we produce a genuine Havana filled cigar (with Havana which has been properly and naturally cured) thereby producing a mild smoke with distinctivo character.

This brand of cigars has been made under the same personal supervision since 1883 and our distributors consider it their best seller.

We have some open territory in the Middle West and would be pleased to send samples and quote prices on LA CONFESIONS.

Yours respectfully,

BENITO ROVIRA COMPANY, INC.

Benito Rovira
President.

BR/IK

SCHARLIN SNUFF & TOBACCO CORPORATION

STANDARD QUALITY SNUFFS SINCE 1876

GAMBETTA SNUFF
(French Rappe)

1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF

Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF

1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF

Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF

Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

Guarantee Against a Decline in Price

WASHINGTON, D. C., Sept. 4.—The Federal Trade Commission today announced that a trade practice submittal on the subject of guarantee against decline in price has been fixed for October 5, 1920, at 11 o'clock a. m., the conference to be held at the Commission's offices in Washington.

"Guarantee against decline in price" has been described as the practice of guaranteeing customers against the decline in the price of goods, purchased and not resold at the time of any subsequent decline in the prevailing market price of such goods. That is to say, a seller would guarantee to purchasers of his products that in the event the market price of the goods thereafter declined, the seller would refund an amount of money equal to the difference between the purchase price of such goods as were undisposed of at the time of price decline, and the price to which the goods had declined. There are many variations, involving various factors as to time limit of the guarantee, guarantee against own price, against competitor's price, against general market price, and so on.

A "Trade Practice Submittal," it was explained by the Commission, was a meeting of a whole industry, or group of industries, in the presence of the Commission, to discuss the merits and demerits of business practices which have been generally complained of to the Commission, to the end that expert expressions of opinion by the industry as to the fairness or unfairness of various competitive methods be crystallized and recorded. The findings of the meetings being accepted by the Commission as the judgment of the trade as to a given practice.

The question of guarantee against decline in price has been the subject of so many complaints lodged with the Commission and opinion seemed so diverse that questionnaires, to the number of two thousand, were therefore sent out inviting, generally, purchasers, manufacturers, merchants (wholesale and retail), and consumers, to set out their views to the end that every party at interest be adequately represented, and that the Commission have the benefit of full statements with respect to the various phases of the question.

Hundreds of replies to the questionnaires have been received and carefully digested. The result has been printed in pamphlet form. These replies, which indicate the wide divergence of opinion on the subject, have been arranged by industries and by firms, showing those favoring and those opposing guarantee against decline in price as a commercial practice. Certain non-committal replies and those favoring the practice with reservations are set out in separate groups. Of the replies, digests of which are printed, about 250 favor the practice and 150 oppose it, while a large number give qualified opinions.

A survey of the questionnaire answers shows that more than fifty separate major lines of industry are represented. These include agricultural implements, automobiles and accessories, canning, cotton and woolen textiles, drugs, groceries, hardware, iron and steel, lumber, machinery and tools, oil and petroleum, paper, plumbing supplies, paints and varnishes, chemicals and dyestuffs, coffees, teas and spices, electrical supplies, knit goods and hosiery, dry goods, manufactured foodstuffs, shoes and rubber goods, soaps, milling, and the construction industries, etc.

Sufficient preliminary data being in hand and in shape to form the basis of oral discussion, and in response to requests which have come to the Commission from time to time to hold hearings, the Commission has fixed a date for public hearings.

Ten Dollars for Ten Tobacco Leaves

Secretary J. A. Groome, of the Guilford county farm bureau, announced Friday that he has decided to give a cash prize of $10 for 10 leaves of the finest tobacco grown this season by a member of the bureau. He said anyone who is now a member or anyone who becomes a member before October 1 may compete for the prize. He added that the tobacco must be in the county agent's office at the courthouse by October 1 and that it will be retained there as an exhibit. Fair and impartial expert buyers will be the judges.

Commenting further on the prize offer and on the work of the Farm bureau in general, Mr. Groome said:

"We will give notice through the papers the date this is to be judged and on that date we will make arrangements to have someone give lectures on grading and handling tobacco for the best results. After having conferred with the buyers, we feel that we can make this matter of interest and profit to all growers and particularly to all new beginners in tobacco industry.

"The secretary of the Farm bureau will be glad to give any information on the subject of grading and handling tobacco at any time to bureau members, as it is our supreme desire to make this office of real practicable service to every farmer in the county who will put himself in touch with us. This office is acting as a clearing house of information from farmer to farmer in articles that they wish to buy or sell, such as seed wheat, rye, oats, and clover seed and blooded animals for breeding purposes and in many ways we can offer valuable information to members."—*Greensboro (N. C.) News.*

No Reason for Despair

Our agriculturalists are likely to receive upwards of $25,000,000,000 this year for their products, and they are not niggardly spenders. We are still selling to other countries more than we buy from them, and gold is now coming into the country faster than it is leaving. The crippling of domestic trade through seriously inadequate railroad facilities will shortly be modified. One could enumerate a dozen—twenty—encouraging features of the present situation and the outlook. Therefore, the business man who allows himself to sink into the doldrums and to proceed on the theory that everything is going to come to a standstill is likely to find himself awkwardly situated by and by.—*Forbes Magazine.*

Cigarettes Dropped from the Clouds

GAFFNEY, S. C., September 3.—A representative of the Liggett & Myers Tobacco Co. took two flights in Gaffney's aeroplane one day this week, and dropped Chesterfield cigarettes from the clouds to the people below. After doing this "stunt" over Gaffney, the representative took a trip to Blacksburg, where the performance was repeated. Pilot Alexander made the trip to Blacksburg and return in 20 minutes.

TOBACCO STOCKS

	Bid	Asked
American Cigar com	124	129
American Cigar pf	70	80
American Mach & Fdy	140	160
American Snuff	104	111
American Snuff pf	78	87
American Sumatra	84½	85½
American Sumatra pf	84	90
American Tobacco	119	122⅜
American Tobacco B	117½	119
American Tobacco pf new	90	91½
Conley Foil (new)	20	24
Consolidated Cigar	74	75
Consolidated pf	83	85
General Cigar	63	64
General Cigar deb	75	83
General Cigar pf	88	90
Geo. W. Helme com	160	165
Geo. W. Helme pf	90	95
Imperial Tobacco	8	9
Johnson Foil	100	115
J. S. Young	130	140
J. S. Young pf	85	92
Liggett & Myers	138	155
Liggett & Myers B	130	145
Liggett & Myers pf	100½	105
Lorillard P	135	137
Lorillard P pf	97	105
McAndrews & Forbes	103	110
McAndrews & Forbes pf	75	85
Porto Rico Am T	110	118
R. J. Reynolds 'A'	70	90
R. J. Reynolds 'B'	38	40
R. J. Reynolds pf	100	102
Tobacco Products	64	66
Tobacco Products pf	84	85¾
United Cigar Stores	130	175
United Cigar Stores pf	96	104
United Drug	105	110
United Drug 1st pf	44¾	48
United Retail Stores	67¼	67½
Weyman Bruton com	163	170
Weyman Bruton pf	90	95

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N	NEWEST MACHINES	N
T	TIN FOIL—PRINTED OR PLAIN	T
I	IMMEDIATE DELIVERY—LABELS ON HAND	I
A	ALL KINDS—POUCHES, WRAPPERS, TISSUE, Etc.	A
L	LABELS and BANDS—PRIVATE DESIGNS	L
S	STICKERS, PRICE-MARKS, Etc.	S

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Commission Merchants & Exporters

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The largest bright leaf tobacco market in the world

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E. B. FICKLEN TOBACCO CO., Inc.

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All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

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ANDREW JAMISON, President — Established 1885; Incorporated 1910

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LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

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The Largest Tobacco Seed Growers in the World

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Codes { Western Union, Arnolds No. 5

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LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

A. C. MONK & CO.

Leaf Tobacco Dealers

We buy Eastern North Carolina and Old Belt Tobaccos. Steam or Natural Season. Samples furnished. Correspondence solicited. We carry a stock of Tobacco on hand and can supply demands at short notice

FARMVILLE - - - - - NORTH CAROLINA, U. S. A.

THE TOBACCO TOUR

ATLANTA, Sept. 4.—At a conference in Atlanta to-day of representatives of the State College of Agriculture, the Georgia Association County Agents, boards of trade, and railroad officials, it was decided that the inspection tour of Georgia farmers, of the tobacco farms and markets of the Carolinas, will leave South Georgia points Sept. 26.

Through sleeping cars will leave Cordele, Thomasville, Moultrie, Tifton, Fitzgerald, Douglas, Nichols, Alma, over the Atlanta, Birmingham and Atlantic, via Offerman, from which point the Atlantic Coast Line will be used, going thence directly to Rocky Mount and Wilson, N. C.

A new and highly interesting feature will be introduced on this tour; in fact, something which has never been offered before on a similar tour. Through the co-operation of F. H. Abbott of the Georgia Association and E. C. Westbrook, tobacco specialist of the State College of Agriculture, a moving picture will be provided for the entertainment of the travelers while en route. Messrs. Abbott and Westbrook will explain the many interesting scenes which will be thrown upon the curtain, placed in the rear of the car in which the pictures will be shown. The picture to be shown was made by the United States Reclamation Service and beyond a doubt is one of the most interesting of its kind ever produced. The idea is that every Georgian should know the wonderful resources and possibilities of his own state, that he may be better qualified to explain the opportunities of our State when he comes in contact with intending settlers from other states.

These pictures will also be shown at night at points in the Carolinas.

Wilson and Rocky Mount are located in the very heart of the great bright tobacco producing section of Eastern North Carolina. The farmers of Wilson county, North Carolina, last year sold on the Wilson market over 39,000,000 pounds of the golden "weed" for the fabulous sum of $21,432,385, or an average price of $54.51 per one hundred pounds.

While an inspection of the markets will, of course, be interesting, an inspection of the tobacco farms, curing houses, study of the methods and the opportunity of discussing with the experienced growers themselves, to ascertain first hand the exact manner in which the Carolina farmer grows and cures his crop, will be of the greatest value, from an educational standpoint, to our Georgia farmers, and it is this feature, particularly which will be stressed upon the trip

H. H. Mathewson, in charge of the government experiment station at Reidsville, N. C., and the best-informed expert of the government on the growing and curing of bright tobacco, has consented to meet the party upon arrival in the Carolinas and accompany them throughout their field inspections, and he will be able in that way to render invaluable assistance.

A visit will also be made to the mammoth tobacco factories at Durham, N. C., and the great A. M. College of North Carolina, at Raleigh, where further valuable information may be gained from the demonstration work conducted on the college farm of that institution.

The experienced Carolina farmer has heretofore been able to cure his tobacco so much better than the Georgia farmer that he has, as a rule, received in many cases twice as much per pound for it, and it is the hope of the railroads, business men and others interested in the welfare of the Georgia tobacco industry that our farmers by this trip may gain such information as will enable them to do even better than has been accomplished in the Carolinas. This is not too much to expect, because many of the best-informed tobacco men who have visited Georgia tobacco farms and Georgia markets have invariably expressed the opinion that the quality of Georgia tobacco, when properly cured, has no superior anywhere.

On the return trip a stop will be made at Athens for an inspection of the State College of Georgia, and the college farm.

The tour is being operated under the auspices of the Georgia State College of Agriculture, the Georgia Association, Atlantic Coast Line Railroad, Central of Georgia Railway, Atlanta, Birmingham and Atlantic Railway, Seaboard Air Line Railway, Southern Railway, Georgia Railroad, and all the boards of trade and chambers of commerce located in the tobacco producing territory of South Georgia.

For Bigger Business at Greenville

GREENVILLE, N. C., Sept. 3.—Several matters relative to the tobacco industry in this section of the State were taken up at the annual meeting of the Tobacco Board of Trade conducted in this city Monday, including the election of officers, adoption of resolutions for the opening of the market September 7, and the laying of final plans to be effective on the Greenville market throughout the remainder of the year. The meeting was largely attended by local tobacconists and featured in lively discussion of conditions in ascendancy in the immediate territory, and particularly the effect which the opening of the market will have generally.

In the election of officers for the ensuing year W. J. Skinner was promoted to the presidency, succeeding J. F. Brinkley, who has presided over the activities of the market for a number of seasons in an unusually energetic and resourceful manner. T. A. Person was elected to the office of vice-president, and H. A. Bost was elected secretary. The election of officers consumed only a slight portion of the session, for attention was centered principally upon discussion of resolutions recently passed at a meeting of eastern Carolina warehousemen in Wilson eliminating the sale of scrap tobacco on any market in this section of the State.

The board heartily approved the action and passed resolutions declaring that all warehouses of the city will absolutely refuse to accept scraps during the sales this season, believing the farmer would be more directly benefited and that prices would be considerably better for common grades of the bright leaf. By cutting out the scrap leading tobacconists are of the opinion that there will be at least 20,000,000 pounds less shown in the 1920 crop than if the scrap was sold. There is no market at all for the old scrap now being held and if the scrap from this crop should be offered it is not believed it would average 1 cent a pound. It will cost fully this amount to haul and pay warehouse charges, and the farmer selling his crop receives the price of hauling, robbing his land and at the same time giving manufacturer and dealer a stick to knock the price of the balance of his crop.

Very Busy Harvesting at Mt. Airy

MOUNT AIRY, N. C., September 2.—The heavy rains of last month have seriously handicapped the farmers in gathering tobacco and now they are working night and day to get their money crop ready for market.

In some sections of this county a new scourge of the tobacco plants, called "wild fire," doubtlessly induced and ac-

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centuated by the continuous rain of the last several weeks, is causing considerable damage to the tobacco in the fields. This new blight is apparently a fungus growth, attacking and destroying a plant over night. Wherever the tobacco has not suffered from wild fire, there will be bumper crops, as the general condition and color of the leaf this year is far superior to any in recent years, and the farmers anticipate good returns for their crops.

Carrington Heads Council at Danville

DANVILLE, Va., September 1.—The new City Council, of nine members, held its first meeting tonight and organized, choosing Col. A. B. Carrington of the great tobacco firm of Dibrell Bros. as the first president for a term of four years, and W. E. Gardner, vice-president. The initial meeting was given over to arranging the conduct of the city's affairs. Two meetings will be held each month, for which each member will be paid $10 per meeting provided he attends.

Outlook Promising at New Bern

NEW BERN, N. C., September 4.—New Bern's tobacco warehousemen are thoroughly going over the northeastern part of North Carolina visiting the people and telling them of the advantages of New Bern as a tobacco market. The market opens next week, and indications are that it will be satisfactory from every point of view. The largest tobacco buying companies are to be represented here during the season, and it is promised that the very highest prices will be paid to the growers.

Some Opposition to Triple Sales

KINSTON, N. C., September 3.—The refusal of one big buying concern to participate in triple sales on the Kinston, Greenville and Rocky Mount tobacco markets this fall may cause the boards of trade of the markets to hold down to double sales for the season. Dal F. Wooten, president of the Kinston chamber of commerce; Theodore E. Stainback, representing the Merchants' Association and Rotary Club; Herbert H. Taylor, representing the banking interests of the city, and Allen Knott and George P. Fleming, of the tobacco board of trade, have returned here from Richmond after an unsuccessful effort to induce the Export Leaf Tobacco Co. to agree to triple sales here.

E. G. Currin, of the Export Co., explained that the triple-sale system would congest facilities, work to the detriment of the planters and have other disadvantages. The independent buyers did not "help out" the big concerns in the South Carolina belt sufficiently to keep the product from piling up on their hands, and the Export people fear triple sales will overdo the thing in a similar way in the eastern Carolina belt so far as the buyers are concerned.

A New Kind of Blight Appears

LYNCHBURG, Va., September 2.—Tobacco growers in this section are not a little disturbed over the appearance of a new blight in the maturing tobacco crop. The leaf, especially those nearer the ground, appear as if burned with a glass, the spots ranging in size from a speck to as large as a silver dollar.

The blight does not appear to be just like ordinary firing or "frog eye," and the farmers are afraid to allow it to run its course, for as soon as it appears they begin cutting.

Just what extent the blight will have on the crop cannot be estimated yet, but it is believed on the market here that it will not be as far-reaching as some farmers seem to fear. Farmers admit that the blight is not affecting the late planting to the extent that it runs through the early crop. It is believed that hot, dry days and cool nights now for ten days will mature an extra fine crop, despite the blight effects. More wet weather, however, will well-nigh ruin prospects

Tifton Passes the Million Mark

TIFTON, Ga., September 4.—Although all other tobacco markets in south Georgia closed Friday, the Tifton market will remain open another week, it is announced by Fenner & Hudson, proprietors of the tobacco sales warehouse here.

Thus Tifton feels already the effect of the location of the mammoth stemmery and re-drying plant of the Imperial Tobacco Co. here. The location of this plant has brought Tifton from last place among south Georgia markets last year, to third and very probably second place this year. It has enabled buyers to pay more for tobacco here and also enables the warehousemen to keep the market open a week longer than any other point in this section.

This additional week for the tobacco market means a great convenience to the growers throughout south Georgia. There are many scattering lots of tobacco that have not been marketed, and had the market here closed Friday this tobacco must have been sent to North or South Carolina markets or sold where there was no competition in buying.

There has been sold on the Tifton market this season already more than a million pounds of tobacco; in exact figures 1,084,572 pounds, and this brought $230,150.31, or an average for the season of 22 cents per pound.

Prices Satisfactory at Valdosta

VALDOSTA, Ga., September 3.—Says the Valdosta *Times:* "A close tabulation of tobacco sales over south Georgia for the past week shows that the Valdosta market averaged about 10 cents per pound higher than the next highest market for the entire week's sales. Much tobacco is being brought here from adjoining counties, both in Georgia and Florida, and the growers all express great satisfaction with the prices obtained on the Valdosta market up to this time."

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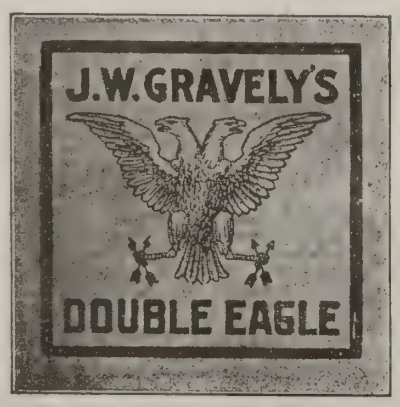

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"A Square Deal for Tobacco Growers"

HENDERSON, N. C., Sept. 6.—A permanent organization, of which W. B. Daniels is chairman and J. B. Allen is secretary, was effected at a mass meeting of Vance County tobacco growers, held here to-day. The meeting was brought about by J. C. Anthony, County Agent, who, acting as spokesman for a number of prominent farmers "proposed to have an expression of opinion of tobacco growers," the better "to present matters straight to buyers and manufacturers."

Voicing the sentiments of those present at the meeting, a resolution was adopted as follows:

"We, the tobacco growers of Vance County, being assembled, and after due deliberations are resolved that:

"Whereas, The tobacco growers of the bright tobacco belt are now being advised to content themselves with a lower price for their product than was received for the crop of 1919—even though this crop has cost considerably more to produce, and

"Whereas, All other lines of industry are showing unparalleled thrift and prosperity, organized labor is getting a reasonable wage for its toil, railroad corporations and manufacturing companies are coming in for new and higher rates and prices, all of which make the cost of living higher for the farming class of people. With the continuously increasing prices of the labor and other material entering into the cost of production, and

"Whereas, There are thousands of farm women who have toiled through the heat of the southern summer, without the barest possible hope of a vacation or rest, and there are many thousands more of little children whose little tired hands and backs are still subjected to the deadly strain of completing the harvest, thus creating a condition which demands the best efforts of every right thinking man and woman throughout the land for its own relief.

"Now, therefore, we, the tobacco farmers of Vance County, in mass meeting assembled, in the city of Henderson, do hereby promulgate and pledge our most candid support to the following declaration of principles:

"1. That in the production we have stood between the elements and the rest of the world; we have carried all risks to date, and have already accounted for attendant losses, so we do now resent and protest against any tendencies of those controlling the price of our tobacco inasmuch as said persons or corporations have run no risk in the production of the crop, and stand no risk of losing if the farmers are paid a fair price.

"2. In view of the fact that the manufacturers and dealers are increasing their wealth in these days of prosperity all we ask of the commercial world is a square deal—an opportunity to lay by some accumulations for ourselves and families. We desire to live and let live. We have toiled faithfully, not for our health, nor for our pleasure, but in the hope of profit. Our products are for sale but we are determined not to sacrifice the result of our toil upon the altar of the speculators' greed.

"3. That we are willing to offer our tobacco upon the open market provided only that the trade is willing to allow us a good living profit; otherwise, we shall feel compelled to call upon producers everywhere and of every class to come to our aid in an effort to close the doors of the packing houses until the markets of the world may indicate a disposition to deal with us in a just manner.

"4. That we further advise the farmers to prepare their tobacco in a good merchantable condition and market as uniformly as possible so that the market will not be flooded at any one time.

"5. We furthermore request that our brother farmers throughout the bright leaf district, call district or county meetings and take similar action immediately.

"6. We further recommend that a permanent chairman be elected at this meeting and that he be empowered to appoint a committee, consisting of one member from each township to carry out the provisions of these resolutions.

"7. That a set of these resolutions be given to the local paper, the Associated Press and to the local and county papers throughout the bright leaf belt."

Statesboro, Ga., to Be a Tobacco Market

In Bulloch county, Georgia, there are many growers who have been marketing their tobacco in Vidalia, during the season, and they report uniformly satisfactory prices. In fact, the growers are more than satisfied with their sales so far and are planning to go into tobacco growing on a much larger scale next year. With the end in view of encouraging the location of a warehouse in Statesboro, the most enterprising growers and business men are agitating an increased acreage in the crop. It has been promised that such a warehouse will be located here upon a guarantee of approximately 1,000 acres planted in the county. This could easily be done if the farmers are made acquainted with the profits to be made in the crop and the ease with which it can be grown.

Statesboro will be one of the "big twelve" tobacco markets of the state in the next three years.—*Savannah News.*

The Douglas Market Closes

DOUGLAS, Ga., Sept. 7, 1920.—Total sales for the week, 337,994 pounds. Average amounts realized weekly $56-203.52. Sold to date of 1920 crop, 2,-099,482 pounds. Receipts for season, $493,436.47. Remarks: Our market closed for the season, Sept. 3, 1920.

G. H. PEGRAM, Sec'y.
Douglas Tobacco Board Trade.

A Bigger Acreage Next Year

ASHBURN, Ga., September 4.—The Turner county tobacco market closed here Friday. During the season about $75,000 has been put into circulation among the tobacco growers.

In the month of August 279,740 pounds were sold for $49,586.

The growers are greatly encouraged and will plant larger crops next year.

A Prize Stalk of Tobacco

ROCKY MOUNT, N. C., September 2.—Nash county's prize stalk of tobacco, grown by J. M. Turner, has now attained a height of 10 feet and has 70 leaves, according to R. P. Holt, prominent local tobacconist, who first reported the enormous stalk several weeks ago and who visited the farm last Saturday.

A New Enterprise in Greenville

GREENVILLE, N. C. August 26.—The Carolina Fertilizer & Phosphate Co., a corporation capitalized at $300,000, is preparing to erect a factory here. A site has been purchased, and a building contract let.

A Minnesota Tobacco Grower.

E. Erickson of Pleasant Valley, Minn., recently sold his crop of tobacco to the General Cigar Company. This was the first sale of tobacco grown in the vicinity of Winona. And now the Winona Association of Commerce is desirous of getting in touch with all farmers in Winona County who are willing to plant tobacco next year.

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Three Centuries of Tobacco

(*Continued from page 9*)

ports, but the fraction greatly declined during the war, and in the year beginning with July, 1917, it was only 19 per cent. In prewar times, 12 per cent of this country's tobacco imports came from Turkey in Asia and 10 per cent from Turkey in Europe, or 22 per cent from that Empire. The war extinguished the direct trade movement, but apparently tobacco imports from Greece, which were normally little more than 1 per cent, took up this movement, with the result that tobacco imports from that country grew to 17 per cent of the total in 1917.

Next in order below was Sumatra's thin leaf, with 11 per cent of the total tobacco imports into the United States before the war, or at any rate this was the fraction for the tobacco received from the Netherlands. So-called Egyptian tobacco; that is, tobacco consigned from Egypt, made a mere trace in the tobacco imports into this country, both normally and during the war. Porto Rican and Philippine tobacco will be mentioned under trade with these possessions.

Before disturbance of the world's trade by the war the world's tobacco imports, which were mostly ascertainable, increased from the yearly average of 717,000,000 pounds in 1904-1908 to 844,000,000 pounds in 1909-1913. Germany was the chief tobacco importer among the nations, and received 22 per cent of the world's total in the former period and 20 per cent in the latter. The United Kingdom received 12 and 14 per cent, respectively, in the two periods; France, 9 and 8 per cent; Austria-Hungary, 7 and 6 per cent; the Netherlands, 7 per cent in both periods; Spain, 6 per cent in both periods; Italy, 5 and 6 per cent; the United States, 5 and 6 per cent; Belgium, 3 per cent in both periods; Egypt, 3 and 2 per cent; Canada, China and Switzerland, each 2 per cent in both periods; Denmark, 2 and 1 per cent; Argentina and Australia, each 1 and 2 per cent; and Aden, British India, Finland, Portugal, Southern Nigeria and Sweden, each 1 per cent in both periods.

It has already been made apparent that the United States has always been a surplus country as a net result of the inward and outward movements of tobacco in foreign trade. From the small beginning at Jamestown, the national tobacco surplus grew to be 36,000,000 pounds in 100 years, 80,000,000 pounds in 200 years, and 326,000,000 pounds in 300 years, or rather in the normal years before the World War. Most of this tobacco has been unmanufactured. With regard to manufactured tobacco, in some years the United States has received more than it exported, but beginning with 1892 the exports have predominated in every year, and the yearly average net surplus for 1905-1914 is 11,000,000 pounds, or 3 per cent of the net surplus of all tobacco.

The national net surplus of tobacco, as a fraction of the production, persistently declined from the Civil War to the present time, the decline being from 74 per cent in 1865-1874 to 36 per cent in 1905-1914, and 34 per cent for the four years 1915-1918. Otherwise stated, under normal foreign trade, the tobacco crop could be reduced to a little less than two-thirds of its recent proportions and still provide enough for the national consumption, but this would be in abstract pounds instead of concrete varieties of tobacco actually in demand.

Philippine Islands and Porto Rico

Interchange of tobacco between contiguous United States and the Philippine Islands was weak until 1909, when the tobacco imports from that possession, mostly manufactured, suddenly rose to 1,200,000 pounds. This was about the average until 1916, when the imports reached 5,100,000 pounds, followed by 11,700,000 pounds in 1917, and 8,700,000 pounds in 1918, the unmanufactured tobacco being about one-half of the total in the last year.

There has also been a considerable movement of tobacco from the United States to the Philippine Islands, beginning in 1909. Before that year, and in 1914 and 1915, the exports exceeded the imports; but from 1909 to 1913 the average yearly excess of imports was 641,000 pounds, in 1916 it was 4,100,000 pounds, in 1917 it was 10,900,000 pounds, and in 1918 it was 7,500,000 pounds, or about 1 per cent of the national consumption.

Shipments of tobacco from Porto Rico to the United States have been much larger than those from the Philippines. The yearly average for 1904-1913 was 6,300,000 pounds, three-quarters of which was unmanufactured. The quantity grew to 19,300,000 pounds in 1917, and was 17,500,000 pounds in 1918.

On the other side of the account, shipments of tobacco from the United States to Porto Rico averaged 1,500,000 pounds yearly during 1904-1913, and reached 2,000,000 pounds in 1917. After subtracting the tobacco shipments from the United States to Porto Rico from those to the United States from Porto Rico, the net receipts by this country averaged 4,700,000 pounds yearly from 1904 to 1913, and ranged from 8,200,000 to 17,500,000 pounds from 1914 to 1918, or from 1.2 to 2.4 per cent of the national consumption.

(*Continued on page 29*)

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United Cigar Stores Co.	280
J. Simon & Co.	18
El Coro Cigar Co.	1
Villar Lanza & Co.	8
British-American Tobacco Co.	6
Porto Rico Express Co.	2
Infanzon & Rodriguez	32

Per S. S. Clare. Arrived Sept. 7.

Porto Rico American Tob. Co.	107
United Cigar Stores Co.	110

Per S. S. Caracas. Arrived Sept. 6.
Consignees:

New York—	Cases
Porto Rican Exp. Co.	6
Elacero Export & Import Co.	3
F. Bonilla	10
Porto Rico-Amer. Tobacco Co.	190
United Cigar Stores Co.	80

TOBACCO FROM PORTO RICO.

Per S. S. Caracas. Arrived Sept. 6.
Consignees:

New York—	Bales
Universal Leaf Tobacco Co.	24
P. Lorillard Co.	500
J. Cohn & Co.	6
Stern, Mendelsohn Co.	7
M. Lopez & Co.	10
S. Weinberg	3
W. Schall & Co.	4
Rosenstadt & Waller	54
I. Lewis Cigar Mfg. Co.	50
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	Barrels
Rosenwald & Bro.	324
A. Guituirrez	50
J. Cohn & Co.	100
Stern, Mendelsohn Co.	84
Infanzon & Rodriguez	15
Durlach Bros.	120
M. Lopez & Co.	60
M. Gans & Son	148
W. Schall & Co.	5
Rosenstadt & Waller	164
Cullman Bros.	80
To order	80

Per S. S. Ponce. Arrived Sept. 7.
Consignees:

New York—	Barrels
J. Cohn & Co.	111
A. Philippi & Co.	22
M. Gans & Sons	151
Porto Rico American Tob. Co.	65
L. Hirsch	205
Portocuba Corporation	67
Villar Lanza & Co.	50
M. A. Sola & Co.	73
M. Lopez & Co.	154
Maurice Winter & Co.	50
Hamburger Bros. & Co.	127
Rosenstadt & Waller	23
American Cigar Co.	147
S. Weinberg	16
Seymour Bookman	4
Durlach Bros.	73
Porto Rico Express Co.	37
D. H. Delmonte	2

	Bales
J. Cohn & Co.	14
R. Gans	21
L. Hirsch	6
Portocuba Corporation	69
Villar Lanza & Co.	20
M. A. Sola & Co.	10
M. Lopez & Co.	68
Hamburger & Bros.	20
Rosenstadt & Waller	17
American Cigar Co.	65
W. O. Smith & Co.	2
Durlach Bros	15
A. Philippi & Co.	71

Per S. S. Clare. Arrived Sept. 7.

	Barrels
Rosenstadt & Waller	100
A. Philippi & Co.	25

TOBACCO FROM HOLLAND.

Per S. S. Noordam. Arrived Sept. 1.
Consignees:

New York—	Bales
Order (in linen)	27
H. Duys & Co. (in linen)	879
Robt. Schubert & Co., Inc. (in cs.)	8
Herzog & Sarluy	30
Morris Rosenberg & Co.	65
S. Rossin & Son	23
J. H. Goetze & Co.	39
Tropical Tob. Co. (Ltd. San Dom. tob.)	52

	Cases
Cullman Bros.	132
E. Rosenwald & Bro.	29
L. Schmid & Co.	182
E. Rosenwald & Bro.	67
H. Duys & Co.	93
General Cigar Co.	233

Per S. S. Luckenbach. Arr. Sept. 3.
Consignees:

New York—	Cases
The Sumatra Tob. Co.	261
Amer. Sumatra Tob. Co. (sample)	13

	Bales
Nat'l Standard & Comm'l Bank of New York	328
Tropical Tob. Co.	71

TOBACCO FROM COLUMBIA.

Per S. S. Lake Gilboa. Arr. Sept. 8.
Consignees:
New York—

	Bales
F. & E. Cranz	556
Equitable Trust Co.	82

TOBACCO FROM SANTO DOMINGO.

Per S. S. Iroquois. Arr. Sept. 8.
Consignees:
New York—

	Seroons
International Planters Corporation	600

	Bales
San Domingo Trading Co.	16
Selgas & Co.	41
Tropical Tobacco Co.	231

TOBACCO FROM JAVA.

Per S. S. Madioen. Arr. Sept. 7.
Consignees:
New York—

	Packs
National Park Bank	1671

	Bales
National Park Bank	372

TOBACCO FROM SMYRNA.

Per S. S. Jefferson County. Arrived Sept. 6.
Consignees:

New York—	Bales
Standard Commercial Trad'g Co.	1,969
To order	68

TOBACCO FROM GREECE.

Per S. S. Schoharie. Arrived Sept. 2.
Consignees:

New York—	Bales
T. Dixon	600
J. Amezinis	600

TOBACCO FROM EGYPT.

Per S. S. Jefferson County. Arrived Sept. 6.
Consignees:

New York—	Bales
J. S. Maloof & Co.	20
S. K. Maloof	10

J. F. SMITH & CO. CLARKSVILLE, TENN., U. S. A.

TOBACCO COMMISSION MERCHANTS

Tobacco Inspection and Warehouse Men

WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

Storage Capacity 5,000 Hogsheads

REASONABLE RATES

CIGARETTE TOBACCO

CHINESE RUSSIAN TURKISH
OHIO VIRGINIA MARYLAND

Export orders solicited *We satisfy.*

COMMONWEALTH BANK BLDG.
NEW YORK

Gensior Tobacco Co., Inc.

212 McGILL STREET
MONTREAL, P. Q.

Louisville Tobacco Market Statistics

Board of Trade Reports

LOUISVILLE, September 4.—Made today, the Tobacco Board of Trade report for the week is as follows:

TOBACCO SALES FOR THE WEEK AND YEAR SEPTEMBER 3, 1920.

Warehouses	Auction Sales	Week Private Sales	Total for Week	Year Jan. 1 to Date
Turner	159	..	159	3,247
Kentucky	286	8	294	9,380
Main Street	93	..	93	5,643
Planters-Farmers	186	16	202	7,365
Tenth Street	196	..	196	5,235
Louisville	173	1	174	6,722
Total	1,093	25	1,118	37,592
Year 1919	...	..	1,038	40,973
Year 1918	...	..	496	49,220
Year 1917	...	..	317	36,504

CLASSIFICATIONS OF THIS WEEK'S SALES.

	Old Crops	1919 Crop	Total
Burley	146	926	1,072
Dark	...	46	46
	146	972	1,118

CLASSIFICATIONS OF SALES JANUARY 1 TO DATE.

	Old Crops	1919 Crop	Total
Burley	7,073	28,414	35,487
Dark	301	1,804	2,105
	7,374	30,218	37,592

CLASSIFICATION OF SALES TO SAME DATE IN

	1919	1918	1917
Burley	35,688	44,920	32,795
Dark	5,285	4,300	3,709
	40,973	49,220	36,504

COMPARISONS WITH PREVIOUS YEARS.

Sales	1920	1919	1918
Total sales of new crop to date	33,459	42,224	52,483
Sales of new crop to date. Original inspection	27,721	36,747	47,912
Rejections			
Rejections this week.			
Burley	209	....	....
Dark	13	....	....
Total	222	126	27
Percentage of rejections to auction sales.			
Burley	20	....	....
Dark	31	....	....
Total	20	21	14
Rejections, Jan. 1 to date.			
Burley	8,972	....	....
Dark	456	....	....
Total	9,428	6,891	5,529
Receipts			
Receipts this week	1,244	1,115	260
Receipts, Jan. 1 to date	30,978	40,012	44,708
Year 1919	...	...	3,250	39,935
Year 1918	...	...	1,630	48,724
Year 1917	...	...	693	36,187

CLASSIFICATIONS OF THIS MONTH'S SALES.

	Old Crops	1919 Crop	Total
Burley	326	1,801	2,127
Dark	1	471	472
	327	2,272	2,599

CLASSIFICATIONS OF SALES JAN. 1, TO DATE.

	Old Crops	1919 Crop	Total
Burley	6,957	27,517	34,474
Dark	301	1,758	2,059
	7,258	29,275	36,533

Louisville Official Quotations

	Dark Red	Burley Bright Red	Burley Colory	Dark Manufacturing
Trash, (green or mix.)	4 to 6	.. to 7	9 to 11	6 to 7
Trash, (sound)	7 to 9	9 to 11	11 to 14	7 to 8
Common Lugs	9 to 12	11 to 14	14 to 17	7½ to 8
Medium Lugs	13 to 17	14 to 17	19 to 24	8 to 9½
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf, (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common Leaf	15 to 18	20 to 22	24 to 28	9½ to 12½
Medium Leaf	22 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cts. lower.

HELM GLOVER,
Secretary.

LOUISVILLE, September 1.—The monthly report of the Tobacco Board of Trade, rendered yesterday, is as follows:

TOBACCO SALES FOR THE MONTH AND YEAR TO AUGUST 31, 1920

Warehouses	Month Auction sales	Month Private sales	Month Total for month	Year Jan. 1 to date
Turner	213	...	213	3,088
Kentucky	764	32	796	9,086
Main Street	264	...	264	5,550
Planters-Farmers	550	30	580	7,222
Tenth Street	226	15	241	5,039
Louisville	236	269	505	6,548
	2,253	346	2,599	36,533

CLASSIFICATION OF SALES TO SAME DATE IN

	1919	1918	1917
Burley	34,972	44,569	32,532
Dark	4,963	4,155	3,655
	39,935	48,724	36,187

COMPARISONS WITH PREVIOUS YEARS.

Sales—	1920	1919	1918
Total sales of new crop to date	32,516	41,419	51,987
Sales of new crop to date. Original inspection	26,937	36,011	47,446
Rejections—			
Rejections this month:			
Burley	540	...	...
Dark	88	...	...
Total	628	372	194
Percentage of rejections to auction sales:			
Burley	26	...	...
Dark	43	...	...
Total	28	20	23
Rejections, Jan. 1 to date:			
Burley	8,778	...	...
Dark	443	...	...
Total	9,221	6,765	5,502

Receipts—			
Receipts this month	3,884	4,762	1,931
Receipts, Jan. 1 to date	30,244	39,029	44,555
Receipts last month			2,000
Deliveries last month			1,065
Stock last month			13,676
Increase during month			2,131

Present Unsold Stock

	Hhds.
Burley	10,193
Dark	896
Total unsold	11,089

Unsold Stock in 1919.

Burley	7,100
Green River	38
Dark	1,381
Total unsold	8,519

Unsold Stock in 1918.

Burley	2,217
Dark	511
Total unsold	2,728

HELM GLOVER,
Secretary.

STOCK REPORT

Receipts, Deliveries and Stocks for the Month and Year to August 31

Warehouses	Receipts during month	Deliveries during month	Receipts Jan. 1 to date	Deliveries Jan. 1 to date	Stocks this date
Turner	205	205	2,391	2,485	1,036
Kentucky	908	540	6,783	6,688	4,034
Main Street	535	165	5,008	5,092	1,250
Planters-Farmers	1,068	420	6,740	6,388	5,165
Tenth Street	565	170	4,137	4,519	1,212
Louisville	603	253	5,185	5,010	3,110
	3,884	1,753	30,244	30,182	15,807
Year 1919	4,762	1,672	39,029	32,690	10,636
Year 1918	1,931	1,563	44,555	42,037	7,590
Year 1917	776	536	30,112	33,780	3,590

Paducah Market Report

PADUCAH, Ky., September 3.—Offerings and deliveries gradually dwindled down until they were rather small during the past few days. Still there have been some sales on the loose floors and through the chutes every day. Also deliveries to factories of tobacco bought on contract, and the market has continued rather active considering the lateness of the season. There is very little tobacco left in farmers' hands sold to dealers. The greater part of the undelivered stock is owned by farmers.

The market has been rather active and considerably higher during the past week. Some demands in the market have caused prices on leaf to advance from $1 to $5 per hundred. There is nothing selling but common to medium grades and prices are ranging from about 9 to 14 cents on common and 15 to 23 cents on medium leaf. These prices are at least $2.50 per hundred on an average higher than prices quoted a week ago. Lugs have also shown some strength and are selling at 50 cents to $1.50 per hundred higher than a week ago.

It is hard to tell how much unsold stock there is in the country, but stocks have been greatly reduced. Probably there isn't more than two or three million pounds at most remaining in the hands of farmers.

The Planters' Protective Association prize houses are being overflowed with stock and the probabilities are that a great part of tobacco remaining in farmers' hands will be delivered to the association, and we think the greater part of it will be delivered during the next two or three weeks to make room for the new crop.

The weather has been unfavorable for the growing crop, too cool and rather too much moisture. The prospects for good quality are not what we would like to see. In some sections black fire or rust has done considerable damage. This disease seems to be confined to tobacco of the earlier planting. Just what the later tobacco will do remains to be seen, but the crop is not doing as much in developing as we would like to see, and if the weather continues cool the probabilities are that the crop will develop rather rough in character, but if it can remain on the hill until it gets ripe, it may have good body. In some sections quite a good deal of tobacco has been cut. The greater part of it was not ripe but farmers cut it in order to save it from burning up in the field. Taking it all in all we consider the prospects for a good crop slim and the yield will not be as large because of the tobacco being cut green.

W. B. KENNEDY.

Heavy Rain at Versailles

VERSAILLES, Ky., Sept. 4.—Heavy rain fell here today, beginning at 5:45 a. m. and continuing until 10 a. m. Much injury was done tobacco, much of which was cut and in the field to avoid rust.

Cable Address: "ROGERS," Enfield, N. C. Codes: A. B. C. 5th Edition, Liebers

R. L. SWAIN & CO.

Leaf Tobacco Merchants

ENFIELD, N. C., U. S. A.

VIRGINIA—CAROLINA—KENTUCKY—MARYLAND

Direct from Planter to Our Clients. We respectfully solicit your inquiries.

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Leaf Tobacco Dealer

Burleys, Darks, Green Rivers

ALL GRADES

903 WEST MAIN STREET : LOUISVILLE, KY.

Samples Sent on Approval

We Respectfully Solicit Your Correspondence and Orders.

Cable Address: "Bucky," Louisville. A. B. C. 4th and 5th Edition. **Code: Arnold's No. 5 and 15. Western Union.**

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Lorillard's Snuff, : Est. 1760
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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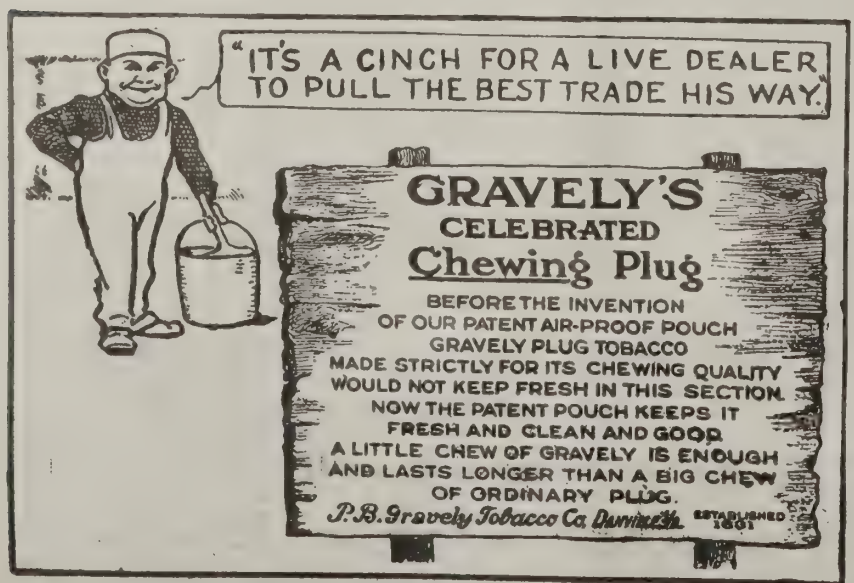

Springfield Handled 20,000,000 Pounds

SPRINGFIELD, Tenn., September 3.—Sales of tobacco on the Springfield market are about over. Only one loose floor is now holding sales and with but two exceptions all prizing houses are closed. Springfield will handle about twenty million pounds of tobacco for the season, of which 11,000,000 pounds were sold over the loose floors. Springfield's market is becoming more broad; this season tobacco came here from several counties. Logan and Todd counties in Kentucky are now disposing of a good part of their crop over Springfield's loose floors, and the same may be said of Cheatham and Sumner counties.

There may be a small reduction in the growing crop on account of so much of it being late. Early tobacco has progressed in a very satisfactory manner, but inasmuch as a major part of the crop is late, a reduction of pounds is predicted.

Reports from some sections of Robertson county are to the effect that rust is appearing in a number of tobacco fields. While the damage so far has been very slight, it is causing much worry to farmers in a few places. In some sections tobacco has been cut green to avoid rust damage.

Hail Injures Tobacco Fields Near Carlisle

CARLISLE, Ky., September 1.—Much damage has been done to tobacco in Nicholas county during the past week by hail. The hail storm Friday stripped the crops in one locality and crops all along the Maysville and Lexington pike were seriously damaged Monday. The weather has been so unfavorable for tobacco this summer that it is believed that no more than half a crop will be cut this fall. Corn also, has been badly damaged.

Storm Damage at Bethpage

BETHPAGE, Tenn., September 1.—A severe windstorm that accompanied a hard rain here yesterday afternoon caused considerable damage. Tobacco and corn were badly twisted by the wind.

A new barn on the farm of Edward Crowder of Brushy Fork Creek was blown down. Mr. Crowder had recently completed the barn and housed a small quantity of tobacco in it.

An Up-to-Date Tobacco House

SPRINGFIELD, Tenn., September 3.—Work was started this week on the new building of the Tennessee-Kentucky Tobacco Co. The new structure will occupy the site of the old building on South Main street and it will be a much more convenient house than the old building, which was destroyed by fire several months ago. The new building will contain, in addition to the loose floor, a number of business houses and offices. It will be completed in time for the coming tobacco season.

Important Cigarette Paper Importers

Started by Max Spiegel, as an individual enterprise in 1892, the cigarette paper business of Max Spiegel & Sons Co., Inc., today is an aggregation of important activities. In the United States the company is the exclusive agent for Cartier de Omea of Genoa, Italy. Also it is a busy importer of high grade cigarette and other tissue papers from France. Besides distributing cigarette papers to the trade in bobbins and reams, the corporation supplies tobacco manufacturers with cigarette paper booklets for distribution with smoking tobacco. The company numbers among its customers some of the more important buyers of cigarette paper in the United States.

The business was not incorporated until 1918, when the Spiegel boys returned from military service "over there." The officers of the company are Max Spiegel, president; Bernard L. Spiegel, vice-president; David Spiegel, treasurer, and M. Spiegel, secretary.

Recruiting for the Association

MT. STERLING, Ky., Sept. 4.—Dr. T. Benton Hill addressed the tobacco growers of the county at a meeting held at the courthouse this afternoon. Several hundred farmers were in attendance. Dr. Hill explained in detail the constitution and bylaws of the Burley Tobacco Growers Association recently drafted by the committee in Lexington.

"The General" at Winona

The General Cigar Company has obtained a five-year lease on the factory buildings now occupied by the E. W. Williams Shoe Company, on West Second street, Winona, Minn. The Williams Shoe Company will move to Sioux City, Iowa, where it has another plant. In Winona the General Cigar Company will have a tobacco sorting and stripping plant, giving employment to 200 people or more.

Cable "Smith" Codes Lieber's A. B. C. 5th Arnold's 5 & 15

S. B. SMITH & COMPANY

ESTAB. 1907 LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

EXCLUSIVE PROCESS

UNION MADE

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Leaf Tobacco Brokers Dealers and Exporters

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Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

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Clarksville, Tenn.
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Manufacturers of

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Daily Production 500,000 Cigars

"Products Sold the World Over"

Strictly Hand Made Cigars
of the Better Kind for
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How it happened

WHEN Captain X sailed for Europe he carried what seemed an ample supply of his favorite Pall Mall (plain end) cigarettes, with the belief that later he would be able to buy more of them in Europe. After supplying his friends with his usual generosity, he found in a short time his stock needed replenishing. But in the destitute villages of the interior this proved impossible, and he was obliged to substitute first one then another brand of the doughboy's cigarette.

NONE of these satisfied his taste for pure Turkish tobacco, but were free and easy to smoke. This started the Captain thinking. Why couldn't his favorite cigarette be made round and loose so that it would give the same volume or smoke, plus the satisfying taste he found only in Pall Mall?

BACK in America once more, the Captain came and gave us his idea—a big idea. He suggested that we make Pall Mall cigarettes round in shape, loosely rolled—a cigarette that does not have to be tapped, squeezed or loosened, a cigarette with a free and easy draught. A cigarette made from the famous Pall Mall blend of 42 Turkish tobaccos chosen for the richness and delicacy of flavor. Investigation proved his big idea to be in keeping with the ideas of thousands of other men who find greater pleasure in the easy pulling round cigarettes.

20 PALL MALL ROUNDS (plain ends) in the new foil box . . 50c

PALL MALL
FAMOUS CIGARETTES
Rounds

YOU, yourself, will understand why the new Pall Mall rounds have been an immediate success with thousands of men who find greater pleasure in the easy-pulling cigarettes. You will get the same satisfaction out of this combination of Capt. X's idea and the famous Pall Mall blend. Try them.

And you will appreciate that in packages of 20 you have two sales and two profits in the time of one—

"THEY ARE GOOD TASTE"

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AND
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Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

The Latest Slant on Rising Prices Up-State

Demand Is So Great Practically Any Sales Manager May Take a Little Vacation—A Rush of Orders for Fitzpatrick & Draper—Eager Buyers Besiege B. Payn & Sons—Dearstyne Brothers Are Remarkably Busy—And the Popularity of Peter Schuyler Steadily Increases—Sam Fisher's Success—Already 111 Is a Trade Winner—Suggesting Cigar Signs on State Highways.

New York State Capitol District, Coming-and-Going-Week, 1920.

"Give me just one reason why you can't go, Sam, that's all," asked Jim Stubb, flopping down in his customary position as chairman of the Stubb & Ash, Inc., Hot Chair Club. "Tell me why you can't take a lil' trip anywhere you say for the next week or so, will you?"

"Whadyemean, week or so?" Sam Ash snarled, pounding up and down behind the six-to-eight cent cigar sectional cases to attend to the Coming-and-Going rush. "Ain't it a fact, I ask yer, if this here trade should now be so good, unnerstan me, that even Joe McElveney neither should leave for Troy until after Yom Kippur, mebbe?"

"Aw, you make me tired, Sam," yawned Jim Stubb, settling back in easy comfort for the rest of the morning's trade developments. "I've been away, Clarence Fogarty's had three days at the big Saratoga wind-up, Walter Branche had seven, Pat Doyle took one, and I don't see why you can't grab off from seven to fourteen days more if you want 'em, Sam."

"Sure, gimme all of September, why don't yuh?" Sam Ash sarcastically replied, getting rid of that 1896 lead dime to a customer going out of town. "Make it out a army furlough, y'unnerstan, with extry special permission so I should go even to N'York, mebbe, an', when I git back, I should likely say I see it Good Times at that there Hippodrome, also-as-well."

"You don't have to go far to see Good Times," interposed Harry Edson, quietly centering his Fitzpatrick & Draper order-file in the usual inside pocket-of-record. "Go to Kingston! Our factory there is swamped with business. Probably two months, without a further order, wouldn't see us clear of the back-reference sheets for F & D Cigars.

"And prices? Well, Sumatra selections, suitable to the cultivated Yankee taste for prime light, silky stock, demands more and more money. So, as an illustration, with the additional requirements of other supplies and labor, I guess we'll have to join the procession and raise F & D's, too. As sales manager, I am aware that the matter is being discussed very earnestly at the present moment in the Kingston offices."

"Also in Albany offices," commented Tom McGowan, stepping into the Hot Chair Club to light his Anndora capitol-perfecto. "For, at the B. Payn's Sons Tobacco Company, on Broadway, the help wants $3 more per M. While, if you ask Gib Cohn, the leaf expert, he'll tell you the tobacco will cost just as much additional per thousand.

"But even increased prices won't help our oversold condition. Manager Fred McEwan is doing the very best he can to produce the cigars, yet we can't deliver anywhere near complete orders.

"Just the business from our Southern man alone, on Anndoras and Van Kovens, is almost sufficient to take the output of both our Albany factories."

"Ditto here, too," nodded Frank Dearstyne, buying another Seal Skin perfecto, while still having a full-box under his port wing. "Never before has the Dearstyne Brothers Tobacco Company been so busy with cigar manufacturing.

"And the jobbing trade is remarkable, as well. Earl Goodrich here fills up one of those pads of order blanks each day out, and some items are deuced hard to get from the manufacturers, also. It's a most unusual state of affairs for the cigar, tobacco, and cigaret business, with actually more demand than material."

"That's what they say at the Peter Schuyler plant," announced Jim Stubb, slicing off the top of an envelope just arrived in the mail, via Izzy-the male-man. "And here's a notice from the G. W. Van Slyke & Horton people, too, saving Schuylers in perfectos and panetelas have arisen from $95 to $105, while the foils go to $115."

"Another thing, no orders at the Van S & H factory are carried forward. If the items can not be delivered in full on the order date received. Jim Horton and his assistant adjutants-general, simply push the blue pencil thru the entry, and the red rubber stamp ink patiently repeats, 'All back orders cancelled.' So!"

"Nice business! Nice business!" repeated Sam Ash, still hustling around the retail department, serving both hot and cold customers with the same smokes. "Just about so good as my ole fren' Sam Fisher admits he has got, y'unnerstan, at the Storm, Fisher & Co., factory in N'Yawk.

"Because, after a five months' trip west, where he sold every prairie dog and jack rabbit clear thru from Colorado to Claro, he now returns and finds the mail orders alone are enough to keep him busy til Saint Patrick's Day, unnerstan me.

"And, at the same time, Sam's bought an interest in a Tampa factory, also-as-well. To look after all this business while he's on the road, Mrs. Fisher has always kept an eye on the office. So now she comes into full partnership, commercially.

"With this new combination, batting over 100% like Baby Ruth, unnerstan, it shouldn't take Sam Fisher & Company long to make application for filing the La Soneda brand on the cigar stock exchange, where it ought to be so well known even as anney Habana smoke on the market. Am I right or wrong?"

"Right again, Sam, right again," endorsed Jim Stubb, giving special audience to a timid (?) cigaret salesman, who had something new in the brown-grip. "And here's a new shot from the American Tobacco Co., Sam, put forth by Friend Locke and his man Dunbar.

"It's the latest fad in cigarets, being the A. T. Co's 'III' in the fifteen cent three-way-triple-blend packet. They admit having 111% distribution on the goods, Sam, and I guess they have darn near to it. It looks like the sugar!"

"Yeh, an' here's som'thing else lookin' sweet, also-as-well," mentioned Sam Ash, pausing a second from the counter demands to take a wiff o'resago smoke. "It's a card, unnerstan, from Sam Osnos, number 170 Randolph street, Detroit.

"An' right here Sam says he's in the market for anney cigars, cigarets, tobaccos, an' the so forth, bein' able to use anney quantity, nu matter if yuh should have it even a Government warehouse full at Schenectady, say. He also says, 'Send us sample and price at our expense.'

"By golly, Sam, who's goth anything to sell?" wondered Jim Stubb, tearing open another envelope with a suspicious sheet inside. "This letter here is from the importing department o' Park & Tilford, Sam, and your friend Osnos might get in communication with them.

"For they say here: 'Havanna manufacturers have found it necessary to increase prices on all imported cigars, which will be effective in Havana on September first. In view of this, it will be necessary for us to increase our prices, approximately, $25 to $35 per thousand, effective September 7th.

"'You will, undoubtedly, like to re-

(*Continued on page* 42)

THEY WIN ON POINTS!!!

As to quality Manila Cigars meet every test.

Philippine Cigar Leaf is naturally Mild, Sweet and Aromatic.

All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

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CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK
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Buyers Scramble to Get Connecticut Broadleaf

Many Crops Purchased in a Hurry—Prices Ranged from 75 to 85 Cents Assorted—Some Growers Unwilling to Sell Now—An Offer of 90 Cents Per Pound Refused—A Consequence of the Storm—Early Cut Tobacco Is Curing Down Fine—Harvest Nearly Completed.

HARTFORD, Conn., September 6.—The buying movement started off with a bang Friday in the Broadleaf belt, where the hailstorm had not done any damage. As the rush began buyers speeded from grower to grower doing business quickly. In some instances not more than five minutes were required in making the purchase.

In almost every case where buying was done, the tobacco will be assorted by the grower. Prices paid were from 75 to 85 cents per pound assorted, with fillers and brokes at other prices. One lot, it is claimed, was sold at 90 cents assorted.

The buyers were W. R. Isreal and A. F. Burnham for the American Cigar Co., F. B. Griffin and L. Juno for the American Sumatra Tobacco Co., I. Kaffenberg & Sons of Boston, L. B. Haas & Co., Steane, Hartman & Co., and others of this city. Several crops in East Hartford were sold after sunset and others were sold almost at daylight, the rush was so great. Many of the growers have refused all offers made by buyers, and it is said that at least one grower is holding out for $1 per pound. He already has refused an offer of 90 cents. Last year the average price was about 60 cents, but it looks now as if the average this year would be around 80 c nts, an increase of 20 cents assorted. Two years after the Civil War tobacco was a scarce article and prices soared. From an average of 25 cents a pound the prices went up to 60 and 70 cents, and as a top notcher, $1 was reached. Afterwards conditions became normal, from 1868 to 1915 growers received from 25 to 40 cents per pound. Since then the prices have been steadily increasing. The present crop got a bad start owing to continuous rains and cold weather and did not make much progress until early in August, when things warmed up and tobacco made up for lost time in growing. Many acres had to be reset and some fields were abandoned owing to the wet condition of the land.

Buyers were inclined to hold off until the crop was harvested and had cured down sufficiently so they could see what the tobacco was, but last week the destructive storm which covered a very wide area in the tobacco belt caused the acreage of sound tobacco to be much reduced. The Connecticut Valley tobacco crop now probably is the shortest known, so buyers started out to get as much out of it as they could. Since the storm, the growers have had good weather and have crowded the work along, not hesitating to pay top-notch wages, in many cases often as high as $7 per day; $6 is a common day wage for the ordinary day workman during the harvest season. Many growers have now finished harvesting and a few days more will see the crop safely housed.

Last week the growers got scared, as the temperature dropped down dangerously toward the freezing point. At the present time there is still considerable tobacco standing in the fields, but the growers believe that it is improving during this fine weather and do not fear a frost for several days to come. The early cut tobacco is curing down fine and is showing desired colors and quality. Thus far there is no evidence of pole sweat. There are about ten tobacco farmers in Hartford County who experimented this season with the new variety of tobacco, known as Connecticut Roundtip, which is a cross between Connecticut Broadleaf and Sumatra, and was obtained through experiments conducted by Dr. Jones, of the Connecticut Experiment Station. This variety has a number of advantages over the Havana type, as it has more and larger leaves than primed Havana, and is more resistant to sick soil conditions. It is more vigorous and stands up better.

The following towns were hit worst by the hailstorm on August 31:

Granby	$75,000
East Granby	25,000
Simsbury	40,000
Suffield	500,000
Windsor	50,000
Windsor Locks	300,000
East Windsor	600,000
Somers	20,000
Ellington	60,000
Vernon	10,000
Total	$1,680,000

During this storm flurries of snow were seen in Suffield and some sheds that were filled with tobacco were blown down.

Easing Up in Labor Shortage

A streak of blue sky in the labor situation may be found in the steadily emphasized demand for more efficiency in production; also notable increase in working immigrants arriving, 800,000 in past 12 months, against only 141,000 preceding year. In industrial circles recently there seemed to be two or three jobs for every man looking for work. Now under somewhat changed conditions the situation, while not entirely reversed, shows an easing up in labor shortage. A short time ago the Pennsylvania Railroad dropped some 10,000 employees from its Eastern lines and apparently without prejudice to its business. Recent Philadelphia dispatches show that in four years the number of operating employees on that railroad increased 30 per cent, while actual work accomplished, as measured by passengers and tons of freight carried one mile, increased only 18 per cent. Of course, some of the latter must be attributed to the establishment of the eight-hour day in the shops. Contrary to earlier fears, there has been a generally ample supply of laborers for the grain harvests. Much work is still to be done on the farm before winter closes down, and every one of these evidences of the better labor situation is worth while.—*New England Homestead.*

Improved Railway Service Promised

CHICAGO, September 3.—Plans for relief of congestion in the nation's railroads were made today at a meeting attended by nearly 100 railroad executives, representing 90 per cent of the roads of the country.

While most of the reports received and decisions made at the conference were not divulged, it was announced that part of the $300,000,000 borrowed by the roads from the Government would be used in immediate construction of 60,000 freight cars, 1,250 locomotives and 1,200 passenger cars. All will be delivered by midwinter, it was said.

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Most Exacting Requirements of the
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The Most Complete Line in the World

American Sumatra Tobacco Co.

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DRAGONES 106-108 HAVANA, CUBA

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Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

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REMEDIOS

Prophets and the Price of German Cigars

Cost of Sumatra Tobacco Is One Reason Why Cheaper Smokes Are Unlikely to Be Obtained Soon — Experts and Exposes —Arguments Employed in the Newspapers — Reaction and the Fluctuations of Exchange—"As Things Go Up, People Buy More Quickly and in Greater Quantities."

BERLIN, Aug. 25.—Every prophet who happens to have hit the truth by chance or otherwise loves to point with pride to his great foresight and wisdom. German tobacco experts, like members of a society for mutual admiration, are congratulating themselves, praising each other's prophetic ability. As they told the world long ago, the cigar is not to become cheaper. It is getting more costly instead. At the same time business is picking up and the demand is increasing.

When the exchange rate of the mark rose, business became stalled. Nobody wanted to buy anything, in spite of the lower prices. Everybody expected prices to drop still more. "Why buy today when the price will be so much lower tomorrow?" was the general slogan. It was repeated every day. Nobody bought anything. Everybody watched and waited, studied quotations of prices and fluctuations of exchange rates.

The daily press, self-appointed economists and statesmen, so called, predicted cheap cigars. They were bound to become cheaper, it was proclaimed from the house tops. When tobacco merchants and cigar manufacturers were asked about the impending crash in the market they would shake their heads and deny that any drop in prices was likely. For this "obstinacy" they were denounced as "profiteers" and "usurers." Trade experts pointed out that the semi-official Tobacco Trading Co. of Bremen had bought large lots of tobacco in the Dutch East Indies right after the signing of the peace treaty. The idea was then to quickly obtain enough tobacco to keep cigar factories agoing or to set them going again where they had had to close down for lack of material.

Some of this tobacco is still being delivered. It is distributed among all the cigar manufacturers pro rata. The price is very high, as the tobacco was bought in Dutch money at the time and it takes a great many more German marks now to pay Dutch bills in Dutch money. But the Germans could not welch on the contract, even if they wanted to do that, because the Dutch merchants, before they sold the tobacco to Germany, were wise enough to have the German government guarantee the payment of the bill. This is one very important reason against any immediate decline in the price of manufactured tobacco. The price that manufacturers had to pay for raw material on hand, the experts said, precluded any reductions in the price of the finished product.

Valuta, "that maid of degradation," however, instead of rising to a level approaching former respectability, again is sinking to the lower depth of infamy and shame. Consequently prices are going up again. And business begins to prosper.

It is preposterous, it is silly, it is insane, but it is a fact: when prices rise consumption increases and trade is stimulated. There is no more unemployment, all the mills are turning every wheel, and business is fine, thanks to Miss Valuta, the incorrigible, again returning to the gutter.

Instead of saying, "Wait until tomorrow, the price will be cheaper," everybody is now telling his neighbor, "Hurry up and buy today, for tomorrow the goods will cost you so much more." And everybody is falling over himself in a hurry to buy before the price rises higher and Miss Valuta sinks still lower. For you can never trust that degraded woman!

They talk about economic laws. What are they when weighed in the balance against mass insanity!

It is claimed German purchases of American cotton caused the German mark to drop and, incidentally, started another business boom in the Fatherland. So it is America to whom we are indebted for our temporary prosperity. A prosperity based upon a declining national credit! What is this world of inconsistency, contradiction and psychosis coming to, anyway?

Let's have a smoke, and forget it.

50 Per Cent Increase of Tobacco Prices in Austria

Finance Minister to Make Announcement Soon—An Egyptian Cigarette Now Is Sold for One Crown—Not So Expensive When the Value of Austrian Money Is Considered—Yet Many Are Almost "Famished for Smokes."

VIENNA, August 19.—The Austrian finance minister, in charge of the tobacco monopoly, is expected to announce a new price so soon as the raw material now on hand is exhausted. The State factories are using tobacco that was bought some time ago at a cheaper rate, cheaper as a result of a higher rate of exchange. According to Edmund Loeffler, president of the National Association of Tobacco Agents, the prices will be jumped about 50 per cent. He thinks this increase necessary if the manufacture of cigars and cigarettes as a state institution is to be maintained on a paying basis. The State, of course, cannot think of subsidizing the industry.

Some of the better grades of cigarettes have been given free rein outside of the monopoly. It is now advocated to grant the same privileges to cheaper grades. However, cigars and especially cigarettes have been cheaper in Austria than anywhere else, when you convert Austrian money into foreign currency. For instance, an Egyptian cigarette is sold for one crown, equal to four centimes. You could not think of buying the same cigarette for four centimes in Switzerland. You could not buy the rankest sort of cigarette for that price. In Germany, to use another illustration, the cheapest cigarette is 30 pfennigs, equal to 1.20 Austrian crowns. A German cigarette of medium quality is 75 pfennigs, or 3 crowns in Austrian money. This shows that Austrian prices are very low, compared with foreign quotations. But the trouble is that Austrians haven't any too many crowns to spend on cigars and cigarettes. Besides, all price comparisons based on the rate of exchange are somewhat misleading. (*Continued on page* 42)

Cable "Quinto" P. O. Box 502

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HABANA, CUBA

Three Centuries of Tobacco

(*Continued from page* 17)

In the combined tobacco trade of these two possessions with the United States, the net average annual receipts by this country were 5,100,000 pounds in 1904 to 1913, and rapidly rose to 28,100,000 pounds in 1917, followed by 25,000,000 pounds in 1918, or 3.4 per cent of the national consumption.

Tobacco has a remarkable commercial feature in its enormous carry-over from one crop year to another. The quarterly report of stocks of leaf tobacco in the hands of dealers and manufacturers, made by the Bureau of the Census, small business being excluded, shows that the leaf stocks of chewing, smoking, snuff and export tobacco are lowest on October 1 and the cigar types on January 1. For all stocks October 1 is the time when they are lowest.

Analysis of Consumption

When Europeans established colonies on the Atlantic seaboard of North America, the natives had been using tobacco from time immemorial. From them, the whites learned to smoke it, to chew it, and to use it as snuff. Without mentioning the numerous varieties and subvarieties of preparations of tobacco that are now used, it is sufficient for the present purposes to say that eventually it was used for smoking in the form of cigars, cheroots, cigarettes, and many preparations for the pipe; for chewing as fine cut, plug, and twist; and in finely pulverized conditions, as snuff in the nose, or on one end of a small stick of wood in the mouth.

Since 1895 the Commissioner of Internal Revenue has ascertained and published the quantities of leaf tobacco used in this country in the manufacture of cigars, cigarettes and "tobacco and snuff," the last class being chiefly chewing and smoking tobacco. Certain imported tobacco withdrawn from bonded warehouses, mostly in Florida, is not included.

After converting these three classes into percentages of the total leaf tobacco used by manufacturers, it appears that the fraction for cigars increased from 25 per cent in the calendar year 1896 to 30 per cent in 1907, when the advance was arrested. From 1908 to 1914 the percentage ranged from 27 to 29, and a rapid decline followed during the World War to 26.5 per cent in 1915 and 1916 and to 25 per cent in 1918.

More than one-half of the leaf tobacco annually used by manufacturers during this period has become chewing and smoking tobacco and snuff, but the fraction has been a declining one. From about 70 per cent of the total in the earlier years, it fell to 65 by 1911, to 61 per cent by 1915, followed by rapid fall to 52 per cent in 1918.

Necessarily, the third class, cigarettes, must have absorbed the relative losses of the other two when they occurred in the same year. Early in the period under review, about 5 per cent of all leaf tobacco used by manufacturers was converted into cigarettes, but years of decline followed to 3 per cent in 1905. Thereafter the upward movement was strong. It reached 4 per cent in 1908, 6 per cent in 1910, 10 per cent in 1913, 12 per cent in 1915, 15.5 per cent in 1916, 20 per cent in 1917, and 23.5 per cent in 1918.

The result of these three movements in consumption was that the leaf tobacco used for cigarettes, which was equal to about one-fifth of the leaf tobacco used for cigars in the earlier years of the period ,increased to almost the same quantity in 1918. As a ratio to chewing, smoking and snuff tobacco, cigarette tobacco advanced from about 7 per cent in the earlier years to 46 per cent in 1918.

(*Concluded next week*)

TOBACCO FROM CUBA.

Per S. S. Mexico. Arr. Sept. 7.
Consignees:
New York—

	Bales
Sartorius & Co	650
J. F. Navarro	2
S. Rossin & Sons	228
R. Collia	10
M. Alonso	4
H. Oppenheimer & Co	45
S. Ruppin, Inc	56
General Cigar Co	1
Friend Tobacco Co	25
Ernest Ellinger & Co	103
S. London	9
F. Bolano (Chicago)	65
E. Rosenwald & Bro	200
E. P. Cordero & Co	30
M. Rodriguez	69
D. Hevia	10
M. Schwarz	108
L. Dankowitz	54
P. Lorillard Co	200
E. Montere	18
Guedalia & Co	20
F. Miranda & Co	17
J. Bernheim & Son	644
Keiser & Boasburg (Buffalo)	50
Consolidated Cigar Corp	20
	Barrels
T. D. Downing & Co	75
J. F. Navarro	4
R. Rosenbluth	25
E. Ellinger & Co	66
G. Falk & Bro	5
Selgas & Co	25
Sartorius & Co	99
F. Bolano (Chicago)	35
T. F. Healy	20
A. Murphy & Co	60
W. Glaccum & Sons	20
D. Hevia	10
S. Ruppin, Inc	35
L. Dankowitz	20
Hinsdale Smith & Co	200
General Cigar Co	2
M. Lopez & Co	50
Greenhall Bros	70
S. L. Goldberg	3
J. Bernheim & Sons	124
J. H. Goetz & Co	135
Kaiser & Boasburg (Buffalo)	2
	Packs
S. Rossin & Sons	57
J. F. Navarro	1
Cullman Bros	171
Benito Rovira Co	77
Fitzpatrick & Draper (Kingston)	21
Stern-Mendelsohn Co	15
Friend Tobacco Co	13
E. Ellinger & Co	9
Guedalia & Co	18
F. Fonseca	7
F. Bolano (Chicago)	5
Garcia & Vega	64
E. Rosenwald & Bro	78
M. Lopez & Co	18
Starlight Bros	38
Penn. Warehouse & Safe Dep. Co	78
L. Dankowitz	11
General Cigar Co	105
Guedalia & Co	17
P. Lorillard Co	158
George Beyea	50
F. Miranda & Co	64
Gallagher & Ascher	10
Havana American Co	184
American Cigar Co	79
S. L. Goldberg Sons	5
N. Y. & Cuba Mail S. S. Co	553

CIGARS FROM JAMAICA.

Per S. S. Banan. Arrived Sept. 1.
Consignees:

New York—	Cases
Brit. Amer. Tob. Co	13

Per S. S. Banan. Arrived Sept. 1.
To Hamilton, Bermuda, Brit. Amer. Tob. Co., 4 cs. cigarettes.

CIGARETTES FROM PORTUGAL

Per S. S. Britannia. Arrived Sept. 3.
Consignees:

New York—	Cases
B. E. Teale	37

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
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Almacenistas de Tobaco en Rema
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Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
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New York Correspondent

THE IRVING NATIONAL BANK

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Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

No Hope for "the Closed Shop" in Tampa

Manufacturers Remain Adamantine in Their Determination to Control Their Own Places of Business—But the Striking Cigar Makers Seem Inclined to Weaken — "Tentative Propositions."

TAMPA, Sept. 3.—Cautiously, apparently afraid of making a positive statement, the Tampa *Tribune* puts it this way:

"Tentative propositions are said to have been made within the past day or two by some of the striking cigarmakers and packers to the manufacturers, looking toward a possible settlement of the strike, one being from the packers, said to have been tendered by one Antonio Ferrandez, better known as 'La Peral,' which asked for the 'closed shop' for the packers' union, and agreed to see that the cigarmakers went back to work under the former rules.

"Another proposition said to be in the air is that the packers and selectors are anxious to return to work if their wages are not cut. Manual Gonzalez, speaking for a member of the joint advisory board yesterday, stated in answer to questions regarding the latter proposition that 'if the manufacturers will agree to maintain the same scale of wages and also to allow a representative of the packers' union to officially handle their affairs with the manufacturers, then that proposition will be given serious consideration.'

"However, as stated by the manufacturers publicly on several occasions, they will not recognize the right of any representative of any union to have anything to say about the running of their factories in the future, and their reply to all tentative propositions has been simply that the factories are open, and running, and that all who want work can have it, but on the 'open shop' plan.

"The statement recently made that orders not filled in Tampa are being filled from factories in Porto Rico and elsewhere, is most emphatically denied by the manufacturers.

"Another party of American women packers is said to have arrived from the North and have been distributed among the shops, and still others are looked for within a few days.

"The price of cigars is likely, according to some of the manufacturers, to take a jump within a short time on account of the rise in the price of stock, and the manufacturers express a fear that if the rise in tobacco continues, that the prices will be forced so high that consumption will decrease."

The statement issued yesterday by the manufacturers follows:

"The manufacturers have stated publicly and emphatically that they never will countenance a plan for giving one department of workers an advantage over the others.

"Specifically, the plan as submitted by Fernandez is this: He said the strike would come to an end if we allowed the packers to provide the help in the packing room; that the cigarmakers would cast aside their own demands for closed shop—if we agree with the packers.

"This is not a question for arbitration. We will never recognize the 'closed shop' in Tampa. And, further, we cannot see the justice of the plan; a plan which—while granting the demands of the packers—expects the cigarmakers to withdraw their demands. The plan is further impossible, because we are absolutely determined not to have closed shops in Tampa. To this determination we have given all possible emphasis, in printed advertisements and otherwise.

"Any representative of workmen making such a proposition is simply wasting his time.

"While we hear there is considerable suffering among those who have remained out of work, and while appeals have been made to us by well-meaning persons to settle the strike in the name of humanity and stop suffering, we are forced to say that these appeals have been misdirected. They should have been made directly to the joint advisory board, which called this strike and which is responsible for all its resulting consequences.

"So far as the manufacturers are concerned, the strike is over. Our factories are open, people are working. We are paying the highest wages paid cigarmakers anywhere else in the world, in this or any other city."

CIGARS FROM CUBA.

Per S. S. Mexico. Arr. Sept. 7.

Consignees:

New York—	Cases
Grosvenor Nicholas & Co	101
Acker, Merrall & Condit	36
G. S. Nicholas & Sons	30
Benson & Hedges	6
United Cigar Stores Co	47
B. Wasserman Co	50
C. C. Ryder & Co	1
Alpers & Mott	23
Park & Tilford	207
W. R. Grace & Co	1
Rich & Co	8
J. W. Surbrug	1
J. T. Snyder (Buffalo)	2
A. J. Billin & Co	21
Fitzgibbon & Co	1
The Stearn Co	2
E. E. Marks & Co	1
H. Raffal	1
Delaware & Lackawanna	2
Robert E. Lane	20
N. Y. & Cuba Mail S. S. Co	229

CIGAR BANDS.

Per S. S. Nieuw Amsterdam. Arrived Sept. 7.

Consignees:

New York—	Cases
Steffen Jones & Co	3

GROSVENOR NICHOLAS & CO.

INCORPORATED

DIRECT IMPORTERS OF HAVANA CIGARS

60 Broad St., New York

Telephone: Broad 3108-3109

Romeo y Julieta	*Ramon Allones*
Por Larranaga	*Punch*
Giaconda	*El Trovador*
Rey del Mundo	*Partagas*
Belinda	*Castaneda*
Mi Nècha	*Eden*

Also Cortez and Rosaura Manufactured at Key West and Tampa of Clear Havana Tobacco.

Price list upon application

Working Out Well in Wisconsin

Busy Tobacco Buyers Have Acquired a Good Part of the Crop —Prices for Binder Stock Range from 30 to 35 Cents

EDGERTON, Wis., September 3.—The buying movement in Dane and Columbia counties continued strong throughout the latter part of last week, and developed into proportions that were looked for by very few ten days ago. The sections east and south of the Dane county line had only few sales reported during last week and the early part of this week. The Sun Prairie, Lodi and Rio areas have been gone over pretty thoroughly for the crops of binder size. The same is true of the north portion of the township of Albion, most of Christiana, Deerfield, Cottage Grove and a part of Pleasant Springs. The buyers are still going at a pretty fair gait. While the prices have varied in the different sections, the range being between 25 cents, or a shade below, to 35 cents straight, the ruling price for tobacco which promises binder stock has been from 30 to 35, in most instances with fillers out at 10 cents. There has been very little hesitancy on the part of the buyers making offers at these figures, and the growers have considered the offers fair and accepted them as such. The rain which fell last Sunday morning was of eminent importance to the fields, and the bright warm weather we are now having is certain to add quite a percentage of binders to the year's output. The harvest started here and there last week, and from now on will be in full swing. The harvest will come on without crowding the growers, for it will continue pretty well through the whole month of September. This will solve the labor situation; most of the growers will be able to handle their crop with the help now available, and some new hands always float into the tobacco sections at this time.

While the best tobacco in the northern field is better than 90 per cent bought, and 60 to 70 per cent of the entire acreage taken, we would not at this time venture a guess at the amount sold in the southern field. Some neighborhoods are practically cleaned up, others have hardly been touched. We give here a comparatively long list of bona fide sales:

Orlow Carpenter, 10a at 30&10c.
Cornelius Nilson, 10a at 35&10c.
Wilmer Slagg, 8a at 35&10c.
Alfred Thronson, 15a at 34&10c.
Steve Saunders Sons, 25a at 34&10c.
Gust Johnson, 7a at 33&10c.
Herman Lien, 10a at 34&10c.
Albert Lien, 6a at 32&10c.
J. Calder, 33&10c.
Budd Hill, 6a at 30&10c.
Kirby Brothers, 10a at 35&10c.
Elias Simonson, 35&10c.
Julius Simonson, 32c.
Martin Staff, 33½&10c.
Nordal Anderson, 5a at 34&10c.
Abel Amundson, 6a at 30&10c.
Gust Gunulson, 7a at 35&10c.
Lars Lier, 14a at 35c.
Arthur Kravick, 34&10c.
Fred Ciebell, 15a at 35&10c.

The American Sumatra Tobacco Co., who bought the London and Rockdale Farmers' 1918 packing of between 1,600 and 1,700 cases, has also taken the lot in the Edgerton Farmers' warehouse, about 1,900 cases. Another 1,000 cases of the farmers' packing at Sun Prairie is also reported taken by the same company. This disposes of the larger portion of the tobacco handled in the farmers' pool, and represents a large amount of money now released for use by the farmers.

Erland Myhre, on the L. G. Anderson farm east of Rockdale, has both 1918 and 1919 crops stored on his farm, about 18 tons of leaf.

So he has.—*Edgerton Reporter.*

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

The Real Independent Factory in Havana
"PARTAGAS"
The World's Standard Cigar
Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba
ROBERT E. LANE
General Representative for United States and Canada
70 Trinity Place New York

A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

PARK & TILFORD
are the
LARGEST IMPORTERS
of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars

Wholesale Price List will be sent to any dealer

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

HIJA De JOSE GENER
HABANA, CUBA
Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
VALERIANO GUTIERREZ, Sole Representative in United States and Canada
Bowling Green Building, 11 Broadway, New York, U. S. A.

HAVANA CIGARS
ROMEO
Y
JULIETA
The Leader in All the World's Markets
U. S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

THE MASTER MILD SMOKE
CRESSMAN'S
COUNSELLOR
CIGAR
ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

TOPIC MILD HAVANA CIGARS

10c. and Upwards
Above All
BOLD
Cigars
Imperfecto & Invincible shapes
10c Straight
BORROW BROTHERS, Inc.
Manufacturers
PHILADELPHIA, PA.

Conditions are Notably Brightened in Philadelphia

Manufacturers and Dealers Are More Optimistic—Somewhat Easier to Obtain Help—Railroad Transportation Improved After Freight Rates Advanced—Progress Made by the Wholesale Cigar & Tobacco Dealers' Association—Important Purchase of Real Estate Made by J. Frings' Son—Predicting the End of the Cut Price War—The Ever Present Demand for Good Manilas—Quaker City Notes.

PHILADELPHIA, September 7.—The cares which have infested the trade, particularly the manufacturing division of the industry, are disappearing like the Arabs of the story and the outlook is brightening like the glow of a freshly lit Havana. Improvements in the railroad situation and in labor have been the chief elements; demand for cigars continues to be beyond the capacity of the factories.

Reviewing the status of the industry from its unusual point of vantage, the Federal Reserve Bank for the Philadelphia territory—and that embraces the biggest centre of cigar production in the United States—has this to say in the September issue of "Business Outlook" just from the press: "Tobacco. The bright outlook continues.

"Labor in the tobacco industry apparently continues unsettled and since it is not confronted with curtailed operations, is still demanding increased wages and in some cases shorter hours. Some scarcity of labor also is reported, causing very often reduced operations.

"The raw material supply is ample to meet requirements, the principal drawback in obtaining supplies being delayed deliveries. There seems to have been little let up in the difficulties caused by the transportation situation. It is a most severe handicap, and seems to be affecting all branches of the trade. One manufacturer from the outlying district reports that he has been within a few hours of closing his plant when delayed shipments arrived. Tobacco men especially are eagerly looking forward to the improvement which is hoped for as a result of the increased freight rates. It is expected that manufacturers will absorb the increased cost of shipment rather than add it to the prices to the public, being satisfied with the relief which will attend the normal movement of freight.

"Production in the majority of plants is not up to 100 per cent capacity, and the demand for cigars still exceeds the supply. Sales as compared to last month and last year are increasing.

"While there is some indication of a tendency toward slower collections, on the whole, they are said to be satisfactory, and even good.

"The financial situation is hampering many concerns, who are feeling the restriction of credits. One firm complains that the payment of Federal excess profit taxes depleted its cash resources at a time when rising prices made necessary the use of all available capital. The smaller manufacturer feels this stringent condition more keenly than the larger corporations, because he is almost entirely dependent upon his bank for funds, while the big corporations are acquiring funds by issuing attractive securities in large amounts for investment purposes.

"Prices are high and are reported as trending higher. However, this anticipation may not be warranted if the present crop expectations are realized. The 1920 tobacco crop, it is thought, will exceed that of 1919 in both volume and quality. This fact, together with a decline in exports and a material increase in imports, should result eventually in lower prices."

Fair, crisp weather, the very antithesis of the rainy days of preceding weeks, had a distinct influence on the better feeling which exists. In those muggy days of unpleasant memory, production already far below the requirements, was further hampered. Stock, particularly the new crop, absorbed moisture and became bunchy,, preventing speed in manufacturing. In the big factories, like the Bayuk Brothers, fans were installed, but these were of little avail; furthermore, even the manufactured stock attracted the moisture and could not properly be packed. All those annoyances have disappeared.

With complete restoration of railroad to private ownership, but particularly with the advent of the higher rates, a surprisingly satisfactory improvement in service has been noted. While shippers do not go so far as to charge that the railroads deliberately refused to take shipments, awaiting the time when the increased rates went into effect, it is still a fact that a day after the increases became effective railroad capacity seemed very markedly to increase. And the red tape which before was so plentifully in evidence disappeared rapidly.

Labor is daily becoming more plentiful, but the quality is still far from satisfactory, although an improvement is noted. While many hands apply they are still insistent on the highest wage and on being paid the same for a 3½ inch as for a 7 inch size. Rather than go to work on the cheaper grades, they are refusing to work at all. And probably because of the fat envelopes which all have been receiving since the year began, there was more idleness and longer vacations this summer than ever was known before. But with the passage of Labor Day it is believed that the worst of the absenteeism is over. Manufacturers are counting on a gradual speeding up of production, now so urgently necessary to recover and to prepare for the holiday season.

Advances continue. The increases in cost of all imported cigars become effective today. The Park & Tilford circular sent to the trade shows that these increases run from $30 a thousand up to twice and even thrice that amount on the highest priced goods. None of the big Philadelphia manufacturers have announced further increases, but that some will do so is not at all improbable. There was announced, however, by the W. W. Stewart Co. of Reading, for which Reeves, Parvin & Co. are distributors, an advance of the John Hays prices, Club House and Invincible to $115 and Cadets to $95. Banham Bros. are distributors for the Manayunk section of the city.

Just what effect increased freights will have on prices remains to be determinded. With the big advance granted by the Commission an increase would seem to be justified normally. But for months manufacturers had to send out their goods either by express or by auto to a large extent. The Buyuk factory, for instance, sent fully 75 per cent of its products by express. Increased freights, if service improves to the point where again it can be resorted to, will be less expensive than the other expedients were.

With the meeting on Thursday night of last week of the directors of the new Wholesale Cigar and Tobacco Dealers' Association, the organization has now been rounded out into completion. The directors appointed the working bodies of the association, the important committees provided by the charter. They follow: Executive committee—Chairman H. Stewart, Moorhead, Duncan & Moorhead; Frank Kuhn, Kuhn & Bros.; John Murphy; Philip Gordosky, Franklin Tobacco Co., and William Cohen, of E. Cohen & Sons. Finance committee—Chairman M. Hochman, W. Fink, James S. Bechtold. Membership committee—Arthur Shipton, F. Hartman and M. Blumenthal. Though several hours were spent in an informal discussion of association opportunities, regulation of credits, prices, and trade customs generally, it was decided to call the full membership in special meeting on Thursday evening, September 16. At this session, with a complete organization now

functioning, it is believed the new association will launch at once into its career of trade and mutual helpfulness.

Large purchases of real estate by J. Fring's Sons were announced during the week. Harry W. Bouveau sold to J. P. Rothwell, Jr., the property on the south side of Ludlow street west of 33rd street, 145 feet front with a depth of 90 feet for $50,000 and he in turn transferred it to Fring's Sons subject to a mortgage of $35,000. The newly acquired plot is adjacent to the Fring factory at 33rd and Chestnut streets and will be used for extensions. The firm recently took title to the premises at 33rd and Chestnut street, 50 feet by 150 feet, from the Sims estate and on this the Ludlow street lot abuts. The purchase price is regarded as a startingly high one, the property having been assessed at but $12,000.

M. Mendel, head of Mendel & Co., whose financial embarrassment has been reported in these columns, returned to the city during the week from his visit to creditors, principally located in New York. He reports that there was virtual unanimity of agreement in accepting the composition settlement offered and that there is now pending before the Court here a petition that it be accepted and approved. Mendel & Co. are quite confident that sanction will be given. They are planning to resume production at an early date and they expect to be in operation again before the month closes. Letters from former patrons expressing sympathy but better still, evidencing it in the substantial form of orders, continue to be received by the firm. President Mendel will go on the road just as soon as the financial complications have been adjusted.

The Spencer Morris Cigar Co., which was established originally at 1233 Cherry street but which, forced to remove, has decided on several new locations in the last minute unobtainable, finally has found a home at 812-814 Winter street and during the week there was recorded a lease to the company from the Carbell Brothers Co. for the third floor of the Winter street building.

H. H. Leach, former head of Leach & Co. operating the retail stores at 10th and Chestnut street and on Broad St. just below Chestnut street, entered on his duties during the week as the Baltimore sales representative of the G. H. P. Co. Hitherto the Company, though having large accounts in Baltimore, had no direct representatives there. Mr. Leach's home is in the Oriole city and he is most thoroughly acquainted with the trade there, having been the representative of several manufacturers before he came to this city to engage in the retail business.

After seemingly interminable delays in building operations, the new Label store on Germantown avenue below Chelten avenue, finally threw open its doors during the week. The Label Co. is planning a number of additional branches. During the week too a new cut price establishment was opened in the very small store at 1316 Arch street. Another shortly is to be opened in the former saloon site, northeast corner of 5th and Walnut streets.

The lower Market street price slashing warfare between the Post and Central establishments and the United Branches located between 3rd and Fifth streets continued without cessation during the week. Twenty cent cigarettes were still sold at fourteen and fifteen cents the pack and $1.79 by the carton; fifteen cent smoking tobaccos at two for a quarter, eight cent cigars at four for a quarter and the like. But while there was no superficial sign of abatement it is known that a break is coming. A party close to one of the concerns affected, said during the week that it was ready to quit if the other did. The cut prices by the United apply solely to the stores opposite the places which the radical price slashers are operating and reductions were made strictly for self-preservation. At all other United stores legitimate prices are maintained. Smaller dealers throughout the city are taking a deep interest in tht battle, of course hopeful that the United will force a check upon the competitors who are selling to the consumer at practically the same price which the retailers pay.

Alexander Frieder of S. Frieder & Sons, Cincinnati distributers of Manilas, visited the trade during the week, obtaining large orders. He said that it was now virtually impossible to secure any Class A Manila cigars. Direct importers here say that the Manila factories are turning down orders for Class B. goods exclusively, and will only accept those for equal quantities of Class C. with Class B.

Brucker & Boghien, Incorporated, Kensington direct jobbers, are developing a large patronage for their High Tone cigar.

Retail trade during the week was a little inclined to be draggy, but this was ascribed to removal of patrons from the city to the shore for a last vacation over Labor Day and the preceding holidays. There is becoming a little more evident on the part of buyers, a demand for lower priced cigars and were it possible at this time to produce a popular five cent smoke a new brand might jump into fame over night.

C. W. Saunders of the Cortez Co. paid a visit to the retailers during the week on what probably will be his last trip of the year here.

Jack Planco lingered in the city on a three day visit to the trade. He reports the Roy Suarez Co. still far oversold but making every effort possible to catch up. The Company is offering an attractive packing in a Boite Nature box with a seventeen top and also a box of ten in foil, retailing at $2.

T. H. Porter, Hagerstown, Md., and D. S. Hughes & Company, Charlestown, West Virginia, have just been appointed distributors for the Stratford line in their respective territories. The Philadelphia factory was visited during the week by W. A. Hall and John Loughran from the Washington headquarters, both still eager to speed up production. Rearrangements are being made in the factory at Front and Arch streets whereby an additional floor will be made available for manufacturing purposes. It will accommodate fifty hands. A. Blanc of the sales force left during the week for Altoona to aid in the campaign which the Reed Tobacco Co., distributors for the Stratford, is conducting.

(*Continued on page* 42)

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

MISS DETROIT 8c. CIGAR

BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company
Detroit, Michigan

"THEY LEAD THE LEADERS"

GRAHAM-COURTNEY

MILD HAVANA BLEND

26 SIZES

Acker, Merrall & Condit Company

NEW YORK

CIGARETTE PAPER

FOR IMMEDIATE DELIVERY

2000	Bobines	Domestic	Egyptian	verge	20 gr.	30 mm.	3120 mm.
4800	"	Imported	"	"	20 "	30 "	3120 "

Arrival within three weeks.

5000	Bobines	Imported	Egyptian	verge	16 gr.	28½ mm.	1560 mm.
5000	"	"	"	"	16 "	27½ "	1560 "
5000	"	"	"	"	20 "	28½ "	1560 "
5000	"	"	"	"	20 "	27½ "	1560 "

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For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

Predictions of Excellent Tobacco in Pennsylvania

After a Thorough Inspection of Fields in Lancaster County, the Investigator Makes an Encouraging Report—"An Unusually Leafy" Crop—A Great Deal Depends on the Weather During the Next Two Weeks—The Harvest Commences in Earnest—Transactions on the Lancaster Market.

LANCASTER, Pa., September 4—The weather man dealt kind with the tobacco farmers, this week. Bright sunshiny days and drying west winds went far in assisting to mature the standing crop. While nights have been rather cool, the thermometer remained above the danger point of frost. Another week like the past is devoutly wished for by every tobacco grower in the country.

The writer has criss-crossed the entire county, North, East, South and West, and he can conscientiously say that a finer or more leafy crop has never been raised in this section. It is generally conceded that the 1920 crop shows up well throughout the district; much more favorable in fact, and far ahead of the showing made by other crops.

While to date there may not be as much tobacco harvested as in other years, the crop generally shows a much greater amount of tobacco with a longer and wider leaf than in many a year. If the growers only have another week of good sunshine and fair dry weather in which to harvest and house the crop in proper shape, it is admitted by every experienced observer that the 1920 crop ought to compare favorably as to quality with the 1914 crop, also the length, breadth and uniformity of leaf will surpass any crop raised here for years.

The quantity in weight will exceed that of 1916, for it has more body and greater uniformity in length of leaf. The tobacco has been "topped" lower than ordinarily and while there are not nearly so many leaves on a stalk as there were last year this is more than offset by the size of the leaves. It is more advantageous to the farmer as he gathers as many pounds of tobacco from his low topped plants as from those topped high, with the added benefit that he has a great many leaves less to handle.

"Toppy" tobacco is being much sought after for binder purposes and this year's crop is ideal.

In his travels through the country the writer saw field after field of plants, the leaves of which would measure from 20 to 40 inches. (This is no fabrication, for I have walked through numerous fields such as described and I made actual measurements.) Some fear that the tobacco will be so prolific that the farmers will not have enough room for it. I am telling every farmer I meet to look out for "shed-burn." Still if the weather stays as it is for the next 30 days, all danger of such a happening will have passed. There are some sections that have had hail and wind storms, but the quantity of tobacco damaged is negligible. Fortunately the storm area was restricted to East Donegal township. Recent storms and gutter washings across the fields have hurt tobacco in East Donegal township. Lots of the plants have wilted and show root rot. There has been a considerable showing of rust, caused by the exceedingly long damp spell, experienced lately.

About 60 per cent of the farmers started to harvest this week. Some of them are cutting their crops too green, preferring to do this rather than to take chances of early frost rust and blight.

This seems to be a big mistake on the part of the raisers, for an experienced buyer can readily detect unripe tobacco when it starts to curve in the sheds and a conscientious buyer leaves such crops severely alone.

Tabacco seed pods are being bagged by the farmers in order to keep it pure and uncontaminated by the pollen of rag-weed, which is flying around in the atmosphere at this time of the year.

It is the writer's opinion that the 1920 crop will be bought up quickly for the reason that old tobacco is scarce and the demand keeps on increasing. The price this year, the writer predicts, will be about the same as last. Manufacturers cannot pay more than they did last year as they have about reached the limit.

There have been several good sized sales made here lately. A. J. S. Shreiner & Co. have sold 284 cases of 1919 to a large cigar manufacturer at 33c running sizes, and 172 cases 1918 at 28c running sizes.

David Hellman, a Lititz, Pa., packer, sold his 1919 packing of 337 cases to John Nissley & Co., packers here, and they in turn sold it to Louis Kramer, representing Bayuk Bros.

Allen Cressman's Sons of Philadelphia, bought from E. S. Springarn & Co., of New York City, whose packing house is managed by Geo. Erisman of this city, 312 cases 1919 tobacco at private terms.

Mr. J. Ross of Germantown, O., is here looking after the standing crop for the benefit of his employers, The Fendrich Cigar Co. of Evansville, Ind.

Meyer Dembo, leaf dealer and broker here, is back in harness after spending two months with his family at Atlantic City. J. W. Carroll of New York city, is here visiting Meyer Dembo, with whom he has packed 1,400 cases 1919 Wisconsin tobacco.

The 1919 tobacco, while of wonderful quality, burn and mellowness has shown considerable black rot in sampling. A number of cases had to be repacked and "cleaned."

Julius Marqusee, the dynamic Water St. tobacco merchant, is here looking over the 1920 crop with a view of packing a big block of it.

Wm. S. Brill, accompanied by his son, Ed. S., is here, shipping 1919 tobacco to numerous consumers. Incidentally he drove around through the country for a few days looking over the standing crops.

Buying has already started. About 100 acres have been sold but prices are kept secret, yet probably no conservative merchant dare pay more than last year. They did buy at high prices in 1917 and everyone who did so was "burnt." This sad and expensive experience has been an object lesson to buyers. No one will buy unless he can see an adequate return for his investment.

The cigar manufacturers are still busy but are handicapped for boxes in which to ship their product. DICKIE.

A Tobacco Chewer for 84 Years

PARIS, Ky., August 31.—Thomas J. Owsley, 94 years old, oldest citizen of Paris, died Tuesday of the infirmities of age. He was born in Winchester, Ky., August 30, 1826.

Mr. Owsley came to Paris more than fifty years ago. He was a carpenter, and had chewed tobacco since he was ten years old.

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA

The Great Pipe Smoke
[EXPORT PACKING]
Falk's
Serene
Mixture
GUARANTEED TO STAY FRESH
IN ALL CLIMATES
Perfectly Air Tight Convenient for Pocket
Falk Tobacco Co. Inc.
NEW YORK RICHMOND LONDON
TEA LEAD
HUMIDOR
PACKAGE
Serene

FROM THE FIRING LINE

Personal and Trade Jottings

Arthur Button, of Napoleon, N. Dak., has sold his cigar business to J. R. Ryan.

—

Simon Batt & Co. are preparing to issue a revised price list, which is to become effective shortly.

—

Henry Roberts, a veteran tobacco buyer in Suffield, Conn., will celebrate his 85th birthday in November.

—

Thomas F. Healy, of 175 Front street, New York, went to Philadelphia on a business mission last Thursday.

—

E. E. Jansa has opened a cigar store, with confectionery accompaniments, on Burnham street, Milwaukee.

—

Junius Parker, chief counsel for the American Tobacco Co., returned Tuesday from a month's vacation spent in Canada.

—

Harry Sperling, of the Sperling Tobacco Co., of Wilkes-Barre, Pa., was a business visitor to New York a few days ago.

—

Manie Hyman, cigar salesman for Lincoln & Ulmer, is in California, from where he is sending a steady stream of orders.

—

Robert L. Jordan, president of the Central Cigar & Tobacco Co., of Memphis, arrived in New York recently on a business trip.

—

H. Reiser, president of J. & B. Moos, Inc., of Chicago, has been visiting the big New York tobacco and cigar companies recently.

—

A. Jacques, the strong segar salesman for John W. Merriam & Co., left New York last Saturday for a tour of the Southern trade.

—

J. N. Schroder, H. Anton Bock & Co.'s representative for South Carolina, reports the opening up of various new and good cigar accounts.

—

The Enoch Cigar Co., with a capital of $50,000, has been incorporated by F. R. Hansell, J. Vernon Pimm and E. M. MacFarland of Philadelphia.

—

Columbus, O., now has one of the most modern cigar factories of its kind in the country in the A. Davis' Sons & Co. plant, 133 East Rich street.

—

Ed. Wolf, Pacific Coast representative of H. Anton Bock & Co., is sending rush orders for cigars, some of which are for the Xmas holidays.

—

Pedro Costa, cigar manufacturer and importer, of 130 Pearl street, New York, says that business continues to improve as the fall season approaches.

—

A cigarette case recently produced by an English inventor resembles an automatic pistol. It ejects a cigarette from the muzzle when the trigger is pulled.

—

The Godfrey Tobacco Co., of Enid, Okla., has been incorporated with $50,000 capital stock. Incorporators are D. V. Godfrey, W. A. Price and G. W. Cook.

—

Jacob Bluestein and M. M. Adler, of the leaf tobacco firm of Bluestein & Adler, of New York, are in Connecticut this week making a study of the tobacco situation.

S. Rosen, of the Superior Cigar Co., of 197 Pearl street, New York, says: "The greater the cigar production under the present conditions the greater the loss."

—

Michael Hirsch, of the cigar manufacturing firm of J. Hirsch & Son, of Montreal, Canada, who is in New York on business, spent a part of last week in Hartford.

—

The Manhattan Cigar Co., with a capital of $50,000, has been incorporated by J. Guedalia, J. A. Guedalia and H. M. Wise at 50 Pine street, New York.

—

John T. Lyle, Jr., of the Tom Lyle Grocery Co., of Meridian, Miss., arrived in New York a few days ago and has been paying his respects to the tobacco and cigar manufacturers.

—

The Boston branch of the Tobacco Salesman's Association of America will hold a particularly important meeting, Friday evening, September 10, at the City Club, Boston.

—

D. J. Keeley, vice-president of the United Cigar Stores Co., whose headquarters are in Chicago, is expected to arrive in New York today, Thursday, for a few days' visit.

—

B. Wasserman, of B. Wasserman Co., is improving in health slowly, and it is believed that he will be able to visit headquarters, in Chambers street, New York, early this fall.

—

The Richard-Walter Co., which will engage in the export tobacco business has been incorporated by S. B. Lilienstern, R. A. Lilienstern and S. D. Ladsky of 280 Broadway, New York.

—

Eduardo H. Gato, Jr., vice-president of E. H. Gato Cigar Co., accompanied by his family, who spent the Summer at Stamford, N. Y., left Gotham for his home in Key West Wednesday.

—

E. H. Gato Cigar Co.'s new factory in Key West is to be completed in December, and in January a family reunion is to be held, to which a large number of friends in the cigar trade will be invited.

—

The Tolosa Cigar Co., of 11 Lispenard street, New York, is having some more trouble with its cigarmakers in regard to the open or closed shop proposition. Meantime, the cigarmakers are having a vacation.

—

W. C. Musselman, who has been recuperating from a long illness in the Northwest, is headed East to get into harness for the fall cigar business. He is the star representative of H. Anton Bock & Co., Inc., of New York.

—

Harry Roberts, of J. W. Roberts & Son, cigar manufacturers, of Tampa, is a visitor in New York. Mr. Roberts says he is glad to have a few days respite from the annoyances incident to the strike in his home town.

—

M. A. Sola & Co., of New York, have received a large shipment of Wisconsin stripped fillers. They are all from 1917 Wisconsin wrapper B's, 14 to 16 inch, table sorted tobaccos. They are said to be taking well with the trade.

—

I. M. Aron, "The Judge," representing M. A. Sola & Co., leaf tobacco dealers, of 228 Pearl street, New York, returned last Saturday from a trip up State. "The Judge" went out as far as Utica and opened a number of good accounts.

The Tobacco Salesman's Association of America will hold its first Fall meeting, Saturday evening, in the Hawthorne Building, 151 West 125th street, New York. A most interesting time is anticipated. Refreshments will be served.

—

Tomas Gato and family are expected to arrive in New York from Lake Placid early next week, and after a brief stopover will continue their journey homeward to Key West. Mr. Gato is a son of E. H. Gato, Jr., of the E. H. Gato Cigar Co.

—

The Interstate Commerce Commission announces that a hearing will be held on September 13 at Atlanta, Ga., before Examiner J. E. Smith in Case No. 11,613 of the American Sumatra Tobacco Co. against the Terminal Railroad Association of St. Louis.

—

Major Witsell, representing M. H. Yracheta, of New York, started out Wednesday, the 8th inst., on a western cigar selling tour, which he expects to continue until late in the fall. The Major proposed to open many new accounts for Henry of Navarre, the mild Havana cigar.

—

Private advices from Tampa indicate that within ten days a general debacle will take place in the ranks of the striking cigarmakers, or at least will get well under way, and that a notable increase will be made to the number now working in the factories.

—

Although early in the season conditions were unfavorable the tobacco has matured splendidly during the past few weeks and present indications point to a record crop in Massachusetts. All the sales so far as reported have been for standing crops, at the highest prices in years.

—

At Northampton, Mass., last week, it was estimated that crops from 8,000 acres of tobacco have been sold between the Mt. Tom and Sugarloaf ranges of mountains. The average price paid has been between 45 and 50 cents. This means the growers in the locality named will receive $6,500,000 for this year's crop.

—

The Schulte Cigar Stores Co. has leased through Tankoos, Smith & Co., for a long term of years, at a rental aggregating $100,000, the five-story and basement mercantile building at the southwest corner of Cortlandt and Greenwich Streets, New York. The Schulte Cigar Stores Co. will make extensive alterations.

—

T. M. Carrington, chairman of the Richmond-New York Steamship Co., says: "The shipper who pays $10,000 a year in freight bills is saying about $2,500 a year by reason of water preferential rates enjoyed by Richmond so long as it maintains a water transportation service."

—

Chas. W. Salomon, leaf tobacco dealer, of 173 Front street, New York, was in Connecticut last week after the storm. He estimates that the tobacco growers through the stricken district sustained an average loss of 25 per cent. Mr. Salomon reports that the tobacco in various fields was totally destroyed and no efforts will be made to harvest the tattered plants.

—

Two new factories will locate in New Orleans, a site for their construction having been purchased at Derbigny street, covering the entire block front between St. Roch avenue and Spain, in the square bounded by Claiborne avenue. A. E. Coon, president of the New Orleans Cigar Box Co., was the purchaser, the deal being handled through Leo Fellman's real estate organization. The property was owned by Will H. Douglas. The price paid for the tract was $20,000.

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

A certain store in Nashville, Tenn., keeps a big rack of umbrellas near the door to lend to customers on rainy days. You are invited to help yourself—no matter who you are, or whether they know you or not. You may keep it all day and bring it back when the rain's over, or whenever you feel like it. And the store officials say they haven't lost an umbrella yet.

—

H. Hanapol of Boston has been in New York for the past week replenishing his leaf stock in preparation for the fall trade. Business is very active throughout New England, where he supplies the local trade with the Gensior Tobacco Company's line. He says the Hub smokers are showing their old-time discrimination and returning to the brands containing only imported leaf.

—

An unfortunate feature of the cigar makers' strike in Tampa pertains to the fact that many men who have been connected with the industry, disgusted by the frequent strikes, usually called without cause by agitators, are giving up the business. They have been able to earn good wages when they worked and were glad to work, but were knocked out of work so often by foolish strikes that they have determined to seek other occupations.

—

John H. Goetze, of John H. Goetze & Co., tobacco importers, of 203 Pearl street, New York, says that business is remarkably good despite the excessively high prices. This he attributed to the seemingly self-evident fact that everybody realizes that prices must continue in their upward flight for a long time to come and that it is the part of wisdom to buy now at the prevailing prices while stocks are available and before prices advance still further, which appears to be inevitable.

A committee of five, appointed by creditors of the R. B. L. Cigar Co., met last Thursday to consider ways and means to best conserve the interests of all concerned. It was decided to let the business continue in the hands of the receiver for the time being. The committee was composed of Arthur Stern, representing the Metropolitan Tobacco Co.; José Diaz, of the Preferred Havana Tobacco Co.; Harry Konwiser, Julius Klorfein and Asa Lemlein, representing the E. H. Gato Cigar Co.

—

Notably well illustrated, supplied with most interesting text matter and otherwise prepared commendably, a booklet on Manila cigars gives proof to the trade that C. A. Bond, tobacco agent for the Philippine Government, is right on the job. In addition to information historical, statistical and descriptive, concerning the Philippine cigar industry, the brochure contains an up-to-date listing of the leading factories, giving factory numbers, cable addresses, brands and names of representatives in the United States.

—

Attorneys for the United Cigar Stores Company of America were notified last week that Vice Chancellor Stevenson at Jersey City had agreed to sign a preliminary injunction restraining the United Confectioners, a candy corporation of Newark, from using the work "United," and from displaying an advertising device in the form of a shield. The application held that the word "united" and the shield device are restricted to use by the cigar company, and that an attempt to use them constituted unfair competition.

—

W. C. Weaver sold his growing crop of tobacco last Saturday at $70 per hundred lbs. all around. There is about one and a half acres of the crop and its sale is the first reported of the 1920 crop in this country. The person who made the purchase was from near Paris, Bourbon County, and was looking at Mr. Weaver's farm with a view to purchasing it when he came upon the crop of tobacco which he pronounced exceedingly fine, and made the offer which was quickly accepted.—Boon County, Ky., Recorder.

—

A dispatch to the Raleigh *News and Observer* from Farmville, Pitt county, N. C., says: "Never before has this section been visited by the loss of so many tobacco barns by fire as it has this year. Within a radius of 10 miles of this town the loss of barns and tobacco would aggregate at least fifty thousand dollars. Only a negligible part of losses were insured. This is the first year that farmers of Pitt county have been given a chance to insure their tobacco while it was curing and only a few farmers, comparatively speaking, have taken advantage of the unusually low rate of insurance offered them.

—

Elias Bunzleman, of the Standard Leaf Tobacco Co., of 244 Pearl street, New York, was an eye witness to the terrific storm which played havoc with many tobacco fields in Connecticut last week. Mr. Bunzleman had been out in a tobacco field at Windsor just before the storm broke, but was lucky enough to reach the railway station and clamber into a train headed for Windsor Locks, just a few moments before the hailstones came dashing down with such destructive force. He says that he saw wealthy men made comparatively poor within a space of five minutes. Mr. Bunzleman says that as the train lurched through the storm the awful scenes in every direction were absolutely appalling.

Trade Notes From Near and Far

The S. & W. Tobacco Co., of Syracuse, is hereafter to distribute the Aplomo Cigars in central New York.

—

Josephson Bros. say that orders for José Hermano squares are keeping several jumps ahead of production.

—

Dana Bros., of Boston, have taken on the distribution of José Grande cigars, made by Kohlberg & Co., Inc., of New York.

—

The tobacco firm of A. L. Bruns & Sons at Hannover, Germany, has celebrated its 100th anniversary. The firm was founded in 1820.

—

The Rhode Island Tobacco Co., of Providence, has become the distributor of Kohlberg & Co.'s Koco brand of cigars in Rhode Island.

—

F. I. Granger, of Leathers, Wood & Co., distributors of the Don Julian line of cigars in Baltimore, visited the factory of Gradiaz, Annis & Co., in New York, this week.

—

During the war Paraguay annually exported from 7,000,000 to 8,000,000 kilograms of tobacco, on the average. During 1919 tobacco exports almost reached the 10,000,000 figure. For the first eleven months of the year, according to statistics just published, the exports totaled 8,806,003 kilograms.

—

Greek tobacco raised on the islands of Paros, Amorgos, Ios, Naxos and other garden spots of the archipelago is finding a more ready market. This tobacco is very aromatic and it is said to approach Smyrna in quality and flavor. It was planted on those islands about ten years ago for the first time and cultivation has increased ever since. Today the output of the finest quality amounts to 1,500,000 kilograms.

—

The Spanish state monopoly for wax matches is to be leased to a company for fifteen years. At present the manufacturers of these goods work for the account of the government, and the latter reserves for itself the right of giving notice of the termination of the contracts in forty days. The result is that the factories refuse to have repairs made on machinery, as well as to purchase new equipment, whereby the production has been considerably decreased.

—

Fire believed to be of incendiary origin destroyed a tobacco shed owned by Isadore Krackler in Suffield street, Feeding Hills, Mass., almost opposite the Hampden County Training School, shortly after 6 o'clock Monday morning, a week ago. The loss, which is estimated at $2,000, was not covered by insurance. Acting on information given by the owner, police began an immediate investigation to determine if the fire was caused by men who are said to be unfriendly to Mr. Krackler.

—

Burnett Walker, who for a number of years was associated with Harris, Forbes & Co., has joined the bond department of the Guaranty Trust Co. of New York. Mr. Walker has been active in legislative and taxation matters for the Investment Bankers Association since its organization and in recent years has been actively interested in foreign financing. He will become a vice-president of the Guaranty Co. of New York when the business of the bond department of the trust company is taken over by the new company about October 1. During the last three months Mr. Walker has been traveling extensively throughout the United States and Alaska.

—

The Ruhstrat-Cowley Co., of Chicago, has placed an order for 220,000 Aplomo cigars in seven sizes, which is, no doubt, one of the largest orders for a single brand of clear Havana cigars that has come out of Chicago, in many years. D. J. Keith, general road representative of the Aplomo Cigar Co., Inc., and Kohlberg & Co., Inc., negotiated the transaction. In future the Ruhstrat-Cowley Co., will be the sole distributor for this brand in Chicago and Northern Illinois. The new distributor's full sales force, in conjunction with the factory's specialty men, anticipate making the Aplomo brand the most popular selling proposition in that territory.

—

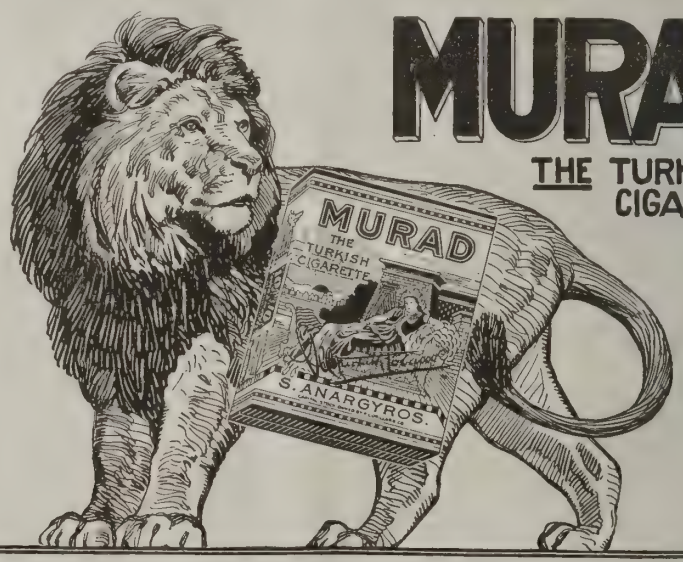
The fact that bank credits continue extended, even though 8 per cent is the prevailing rate for commercial loans in New York, must not be construed as meaning that deflation is not going on. Deflation is progressing in an orderly way; manufacturers are conducting their affairs cautiously, and merchants are not inordinately building up their stocks. The recent occurrences in the wool, silk, leather, rubber and sugar trades, where prices fell more or less severely, have had their effect upon business sentiment, and credit is not being urgently sought, as it was a few months ago, for the purpose of expanding existing capacity. Rather, credit is being required for seasonal needs, and also to protect inventories and enable a gradual liquidation of stocks that are now on hand.

Telephone Canal 5632-5633 Cable Address "Gloria," New York
GLORIFIER CIGAR CO., Inc.
MANUFACTURERS OF
LITTLE CIGARS
GLORIFIER LITTLE CIGARS EL GRADO LITTLE CIGARS
GLORIFIER PANETELAS LORD ROMEO PANETELAS
372-374 Broome Street, New York

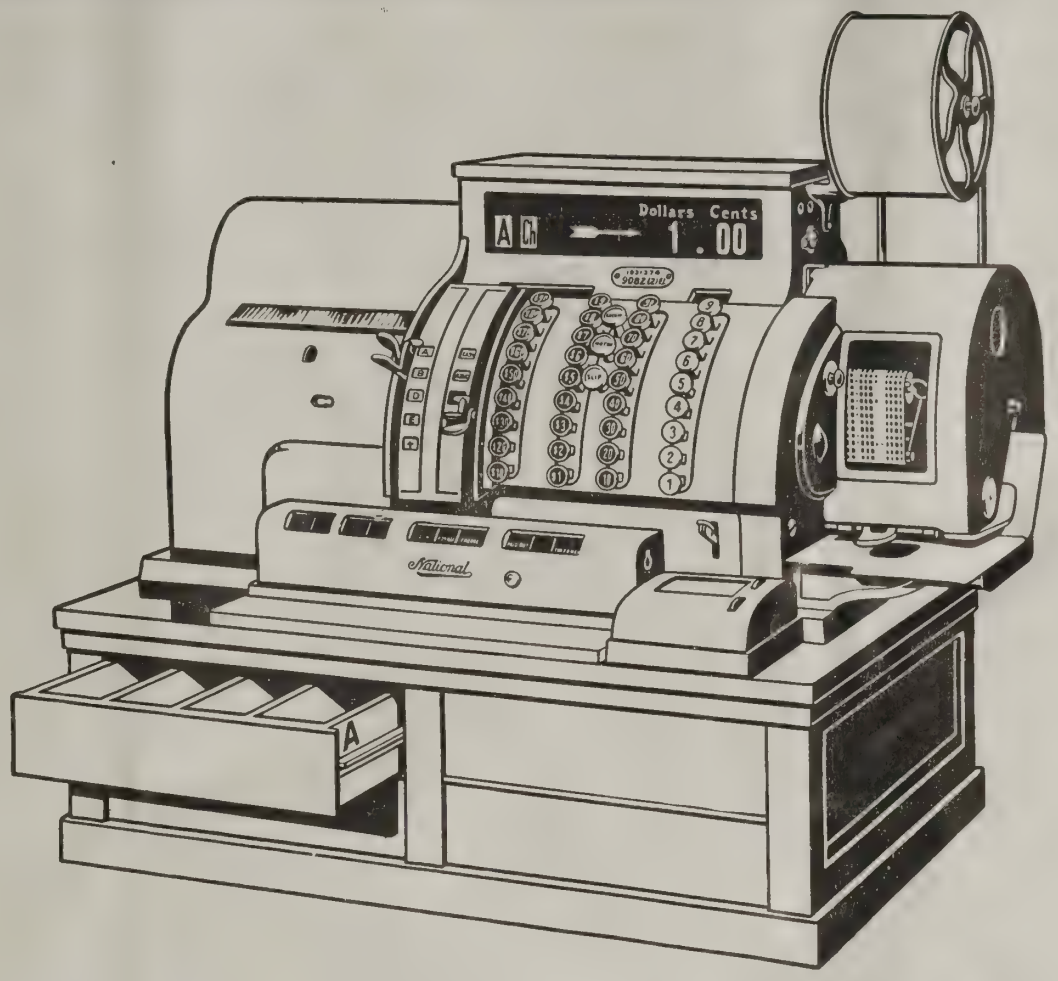
New OPTIMO
BEST OF THE BEST

BEST OF THE BEST
MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

MURAD
THE TURKISH CIGARETTE


Mrs. Fox was bragging one day about the large number of her cubs.
"How many cubs do you bring into the world at one time?" she asked the Lioness.
"Only ONE," replied the Lioness—"but it's a LION."
MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!
MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.
But they wouldn't be MURADS—they'd only be Foxes!
"Judge for Yourself—!"
Special attention is called to Murad 20s in Tin Boxes
Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World



This National Cash Register shows

① The business handled by each clerk
② The business in each department

With this register you know which clerks are the most valuable. You can fix wages on actual selling records.

It gives you printed and added records which you need for a profit-sharing or bonus system. This makes your employees vitally interested in increasing your business.

This register tells which departments of your business are making the most profits.

It tells when a department is not producing as it should. You know when to start a selling campaign to put any department back on a paying basis.

It is the best way to get the facts you must have about your business

We make cash registers for every line of business. Priced $75 and up.

NATIONAL CASH REGISTER CO.

DAYTON, OHIO.

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
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and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

BENSON GORE CO., Inc.
Cigar Importers and Jobbers
366 Fifth Avenue, New York
IMPORTED BRANDS
Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet
CLEAR HAVANA
Lucius—Old King Cole—R & T
MILD HAVANA
Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

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U. S. BONDED MANUFACTURERS
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BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

Somewhat Harder to Sell Goods in Chicago

Many Merchants Complain of "Tight Money"—Collections Are Reported to Be a Little Slow—Most of the Buying Done Is Only Enough to Cover Immediate Needs—E. Hoffman & Co. Become Distributors of La Palina—Levy Reports That This Will Be a Bigger Year for Garcia Grande.

CHICAGO, September 2.—One hears a lot of complaints, these days. Orders are not being placed so speedily as they were two weeks ago; in fact, cancellations have been in order. Grocery jobbers are not placing heavy orders. They say that they are buying only for present needs. The sugar situation and the tightening up of the money market are given as reasons. Collections are falling behind. Out-of-town factory salesmen looking for business here are only doing "fairly well."

E. Hoffman & Co., at 180 West Madison street, now are the distributors of La Palina brand, in this territory. The opening order comprised 14 sizes, ranging in price from "2 for 25 cents" up. The entire Hoffman sales force is busy pushing La Palina. Manager Otto Schaeffer states that they have already placed La Palina in several hundred stores throughout the city. La Palina cigars formerly were distributed by the Best & Russell branch of the General Cigar Co., Inc.

Leo Abraham, the Milwaukee retailer, was a visitor. He left a nice order with E. P. Oakes for Gato's Cressida.

El Predomino Cigar Co., manufacturers of the well known Della Casa cigars, have leased 15,000 square feet in the building at Randolph, Bryan and Ogden avenue, and will move from their present location.

Amadie Levy, of the Julius Klorfein sales force, left Wednesday on a motor trip to St. Louis. Before departing he stated that 1920 will be the biggest year he has ever had in his territory on Garcia Grande cigars.

Jacob M. Rosenberg, of the Preferred Havana Tabocco Co., leaves tomorrow for Kansas City on personal business.

Jack W. Ward, Jr., sales manager for the Parker-Gordon Cigar Co., Kansas City, spent several days here this week. "Fred Oakes showed him the sights."

Charles MacFarland came in from Iowa and left last night for his headquarters in Minneapolis. As usual Mac was all Delia Casa.

Wm. A. Vorhauer & Co., cigar jobbers, have increased their capital from $30,000 to $75,000.

Louis Goldvogel is in Chicago this week "talking business" with Henry Hamann, general manager of the Schulte stores here.

Hirsch Finzelberg, who has been working the box trade for H. M. Schmerhorn, Inc., has resigned and entered business for himself. He will feature the Carmona cigar.

Lucky Strike cigarette and tobacco ads are now appearing in the Chicago newspapers.

Sam Marco, besides working the box trade, is the representative for Kohler-Snyder Co., who operate La Cuban Cigar Factory at Yoe, Pa. He has several jobbers carrying his brands.

Harry L. Harris has left for Minneapolis and St. Paul on his last trip of the year, in the interest of Romeo-Garcia mild Havanas.

William Rosenfeld, of Charles the Great fame, is here. On account of the strike in Tampa he is devoting his time in placing Critico, a cigar made in Philadelphia. Several of the best houses in the city have placed orders for Critico.

Fred Lederman, one of Kansas City's best known cigar merchants, was a recent visitor in Chicago.

Flor de M. Bustillo clear Havana Tampa-made cigars have just been advanced. The raise is $15 on all sizes. Wm. A. Vorhauer & Co. are the distributors.

The Couthoni stores have large window displays of Garcia Grande mild Havanas.

The Garcia Grande brand has again advanced in price. The 2 for 25 cent size now retails for 15 cents and the 15 cent size for 3 for 50 cents. A new size front marked Rothschild will be introduced now to sell at 2 for 25 cents.

Bert Christian, cigar department manager of Steele Wedeles Co., is in New York on important business.

W. D. Fleak, sales manager for Shinasi Bros., motored to Milwaukee this week. Now he is covering the trade in St. Paul and Minneapolis. Natural cigarettes are selling larger than ever.

Emil Eger of Eger & Co., loop retailers, is spending his vacation in Wisconsin.

J. B. Rovira, of Benito Rovira Co., New York, was here this week accelerating sales of El Arabe and La Confession.

The Mutual Cigar Co., located in the Webster Building, has become the distributors of the imported Bolivar cigar. They have already booked some fine orders from the clubs and hotels. S. R. Poe closed the deal for the Bolivar factory.

Frank J. Feeney has been appointed sales agent in the Twin Cities for Schinasi Bros.' line of cigarettes.

Harry Karon, a son of Samuel Karon, owner of the Western Tobacco Co., Rock Island, Ill., and the inside man for the company, spent two weeks in Chicago visiting relatives.

Morris Weiss, the well known Logan Square retailer, is putting in part of his time these days selling the Masetto cigar to the trade for Magidson Bros., who manufacture Masetto.

The large Hotel Ambassador at North State and Goethe streets will open October 1. The Ambassador is owned by the Hotel Sherman Co., who operate the Hotel Sherman.

John Perry has secured all the stock of the Perry Pipe Co. of Moline, Ill., and is now organizing a new company which will manufacture the Improved Perry Pipe. A factory site has been picked out by Mr. Perry.

"It is estimated by transportation experts that on a suit of clothes the increased costs due to the advance of freight rates will be about 3 cents." Clothing profiteers will have to dig up some other excuse.

William Tobias, of Iwan Riess & Co., has returned from a vacation trip to South Haven, Mich., and Milwaukee, Wis. He is hard at work boosting the Girard line.

Max Bergman has sold his retail cigar business at Montrose and Broadway to Kaplan Bros., the live wire north side retailers. It is reported that Bergman will continue in the cigar jobbing business. His Alamo brand has a large sale in the city.

President Herman Reiser of J. & B. Moos is spending his vacation in New York and Atlantic City. On September 6 he will attend the wedding of his son in Richmond, Va., and then return to Chicago.

Ralph Stone is here doing the loop for Melachrino cigarettes. "A very popular boy is Ralph."

"Yes," Manager B. M. Torrence of the Melachrino Chicago office "makes the large cities." "He was in Gary, Ind., last week."

J. B. Jackson, who for the past two years has operated the cigar stand in the Garland Building, has sold out to Stein & Katz. Both the new owners are well posted retail cigar men.

Epoca cigars in several sizes are now offered in the retail department of E. Coffman Co.

Sam Meyers is finding business good for his house, J. & B. Moos. Sam is a "live one" on their sales force and sells thousands of cigars each week.

Otto Krown is the new cigar department manager at the high class store of Tibbets & Garland.

Jack Tobias, the classy 55th street dealer, now offers several sizes of the Belrica clear Havana line, which is made in Chicago.

THE STANDARD CIGAR MOLD CO.

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
20 " 2.50
} F. O. B. New York

5% Discount allowed on all orders accompanied with remittance

Thomas Harbich, the Ruy Suarez & Co. salesman, announced that he has placed the Planco line with Franklin MacVeagh & Co., for the loop and with Kaplan & Rosenberg for distribution on the north side.

A few Robert Burns and Burns Laddies were distributed to the trade during the past week by the Best & Russell branch of the General Cigar Co., Inc.

On September 15, Robert R. Stein will open a retail cigar store on the southeast corner of Market and Washington streets. Stein, until a few weeks ago, was a partner in the firm of Stein & Simon, cigar dealers at 13 South Clark street.

Mi Vera cigars, made by the Mi Vera Cigar Co., Chicago, have a steady demand. The can packing 3 for 50 cents is a repeater.

Key West Klips, made by the Cortez Cigar Co., are on sale. They are packed in tins of 50 and retail at 10 cents straight.

"In the reduction of prices of bathing suits there are signs of an early fall," says Leo Stein, the big gun of the J. & B. Moos sales force.

A "hotel for Elgin" movement has been launched in Elgin, Ill., with the view of giving Elgin a $350,000 hostelry. The Elgin Co-operative Hotel Co. has been organized.

The Cave Cigar Co. of Dubuque, Iowa, reports that business is going along at "top speed" and that they find a big improvement in the freight conditions. The Cave Co. controls and distributes many well known brands in northern Iowa.

To discover the effect of tobacco smoking upon the mental processes Prof. M. V. O'Shea of the department of education at the University of Wisconsin is conducting experiments with smokers and non-smokers in the university student body. At present 18 men who smoke and 18 non-smokers are submitting themselves to tests for three hours every day. Other prominent scientists who are studying the effect of tobacco are Dr. Dunlap of Johns Hopkins, who is studying the nervous reactions involved in smoking, and Dr. Hooker of the same institution, who is making a series of psychological tests. Dr. Hooker has the co-operation of Harvard, Leland Stanford, the University of Pennsylvania and the University of Michigan in his work. The interest in all investigations is purely scientific and has nothing to do with any national or state organizations.

Directory of TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

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Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

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H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

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G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

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Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Windsor Tobacco Growers Association (Windsor, Conn.)

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William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

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Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

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F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

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Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

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Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, finandcial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

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Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

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Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

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A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

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P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

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Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

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F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

The Wholesale Tobacco & Cigar Dealers Association

Philadelphia, Pa. & Camden, N. J.

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby

THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH

Evansville, Ind.

Makers of Good Cigars for Over 67 Years

CIGARETTES FROM EGYPT.

Per S. S. Jefferson County. Arrived Sept. 6.

Consignees:

New York—	
The Stearn Cigar Co.....	1

CIGARETTE PAPER FROM LONDON.

Per S. S. Volumnia. Arrived Sept. 2.

Consignees:

New York—	Cases
Hills Bros. Co.....	25

CIGARETTE PAPER FROM FRANCE.

Per S. S. France. Arrived Sept. 6.

Consignees:

New York—	Cases
Southern Pacific Co.....	8

MATCHES FROM SWEDEN.

Per S. S. Eastport. Arrived Sept. 1.

Consignees:

New York—	Cases
American Trans. Trading Co....	1

MATCHES FROM NORWAY.

Per S. S. Stavangerfjord. Arr. Sept. 7.

Consignees:

New York—	Cases
Vulcan Match Co.....	1

LEAF TOBACCO FROM ANTWERP.

Per S. S. Southern. Arrived Sept. 3.

Consignees:

New York—	Bales
F. E. Cranz.....	5
Int'l Planters Corp.....	379

Austrian Troubles

(*Continued from Page 28*)

An increase in prices, although justified by market conditions, will render smoking a luxury confined to profiteers and foreign visitors. The latter are in a position to buy smoking materials cheaper in Austria than anywhere else on the earth. But that does not help those Austrians who are dying for a smoke. Nor does it improve Austrian finance. There is no longer any talk of leasing the Austrian State monopoly to a foreign concern. It seems no foreigner cares to have the water logged institution.

Philadelphia Findings

(*Continued from page 33*)

L. C. Albertson, manager of the Atlantic City branch of Reeves, Parvin & Co., visiting the home office during the week, reported an outlook for September sales as large as those enjoyed in August. During the last four months, business in the branch was doubled. August figures for the cigar department in the home office show that it was the best month in all its history. H. P. Farrand and Joseph A. McFetridge of the sales force, spent a week in the Scranton, Wilkes-Barre, Pottstown district. Francis B. Reeves, Jr., head of the firm, returned Labor Day after a vacation of a number of weeks, spent at Buck Hill Falls, in the Pocono Mountains.

The Mozart Perfecto and the Diaz are being featured at the Fifth and Chestnut streets store of M. J. Dalton & Co.

Up State Stories

. (*Continued from page 24*)

plenish your stock at the present prices, and we will be pleased to accept your orders at these prices up to September 7th on all merchandise that we now have in stock.'"

"Them are liberal an' fair folks," Sam Ash reasoned, butting his resago for a further puff after the down-town business men obtained sufficient imported cigars at the Stubb & Ash, Inc., advances, made at once. "They should give it yuh good warnin', exactly the same as that there Eastman Kodak Company, when they put it on every road neat lil's signs readin', 'Picture Ahead! Kodak as you go!'

"Now why shouldn't some enterprisin' cigar or cigaret concern, mebbe, put it such signs along the highways, sayin', 'Out o' Smokes? Cigar store ahead. Keep a'puffin'.' That's constructive advertisin', y'unnerstan."

"Great idea, Sam, only where'll you find cigar stores along the State Roads?" propounded Jim Stubb, disposing of the last of the morning mail, and now satisfied to argue with the males. "Know of any good ones nearby? I don't. See if you can think of some."

"'Tain't necessary to sell such stuff in reg'lar see-gar stores in the country," Sam Ash defended, inducing the next customer to try a busted londres, healed temporarily with resinol, good for skin diseases. "All yuh should need it, unnerstan me, along anney road, is such stores where missionary men should nail it cigar, cigaret, an' tobacco ads. How else should the big companies git rid of 'em, hey?"

"Shucks, Sam, those cards and posters are good advertising," disagreed Jim Stubb, reluctantly arising from the Hot Chair Club to practice a bit on the retail trade before Sam went away on that possible vacation. "Look about you. Don't you see that all the poster brands are the successful smokes?"

"Is that so? Then mebbe you should know it about the game," derided Sam Ash, looking at the clock to observe whether or not his trip ought to start A. M. or P. M. "But, lemme tell it yuh some'things! Them there signs lately is so much the same, y'unnerstan, that even a experienced feller like me—yes, I said it, like me!—couldn't say, not even for a dollar bill, whether the ads were all for one brand or mebbe two!"

"Then you ought to have your glasses changed, Sam," suggested Jim Stubb, waiting upon his first customer in four days, and getting mad because the man wanted a box of matches, free. "Because, with all the various designs, colors, and so on, an old timer like you in the business ought to see which was which, and what was what!"

"Alright, yuh should have it yuh're own way, mebbe," yelled Sam Ash, finally deciding to quit at once, and let Jim run the shack for a few days—or weeks. "Just the same, I tell yer, them signs an' slogans is like Marty McGlynn's famous remark, 'He kept us out o'war!'

"While, the facts o'the matter should be y'unnerstan, ev'ry sign should be just so much better, anneyhow, if it was a different an' suggestive as news. In that case, unnerstan me, them signs should be changed ev'ry thirty days, bringin' 'em so up-to-date as even this here Cox-Harding slush fund inquiry about who'll pay for the see-gars?"

THE SMOKER.

Classified Advertisements

WANTED—AN EXPERIENCED MAN acquainted with the jobbing trade, fine opportunity, state territory. Address BOX 80, c/o Tobacco, 10 East 39th St., New York.

SALESMEN—Two or three men acquainted with local cigar trade to handle a general line for large wholesale concern. Write "Cigars," c/o Tobacco, 10 E. 39th St., New York City.

BOOKKEEPER AND STENOGRAPHER to take charge of office of wholesale house, cigar house; experienced only. Bookkeeper, c/o Tobacco. 10 E. 39th St., New York City.

MANUFACTURER OF PLUG, TWIST and smoking tobacco, established 40 years, wants the services of an active man of wide experience in making cigarettes. He must have thorough knowledge of all phases of cigarette production and must give age, references and full account of his manufacturing experience. This is an opportunity for the right man either with or without capital. Address "INQUIRY," CARE TOBACCO, 10 E. 39th ST., NEW YORK.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED
DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
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CIGAR LABELS BANDS
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Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

TOBACCO

ESTABLISHED 1886

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Farmers in Virginia and Carolina Are Aroused

When the Markets Opened in Eastern North Carolina the Low Price of Tobacco Was an Unpleasant Surprise—An Unsatisfactory State of Affairs—Yet "with Slow Selling and a Small Crop Next Year," the Situation Is Not Hopeless—Col. Carrington's Observations—Commissioner Koiner's Statement—Important Meetings Held—Endeavoring to Find a Way Out of the Present Trouble.

RICHMOND, Va., Sept. 13.—Col. T. M. Carrington, president of the Tobacco Association of the United States, is not entirely inclined to agree with State Commissioner of Agriculture, G. W. Koiner, regarding the present tobacco situation. Mr. Koiner, apparently, assumes that the tobacco yield of Virginia and the Carolinas will be considerably decreased this year. But Col. Carrington estimates a yield of 600,000,000 pounds this year, against a yield of 450,000,000 pounds last year. Reports from North Carolina indicate that the yield will be not only large, but that the grade of tobacco is much better than in 1919.

Relative to the tobacco outlook, Col. Carrington says: "The unprecedented lack of demand for tobacco, due to conditions in the European countries, has aggravated the situation, which will take some little time to work out. With slow selling and a small crop next year, we may finally get into reasonably good shape.

"A drop in prices, however, was anticipated. Last Spring farmers were warned of what might happen, if the tobacco acreage was not reduced.

"Business men, bankers, warehousemen and farmers, who looked ahead and interpreted the signs of the times, were desirous that the Tobacco Association of the United States should recommend the adoption of preventive measures."

Pursuant to request, a special meeting of the Tobacco Association was held at Wilson, N. C., April 28.

The meeting was well attended by representatives from the various markets of eastern North Carolina, comprising dealers, warehousemen and farmers. At the meeting were adopted resolutions as follows:

First.—That under the circumstances of the unprecedented large crop of tobacco being grown in 1919 and sold at the highest average ever known and that every incentive was thus given to increase the tobacco production and as these prices were unduly high considering the size of the crop and the circumstances of the Central European countries which take considerable quantity of bright tobacco being debarred by the great depreciation of the rate of exchange, everything costing them five or six times as much as compared with the American dollar, and the further condition that there has been a sufficient stock of tobacco accumulated for all practical purposes that everything points to much lower prices even if no more tobacco is produced than in 1919.

Second.—Under the prevailing condition of high labor, fertilizer and everything that contributes to the making of bright tobacco it has been deemed wise and appropriate to put these facts before the producers of bright tobacco with the expressed opinion of the leading tobacco men that the production of any larger quantity than was made last year would be fraught with the danger of very much lower prices, possibly less than the cost of production.

Third.—Therefore the farmers are urged not to plant any crop that will produce more than was made last year, taking in consideration that the crop last year was considerably curtailed by excessive rains. If 470,000,000 pounds produced in 1919 created a surplus sufficient for the price of tobacco at the end of the season to be reduced one-half without the last year's rains, the surplus would have been 125,000,000 pounds more. The Government estimates of 15 per cent increase for 1920 for North Carolina, which with an average yield would bring the crop up considerably over 600,000,000 pounds with the possible deplorable result as to the values, and therefore there is every apparent reason that the crop should be materially reduced as compared with last year in order that no more pounds of tobacco shall be produced.

Fourth.—Be it further resolved that these resolutions be sent to every leading bright tobacco market in Virginia, North and South Carolina, and steps be taken to promulgate and get before the farmers as far as possible the action.

In the light of present events, the wisdom and timeliness of the resolutions adopted in Wilson last April would seem unquestionable.

J. F. Bruton, president of the First National Bank of Wilson, N. C., who was in Richmond last week attending a meeting of the board of directors of the Federal Reserve Bank, is quoted by the *Times Dispatch* as saying: "The situation is not as serious as it appears to some people. I believe the indicated readjustment of the tobacco market will work well for all interests. There has been dangerous inflation in tobacco as well as other market commodities. Last years prices were too high. It is well that the readjustment comes now, and I believe the producer, the banker, the merchant and others are better prepared to meet the situation now than they may be at any time in the future.

"Last year's high prices induced the planter to grow too much and to spend too much money in his operation. We have grown just a little bit extravagant. We have had to pay too much for labor. Normal market prices will force a readjustment of labor wages or the farmer will do more of his own work, cutting his production to meet his ability to handle it economically.

"It is my opinion that a 35 or 40 cent market price this year will produce as much money as last year's prices, for the reason that the quality of tobacco is much better.

"I agree with Commissioner Koiner that the farmers, the bankers and other interests should proceed with care in the marketing of the crop. I do not believe it should be held, but that it should be sold gradually. It cannot be expected that last year's abnormal prices can be forced for this year's crop, and the farmer should be satisfied with a reasonable price and, taking a lesson from his experience, adjust his operations to meet conditions of the readjustment period that is coming in all lines of production in this country."

Concerted action on the part of tobacco growers to hold this year's crop for higher prices might result in financial gain, provided a sufficient volume of tobacco could be kept off the market to force up prices, Will L. Hazell, proprietor of the Shockoe warehouse, said when interviewed by the *News Leader*. He said tobacco would have to be held for the entire year, and the next crop decreased before any appreciable change would be effected. He did not believe such action would affect prices this year.

"From what I learn I must disagree with the statement of Commissioner Koiner as to this year's crop," Mr. Hazell said, "for I understand that it probably will be the largest ever produced in Virginia. I am also surprised that the stock on hand July 1 is as low as his statement indicates."

Mr. Hazell asserted that the foreign trade is now absolutely at a standstill, and this he held to be largely responsible for lower prices. The rate of foreign exchange, coupled with the fact that Europe has not the money for heavy purchases of tobacco, has practically cut off all business. He said that there is tobacco in European warehouses today, and especially in England, that is not yet paid for, and other stocks are stored in American warehouses for the foreign trade that cannot be delivered because of credit conditions.

In explaining that withholding of the present crop from the market would not affect retail prices for some time to come, Mr. Hazell said that all tobaccos now being sold were purchased from last year's high crop, and that all manufacturers bought heavily then against their future needs. No change in prices could be expected, he said, until this stock has been consumed.

While in his opinion the farmers have produced a greater crop this year than last, he estimated that the cost of production was from 15 to 25 per cent. higher than last year.

J. Norman Dart, general manager of the Whitlock branch of the P. Lorillard Co. in Richmond, the largest cigar factory in the world, declared that the trouble today was not the low prices that were being offered for tobacco, but the high prices that were paid for last year's crop. While he did not know accurately what prices were being offered, he thought they probably were good under the circumstances. In discussing the cost of manufacturing tobacco, he said that the Whitlock plant was paying about 10 per cent. more for its labor this year than last, but that wages had increased approximately 100 per cent. in the last four years.

Commissioner Koiner's Appeal

RICHMOND, Va., Sept. 10.—In a letter, published today, addressed to "the Virginia tobacco warehousemen and the public generally, George W. Koiner, State Commissioner of Agriculture, said:

"This department has information that the warehouses in the State of North Carolina are closing their doors because of low prices being offered for tobacco. The price being offered at the opening season is from 25 to 40 per cent lower than last season. For this reason the farmers and business men throughout the state are holding mass meetings to determine what action shall be taken in this very serious matter.

"We believe our Virginia warehouses are just as loyal to the interests of our farmers as any set of men in any state. We believe they recognize that the sales of tobacco produced by the farmers in their respective sections have made their business profitable and that they will do anything in their power to prevent this disaster that seems to be approaching in the pending low prices.

"We call your attention to the fact that tobacco in 1919 cost more to produce than ever before in the history of the crop, and the cost of production in 1920 advanced from 15 to 20 per cent. The amount of tobacco held by dealers and manufacturers July 1, 1920, as compared with July 1, 1919, is represented by the following figures:

	July 1, 1920 Lbs.	July 1, 1919 Lbs.
Virginia Sun Cured..	8,319,913	10,097,370
Virginia Dark	34,972,322	42,919,482
Bright Yellow Districts of Va., N. C., S. C. and Georgia	304,206,285	327,277,360

"We call your attention further to the fact that the consumption of tobacco, both plug and smoking, is rapidly increasing, not only in the United States but throughout the world. In the light of the above facts we can see no reason why tobacco this year should sell for less money than last year with the crop estimated from 35 to 40 per cent short on account of damage from the prolonged wet season during August.

"We appeal also to the fertilizer manufacturers to aid our farmers in this matter, realizing the fact that the farmers put into the treasury of the fertilizer companies more than fifteen million dollars this year, and it is the farmer alone who keeps this vast enterprise prosperous. We appeal to the business men throughout the tobacco sections, knowing as we do that their business depends to a large extent upon the price the farmer receives for his tobacco crop. We appeal to the banks to aid the farmer in this crisis as the prosperity of the farmer increases deposits and they are thereby largely dependent upon his success. And, lastly, we appeal to the tobacco manufacturer and dealer to consider seriously this calamity threatening the farmer in view of the fact that the manufactured article is selling higher today than ever before with no indications that the demand will be less or the price curtailed.

"And we make an especial appeal to the press to bring its influence to the farmers' aid, and call their attention to the fact that in the year 1919, in the Southern States, Georgia and South Carolina tobacco started with an unusually low price and disaster was saved by the independent buyer. Money being plentiful they had no trouble in financing their business, and we trust in the approaching emergency the banks will again come to the rescue. We call the attention of the press also to the fact

that about the first of December, 1919, tobacco began to decline suddenly—from 40 to 50 per cent—in every market in the state. So disastrous was this condition that farmers demanded an investigation to ascertain the cause. Representatives of the government are now actively engaged in searching for facts in such a decline.

"We appeal to every good citizen, to every business man, to every farmer and every farmers' organization in the tobacco section to take an active interest in this matter to prevent if possible conditions that would follow selling tobacco below the cost of production. We advise the farmers not to rush their holdings on the market under present conditions, but to house it safely on their own farms."

The Greensboro Resolutions

GREENSBORO, N. C., Sept. 13.—The adoption of a set of resolutions recommending, among other things, the deferring of the opening of the Greensboro tobacco market to October 15, the marketing of not more than 50 per cent. of the crop before January 1, 1921, and the reduction of the 1921 acreage to 60 per cent. of that of this year, was the outcome of the mass meeting of farmers of Guilford, Rockingham, Randolph, Davidson, Pitt and Davie counties held in the new Guilford county courthouse here Saturday afternoon at 2 o'clock. The meeting was called by J. A. Groome, secretary of the Guilford County Farm Bureau, after hearing the press reports concerning the slump in the prices paid on the eastern markets of the state and for the purpose of taking concerted action looking to the alleviation of what the tobacco growers consider a distressing situation.

The call was heeded, too, for there were more farmers present than the farmers' assembly room would accommodate. The meeting shifted to courtroom No. 2, and it was soon found that its walls were too close together to afford space for the growing audience. The third move landed the farmers on the third floor of the courthouse in the educational assembly room, where room enough, but none to spare, was found. The majority, of course, were Guilford farmers, and there were a dozen or so negroes.

In the educational room the tobacco growers found ample room to remove their coats and warm up to the object of the assemblage; but they were just a bit cramped after Secretary Groome informed them that they were expected, temporarily, to refrain from the use of tobacco, there being no place to expectorate. Some of them, nevertheless, had already partaken; but in spite of this apparent handicap, many found little difficulty in expressing their indignation at what some of them believe is a conspiracy of tobacco buyers.

E. D. Broadhurst, Greensboro lawyer, and Guilford tobacco grower, was made chairman of the meeting, and Richard Moore secretary. Mr. Groome stated the object of the meeting and Chairman Broadhurst mentioned some things which might be done to remedy the situation.

He said that inasmuch as the farmers have put their labor into their tobacco crops, they should sell it at a profit, that although the meeting should not do anything drastic, some of those present could not afford to take the loss that some would hand them. He recommended that the date of the opening of the market should be delayed, and that there should be a decrease in production next year. He wanted the farmers to organize in the undertaking, for, said he, unless they do, they are a "scattered covey to be shot to pieces as soon as the hunters get to them."

J. C. Beavers, chairman; H. W. Lambeth, Dr. C. S. Gilmer and C. A. Osborne, of Guilford; J. T. F. Stallings, J. A. Herbin and S. L. Hester, of Rockingham; W. J. Manning, of Pitt; W. L. Collett, of Davidson, and L. E. Bird, of Randolph, were appointed on the resolutions committee. After they had been out for some time, they made eight recommendations, in substance as follows:

"WHEREAS, The price of tobacco has been so low on the eastern Carolina markets that sales have been stopped, farmer indignation meetings held, tobacco taken off the warehouse floors and hauled home; and,

"WHEREAS, tobacco manufacturing companies have declared large dividends this year—some of them declaring the largest dividends on record, and other classes of business have prospered; and,

"WHEREAS, The present crop of tobacco has been the most expensive to produce of any on record, because of high priced labor and fertilizer; and,

"WHEREAS, It appears that tobacco manufacturers have combined to keep the price of tobacco down and thus prevent farmers from making many needed improvements on their farms, such as buying improved farm machinery, lime and so on, for increasing the production of food crops, which will prevent not only the installation of light and water plants, which take away so much of the drudgery and back-breaking work of farm women, but will also prevent many of the farm families from having the necessary comforts of life such as are enjoyed daily by most people living in town;

"THEREFORE, We resolve:

"First, We recommend that the markets in Piedmont North Carolina, do not open until October 15, so that farmers may prepare and sow a good crop of grain.

"Second, We recommend that the tobacco growers affiliate with the cotton growers of the state in so far as is feasible, and we commend their action in holding the crop for higher prices.

"Third, that we use our every effort so to organize the North Carolina tobacco growers that the prospective tobacco acreage may be determined in the future before the planting season begins and that we reduce the 1921 crop to 60 per cent. of that of 1920.

"Fourth, to pledge every organized farmer to market not over 50 per cent. of the 1920 crop before January 1, 1921, and to place this 50 per cent. on the market only if the price paid is sufficient to pay the cost of production plus 10 per cent.; and further to use his influence to prevent every unorganized farmer from rushing his crop on the market.

"Fifth, that we will, provided it is necessary to do so in order to maintain an adequate price, hold the remaining 50 per cent. not only to January 1, 1921, but to October, 1921, before we will sell it for less than cost of production plus 10 per cent.

"Sixth, that we recommend and urge every tobacco grower to join a strong national farmers' organization so that our numerical and financial strength in the future may be strong enough to cope with situations similar to the present.

"Seventh, that we heartily indorse the action of the tobacco growers of eastern North Carolina, where the tobacco market has opened with prices less than the cost of production, in refusing to sell their tobacco and stopping the sales.

"Eighth, that we pledge ourselves to a state-wide tobacco growers' association affiliated with the American Federation of Farm Bureaus."

The resolutions were adopted unanimously.

Secretary Groome was instructed to invite representatives of other organizations to join in the formation of a state-wide association. The committee on tobacco industry of the Guilford County Farm Bureau and representatives of the other counties taking part in the meeting were made a steering committee to represent the counties at tobacco meetings to be held in Wilson and Raleigh next week.

While the resolution committee was out preparing its report, the meeting was thrown open to general discussion of the problems confronting the tobacco growers. William Lambeth, farmer and warehouse man, argued that the low price this year would naturally cause a great acreage reduction next year and that the problem now is to decide what to do about the crop already produced. He said farmers wanted at least cost, and if the buyers are not willing to pay that they want to rob the growers.

J. R. Moore, of Brown Summit, and others suggested that thorough organization would go a long way toward solving the problem. "Thorough organization and co-operation" is the way Moore phrased it. He was strong for the Farm Bureau.

E. C. Faires, secretary of the State Farmers Union, said his organization is about to take steps relative to the tobacco situation. He announced a meeting in Raleigh for next Thursday, and he wanted the meeting to be attended by delegates from Guilford. He also mentioned the meeting to be held in Wilson Tuesday. He believed that the money stringency rather than overproduction is responsible for the slump in prices.

T. S. Groome intimated that there has been a conspiracy of tobacco buyers, that they are taking advantage of the fact that many farmers, on account of the stringency in the money market, have to sell their tobacco in order to obtain cash. He was strongly in favor of withholding a big part of the crop from the market.

A representative of the Farmers' warehouse was present. He did not know what the market here would be. He thought farmers should not rush their crops on the market rapidly.

There were several other suggestions concerning methods to relieve the situation. J. M. Hendrix stated that the business men of Greensboro are willing to help tobacco growers to make it impossible for such a situation to occur here again, and he suggested a redrying and storage plant.

Marked Dissatisfaction at Henderson

HENDERSON, N. C., September. 11.—Declaring that "the growers in the bright leaf tobacco belt now occupy the front line trenches against the octopus of greed," and vowing that "they shall not pass," two thousand farmers of Vance county gathered in mass meeting on the court house green here this afternoon and adopted resolutions pledging the slow marketing of the 1920 crop, and the curtailment by half of next year's planting as a means of forcing the price of tobacco upward. The action was taken by an organization formed here more than a month ago as an outgrowth of the foresight of wise heads in predicting low prices for the crop, and came as the direct result of the great slump in prices on the markets of Eastern North Carolina which opened September 7.

The resolution adopted called upon the business men of this community to join with the farmers "to aid us in every way possible at this solemn hour when the very existence of our farm life and welfare of our farm women and children are at stake." The sixth paragraph reads that "we earnestly beg our brethren the tobacco growers throughout the tobacco districts of the country, to come to our aid in this action," and declares that "we must proceed at once to set up machinery strong enough to endure the most severe test that may be applied."

Numerous addresses were made by both farmers and business men, some declaring for drastic action to force the manufacturers to pay more for the weed, and at least one business man censuring the farmers for planting so much more tobacco this year than they did last year in the face of the warnings given them by the buyers and by leading local citizens, boldly charging that the farmers were themselves partly to blame for the conditions that have been brought about.

One element of the meeting was not wholly satisfied with the application of the club of slow marketing and curtailment next year as a means of attaining the ends they seek, and forced through a resolution declaring for the nailing up of the doors of the six local warehouses to guarantee that no tobacco whatever could be sold on the Henderson market if such a course were deemed necessary by the directors of the organization.

The meeting was without precedent in this county. Farmers are enraged as they have never been before as a result of the low prices offered in the East, and have assumed a militant attitude toward the buyers, being convinced, as they say, that the slump is a bold attempt of the tobacco trust to steal the crop.

Meetings like that here today have been held in practically every tobacco market town in Eastern North Carolina and others that are expected to adopt resolutions embodying the same proposals as those approved here today are set for this week in the dozen or more markets in this part of the State prior to the opening of the season Monday, September 20.

Meanwhile, tobacco growers are keeping their ears to the ground, and are fired to such a pitch, and have been worked up to such a temper as that it is feared the wiser heads may not be able to control the radical element if there is not a marked improvement in the price immediately after the season starts here a week hence.

"Holding Back" at Kinston

KINSTON, N. C., Sept. 9.—"Sore at the loss" and taken completely by surprise, planters in this part of the eastern belt planned no drastic action as a result of the opening of the market here with the average price approximating 20 cents. They may organize, according to some tobacconists, but they will take no step more drastic than the withholding of the crop from the market or requesting the suspension of sales. To hold back the product for a rising market would be legitimate, leading farmers point out. Some warehousemen are known to be willing to close if the market continues weak, and the growers request such action.

"It sure is too bad," declared one leading warehouseman today; "the better the sales the bigger our income. We do not know what the trouble is."

During the first months of the growing season tobacconists predicted another year of record prices but advised restriction of the crop to last year's production. Adverse weather augured well for high prices in the fall. A big "come-back" on the part of the crop in the fields after a poor spring resulted in an enormous crop. Tobacconists began to predict a lower market this year than last, but the drop 50 cents a pound to 20 cents was expected by few or none. Well-informed market men were taken aback by the drop.

The "finest co-operative spirit" in the country, which the market here has claimed for years, came to the aid of farmers when the gloom was at its height. Warehousemen got into the sales as purchasers and helped stimulate the buying. It was not a great deal of help, but it set a splendid example and helped to spread optimism. Optimism prevails in spite of everything. Conservative experts prophesy early increases to bring the average price to at least 35 cents, which would be satisfactory to the planters, complaining now that the price is below the cost of production. When called upon to force the closing of the market, the farmers here agreed in some number, but a division of opinion was soon manifested. Planters who pointed to piles of weed on the floors said they desired it to be sold for various reasons, and warehousemen declared they had no moral nor legal right to suspend sales where there was such a division. That tobacco prices will not reach the 50-cent level this fall is agreed by the most optimistic tobacconists, but a number claim to foresee an early rise to 35 or 37½ cents.

Discontent in Eastern North Carolina

RALEIGH, N. C., Sept. 10.—Tobacco growers in eastern North Carolina have started a movement to organize for what they believe are fair prices for their crop. Wilson, Vance and Johnston County growers have united for the formation of a State-wide and South-wide organization to hold tobacco off the markets. They resent the 50 per cent reduction in prices for the opening day as compared

(*Continued on page 8*)

Java Tobacco

We Have Purchased in Holland

300 Bales of Fancy Java Tobacco

(Vorstenlanden)

Comprising First and Second Sizes of

KRIAN

from the 1917 Crop

Also Several Hundred Bales of 1918 and 1919

SUMATRA

Which Enables Us to Supply the Various Wrapper Requirements of the Trade

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Samples Available About October 1st

Wm. Quanjer, Inc.
136 Water Street
New York

American Malaya Trading Co., Inc.
136 Water Street, New York

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, SEPTEMBER 16, 1920

EMPHASIZING THE GOVERNMENT GUARANTEE

Charles A. Bond, tobacco agent for the Philippine government, explains the purpose of the greater fund created by increasing from 15 cents to $1 per thousand the inspection tax on Manila cigars exported to the United States.

Because of the importance attaching to the government guarantee, the necessity for thorough inspection is apparent. And government scrutiny extends from the tobacco fields of the Cagayan Valley to the final sale of Manila cigars.

Heretofore, the entire government work in connection with the Philippine cigar and tobacco trade was supported by the 15 cent inspection tax. Results achieved more than justified the expenditure. But it was demonstrated that additional work along the lines indicated could be done to the advantage of all concerned.

Plans, worked out for the further development and improvement of Manila business, have obtained the cordial endorsement of practically all Philippine cigar manufacturers, as well as the approval of nearly every importer and jobber handling Manilas in the United States.

Associated with the standardization of brands and sizes, the endeavor is to keep the American market free from Manila cigars of low grade or indifferent quality.

In the coming publicity campaign the value and dependability of high grade Manilas will be strongly featured.

Larger revenue derived from the tax assures a more thorough inspection; it will increase the safeguards provided by the government guarantee and because of it, extended publicity may be obtained.

Methods previously employed, undoubtedly, may be credited with helping much to increase Manila cigar exports to the United States from 59,000,000 to 264,000,000 annually.

And the broader scope of activity will be proportionately useful in placing Manila cigars in a position of enduring favor with the American trade.

THE TOBACCO CRISIS

"Conditions more serious than those that confronted the cotton belt in 1914 have arisen in the tobacco-growing states. Instead of hysteria there should be calm counsel and instead of recrimination, earnest co-operation.

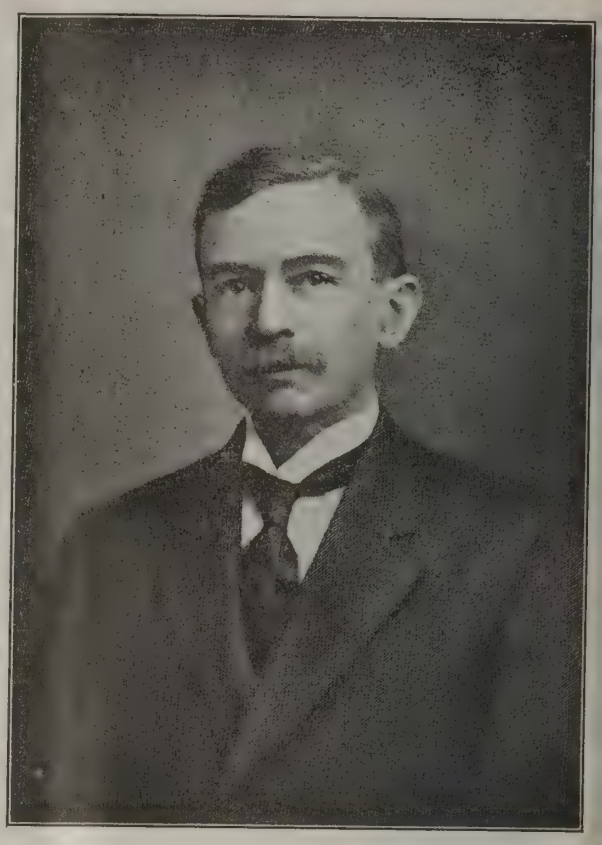
"The normal bright tobacco crop of the South Atlantic seaboard is around 400,000,000 pounds. That sufficed to supply the market, prior to the war, and to yield the growers a return that increased somewhat from year to year. During the war period, the demand for bright tobacco for cigarettes increased sharply. The reasons are so well known as to call for no explanation.

"Reasoning from experience in 1918, the growers put in a very large crop for 1919. Before it could be marketed, economic conditions abroad had become serious. Exchange set sharply against the continental countries. War wages were cut out. Drastic economies had to be instituted. The nations that had purchased large quantities of bright tobacco to supply cigarettes to soldiers were no longer able or willing to buy so heavily. The governments that operated tobacco monopolies exerted all their influence to cut down prices of the leaf. Many foreign buyers notified their American connections that if tobacco was shipped overseas, it would have to be on very long credits. A year ago, when it was apparent that the crop for 1919 would exceed the normal pre-war output by 80,000,000 pounds, discerning manufacturers became very much alarmed: They doubted whether the consumption would take up the supply; they were satisfied that even if the crop of 1919 could be marketed at fair figures, a like crop in 1920 would overstock the market, with that all involved in economic loss. To prevent this, the president of the Tobacco Association of the United States, T. M. Carrington, went into North Carolina, and, in a formal meeting at Wilson, laid the facts before the warehousemen and tobacco growers. He urged less production in 1920 as the only possible method of keeping prices up.

"But it is human nature for the average man not to see problems in the large. Reasoning that though the production had increased steadily, prices had been maintained and bettered, thousands must have concluded that the "bull" movement would continue and that more tobacco in 1920 could be sold for fancy prices. Perhaps the producer figures that the other man might cut down his acreage and that he could afford to increase his. Be that as it may, the crisis is coming. The crop of bright tobacco for 1920 is estimated at more than 600,000,000 pounds, and may come on the market at a time when thousands of hogsheads of the 1919 crop are in the warehouses and cannot be sold. Prices are breaking sharply and tragically. Men who have no desire to squeeze the producers, but wish rather to keep the trade on its present profitable basis, frankly that if the whole of the 1920 crop is marketed, prices will not be 60 per cent. of what they were in 1919.

"Producers, remember, have been paying more for labor, for machinery and for fertilizer than they ever have paid. Their margin of profit, though good, is not sufficient to cover any such loss as would be entailed by dumping a record-breaking crop of bright tobacco on an overstocked trade. The law of supply and demand is operating inexorably and can only be checked, much less reversed, by drastic action. If the average producer possibly can afford to do so, he ought to keep a great part of his crop —50 per cent. at least—in his barns. In doing this he will have the fullest assistance the banks can give without a dangerous reaction on the general rate of the interest. Even this course will not suffice to stabilize the market: The decrease in production that was urged in the winter of 1919-20 is now imperative. Without it, the complete prostration of the tobacco trade is certain. Under no circumstances should more than 400,000,000 pounds of bright tobacco be raised in 1920.

"This is the deliberate conclusion reached after what one hopes has been a thorough canvass of the situation. Producers, however, in some instances take an opposite view and allege a deep-dyed conspiracy on the part of manufacturers to "beat down" the market. A moment's reflection ought to show that with retail prices of cigarettes where they now are, no manufacturer would hesitate to buy at top market prices, if the market were not already well supplied. But if the belief in a conspiracy is widespread, *The News Leader* urges the tobacco growers' organizations to make their own investigation of the facts at once and to draw their own conclusions. In another month, the farmers in the North Carolina and Virginia territory must know what they are to do. If their own advisers are to give them good counsel, they must proceed at once to study the problem. The crop must not be sacrificed. It means too much to the prosperity of this territory."—Richmond *News Leader.*



G. W. KOINER

The Virginia Commissioner of Agriculture Who Came to the Front on the Tobacco Price Question.

THE HIGH COST OF LOAFING

Low production, not high wages, has debased the dollar. Money can't deliver more than it receives. Not until labor appreciates the high cost of loafing shall we properly handle the high cost of living.

Every hour cut from a normal working schedule proportionately increases the burden of overhead on the unit of production.

The interest table doesn't quit on the whistle; a forty-four-hour week adds 12 per cent to the rent account, means 208 more idle hours a year for the plant, subtracts 208 hours' annual use from factory equipment and throws a heavier tax load on a reduced output.

This lost time and expense must be figured, with all charges incidental to distribution, in the ultimate purchaser's sales check.

No matter how much is obtained from the employer, each raise is promptly offset by absorbing readjustment in other lines. "Everybody's doing it" and nobody's benefiting.

Labor declares war on capital, capital retaliates upon labor; the farmer, caught between, joins the melee, and when the battle royal is over everybody is battered and no one is bettered.

Recent strikes and disorders are not passing twinges, but signals of deep-seated community misunderstandings.

Our economic muddle will persist until enough people understand the laws of barter and appreciate that money is nothing more than a convenient symbol representing an exchange of goods and service—that when we give less goods and less service, money is worth just that much less.

A dollar never works harder than the man who made it.—*McClure's Magazine.*

A tobacco field near Cavalla. Native pickers are gathering the small Turkish Leaf into wicker baskets. The finest Turkish Leaf grows in the Macedonian districts of Xanthi, Mahala and Yaka; in Smyrna, Asia Minor, and the territory around the Black Sea—a region where favorable conditions of soil, humidity and sunshine combine to produce the world's finest tobacco. The Standard Commercial Tobacco Company's buyers are on the ground the year round, obtaining more Turkish tobacco than any other dealers in the world.

At the source of supply

OUR native buyers are in the Orient twelve months in the year. They purchase Turkish Leaf right at the source of supply.

No one knows Turkish Tobacco—both as to quality and price—better than the native tobacco buyers of the Levant. And no one knows so well as these native buyers how to deal with the Oriental people.

Being the largest purchasers of Turkish Leaf in the Orient, the Standard Commercial Tobacco Company has the pick of the Turkish Leaf offered for sale. Naturally the great volume of our purchases in the Levant makes possible an attractive price.

In turn we offer Turkish Leaf to our customers from large stocks that insure a permanent supply, and at prices made possible by our great purchasing power at the source of supply.

THE STANDARD COMMERCIAL TOBACCO COMPANY, INC.

The World's Largest Dealers in Turkish Tobacco

120 BROADWAY

NEW YORK

Tobacco Shipments to Australia and China

To Be Made on a Larger Scale from the Pacific Coast by the British-American Tobacco Co.—Trade Territory of American Tobacco Co. Re-arranged—Notable Visitors in San Francisco—Breach of Contract Alleged and Law Suit Pending—Gerdts Returns from Havana—California Notes.

SAN FRANCISCO, September 7, 1920.—Preparations are being made for a renewal of the leaf tobacco movement through this port to Australia and China, which before the war amounted to 300 carloads monthly, according to J. Fahy of Fahy & McNulty, Pacific Coast representatives of the British-American Tobacco Co. The firm is now putting forth a special effort to secure an adjustment of the railroad rates under the recent increases, to place the traffic on an equal footing with the Atlantic.

N. S. McNulty, second member of the firm, will leave for the East shortly in regard to the tobacco movement and also in connection with the Garland Line motorship service from this port.

T. W. Harris, president, and J. H. Nightingale, vice-president of the American Tobacco Co. of the Pacific Coast, have returned from their visit to the company headquarters in New York. They announce extension of the San Francisco house's territory to include Idaho, Montana, part of North Dakota, all of Wyoming, Nevada, Utah, Colorado, New Mexico and part of Texas. The new territory will, however, be supplied with goods direct from Louisville.

Joseph Rinaldo reports that his firm is now in a position to supply orders promptly on Palos. Gene Stolz, the factory representative, is returning from the East.

Alleging breach of contract, suit for $25,000 damages has been brought in superior court here by H. L. Judell and Co., against Harry Green and Co., Inc. The court has issued an attachment garnisheeing all funds of the latter concern in the Anglo and London, Paris and in the Wells Fargo Nevada National banks, as well as on goods in warehouses.

Monroe Falkenstein, vice-president of S. Bachman and Co., has returned from a vacation at Lake Tahoe.

E. L. Kohlberg, the New York leaf man, left for a business trip East. Mr. and Mrs. Morgan Gunst are taking a vacation in the Yellowstone National Park. M. Hyman, representing Lincoln and Ulmer, New York manufacturers of the Garcia Superior cigar, has been calling on jobbers here. G. D. Kelly, will shortly enlarge his store at 1,300 Fillmore street. He reports an excellent sale on the La Munga cigar.

John Gerdts, of Frankel, Gerdts and Co., has returned from his Cuban trip. A sensational advance in leaf tobacco and cigar prices is his prediction based on his recent trip to Havana and New York. The Natividad factory here is reported to be weeks behind on orders for Natividads and El Caminos.

After spending his vacation in Southern California, Frank Niles, president of Niles and Moser of Kansas City, prominent middle west cigar jobbers, stayed a few days in this city visiting friends. Completion of the remodelled Glaser Bros. establishment is expected soon. Saul Mathews, the manager, says that he is ready to kill a carpenter on sight because of the taking of two weeks' time to finish his office after the carpenter had told him that it "would be done in a few days." No work could be done while the office was in the carpenter's hands.

Effective September 1, the John Bollman Co. branch of the Liggett and Myers Tobacco Co., has discontinued free goods with drop shipments as outlined in their offer of April 1, 1920. They will continue to make freight paid drop shipments without free goods, consisting of at least 67 pounds of their listed brands.

The American Tobacco Co. of the Pacific Coast offers prepaid drop shipments on Pall Mall, La Marquise and Lord Salisbury cigarettes and Blue Boar, Capstan, Garrick, Imperial, Cube Cut, Lone Jack, Old English Curve Cut, A. & G. Perique, Three States and Yale mixture smoking tobacco and Boot Jack chewing.

Reg. Levy, of Levy & Green, the Vallejo cigar firm, visited here last week.

Wellman, Peck and Co. report having a full line of Girard cigars, these goods arriving regularly. They have no Tampa goods and very little from New York, excepting Banderos. They are able to supply the Lopez y Lopez, local made, strictly white labor, shade grown cigar. This brand is said to be repeating steadily at hotel stands throughout the territory.

Already Dan Goldstone, although out of business for three months, has recovered fifty per cent of his old trade for his new Bank Exchange store in the Montgomery building. The names of the tenants of this building when first completed in 1854 are now to be seen on the wall of the new store and are an interesting bit of local history, says Mr. Goldstone. Only one of those on this new list is alive.

MANILA CIGARS ARRIVING IN SAN FRANCISCO.

Per S. S. Altai Maru.
35 Tons Cigars for Reshipment

	Cases
H. Bercovich Cigar Co., San Francisco	5
American Express Co., San Francisco	80
United Cigar Stores Co., San Francisco	10

Per S. S. West Ira.

	Cases
Testa Cigar Co., San Francisco..	10
M. A. Newmark & Co., Los Angeles	1
Klauber-Wangenheim Co., San Diego	9
Wm. Cluff Co., San Francisco...	3
Harry Green & Co., San Francisco	28
Manheimer Bros., St. Paul.....	1
J. T. McVittee, Omaha.....	1
H. L. Judell & Co., San Francisco	24
H. W. Peabody & Co., San Francisco	24
W. J. Byrnes & Co., San Francisco	15
United Cigar Stores Co.....	70
D. Wasserman, Sacramento.....	1
Ehrman Bros. & Co., San Francisco	45

WISCONSIN NOTES

SPARTA, Wis., Sept. 9.—Farmers who put in tobacco this year have been busy harvesting the crop the past week. The cool nights which have been prevailing in this vicinity of late warned them that a frost might not be very far distant, and they have been cutting the tobacco and hanging it in the sheds as fast as possible. Many of the fields have a wonderfully fine crop and prices for the best weed are even higher than they were last year.

Record Breaking Crop at Greenacres

LA CROSSE, Wis., Sept. 9.—A record breaking yield of tobacco was produced on six acres of land at Greenacres, formerly known as the Seiler farm, on the State road, by the La Crosse Housing Corporation, it became known today when Manager Archie Olberg divulged the result of an experiment with leaf this year.

Approximately 10,000 pounds of tobacco was cut from this six-acre tract this week, and is now safely housed. The crop has been sold for 40 cents a pound or $4,000, netting the Housing Corporation nearly $700 per acre.

On other fields in Greenacres this year the Housing Corporation raised huge crops of peas, wheat, cabbage, rye and corn, the returns on every crop exceeding most sanguine expectations and attested in substantial style to the richness of the soil.

"I never saw a finer grade of tobacco leaf than that produced at Greenacres this year," said President Harry Dahl, who was raised at Westby, a tobacco center and has had considerable experience in growing leaf.

Worth Nearly $2,000,000

VIROQUA, Wis., Sept. 9.—Harvesting of the weed is gathering headway and the first of next week will see the major part of the crop getting the axe.

The 1920 crop, while a trifle larger in acreage than last year, is not to be compared to the 1919 yield in quality. Much of the early tobacco is light and a large part of the late weed is short. Here and there are a few prime crops, of course. It looks as if this year's growing of Vernon's weed would foot up in the neighborhood of two million dollars.

CIGARETTE PAPER FROM FRANCE.

Per S. S. West Helix. Arr. Sept. 10.
Consignees—

New York—	Cases
R. J. Reynolds Tobacco Co.....	820
P. J. Schweitzer.....	63

Per S. S. Mexico. Arrived Sept. 10.

C. D. Jackson & Co.....	26
P. J. Schweitzer.....	111
Liggett & Myers.....	30
P. Lorillard Co.....	180

Per S. S. Sidlaw Range. Arr. Sept. 12.

Rose & Frank.....	84
P. Lorillard Co.....	75

Per S. S. Western. Arrived Sept. 13.

American Tobacco Co.....1,600	
P. Lorillard Co.....	133
S. Alexandre.....	10
P. J. Schweitzer.....	102

Per S. S. Olympe. Arrived Sept. 13.

P. J. Schweitzer.....	168

SMOKERS' ARTICLES.

Per S. S. Verbania from Hamburg. Arrived Sept. 10.
Consignees:

New York—	Cases
Globe Shipping Co.....	12

Per S. S. E. Luckenbach from Rotterdam. Arrived Sept. 9.

	Cases
Van Nievelt Gondriaan.....	8

CIGARETTE PACKING MACHINERY.

Per S. S. Kaiserin Aug. Victoria. Arrived Sept. 10.
Consignees:

New York—	Cases
British-American Tobacco Co...	1

Per S. S. Caronia. Arrived Sept. 13.

	Cases
British-American Tobacco Co...	1

TOBACCO POUCHES FROM ENGLAND.

Per S. S. Caronia. Arrived Sept. 13.

	Cases
Meadows, Wye & Co.....	1

TOBACCO FROM LIVERPOOL.

Per S. S. Caronia. Arrived Sept. 13.

	Bales
Melachrino Tobacco Co.....	567
	Cases
Melachrino Tobacco Co.....	28

TOBACCO FROM ANTWERP.

Per S. S. Kroonland. Arr. Sept. 13.

	Packages
International Planters' Corp ..	1

CIGARS FROM MANILA

Per S. S. Bessie Dollar. Arr. Sept. 13.
Consignees:

New York—	Cases
Nathan Garten	163
Metropolitan Tobacco Co.....	170
United Cigar Stores Co.....	7

TOBACCO FROM MANILA.

Per S. S. Wytheville. Arr. Sept. 12.

	Bales Stripped
Bowring & Co.....	45
S. Lowenthal & Sons.....	30
	Bales Scrap
Bowring & Co.....	25

Per S. S. Bessie Dollar. Arr. Sept. 13.
Consignees:
New York—

	Bales Scrap
Castellano & Hilbert.....	107

TOBACCO FROM SAN DOMINGO

Per S. S. Algonquin. Arr. Sept. 13.
Consignees:

New York—	Seroons
Bowring & Co.....	10
	Bales
Tropical Tobacco Co.....	107

PIPES FROM ENGLAND

Per S. S. Irishman. Arr. Sept. 13.
Consignees:

New York—	Cases
Tobias & Co.....	3
A. Frankau & Co.....	1

Per S. S. New York. Arr. Sept. 13.

Meadows Wye & Co.....	1

CUT TOBACCO FROM ENGLAND

Per S. S. Irishman. Arr. Sept. 13.
Consignees:

New York—	Cases
Tobias & Co.	3

DISCONTENT IN CAROLINA

(*Continued from page 4*)

with last year. Greenville warehouses were closed shortly after the opening Wednesday as a precaution against violence. Sales were also discontinued at Farmville and Ayden, but the larger markets remained open, although much of the weed was hauled home because of the price slumps and many indignation meetings were held.

Wilson, which is the largest bright leaf market in the world, opened with 1,000,000 pounds on hand in its six warehouses. At noon the growers held a mass-meeting in the court house and adopted resolutions calling on the tobacco farmers of the State to keep their tobacco at home until prices improve.

The average for the Smithfield market being about one-third of last year, brought consternation to both farmers and business men, and here again a mass-meeting was quickly called. Congressman Edward Pou and other leading citizens promised their support of the movement to secure a fair price for tobacco or else keep it at home.

With a quarter of a million pounds marketed at Rocky Mount, sales were the lightest on record, the average being about 20 to 25 cents, which was the average for the eastern markets, as compared with 30 cents for last year, estimated.

Kinston took on six hundred thousand pounds and Goldsboro a million and while grave dissatisfaction was expressed over the prices paid, there were no rejections reported.

A Slow Market at Warsaw

WARSAW, N. C., Sept. 11.—Total sales for the week, 436,704 pounds; Average price per pound, $.1823; Sold to date of 1920 crop, 436,704 pounds; Average price per pound, $.1823 Remarks: Market opened Sept. 7. Farmers slow in marketing. Slight indication of advance in prices. Export Tobacco Co. buying greater per cent.

L. B. JENKINS TOBACCO CO.

UNITED CIGARETTE MACHINE COMPANY, Inc.

LYNCHBURG, VIRGINIA, U. S. A.

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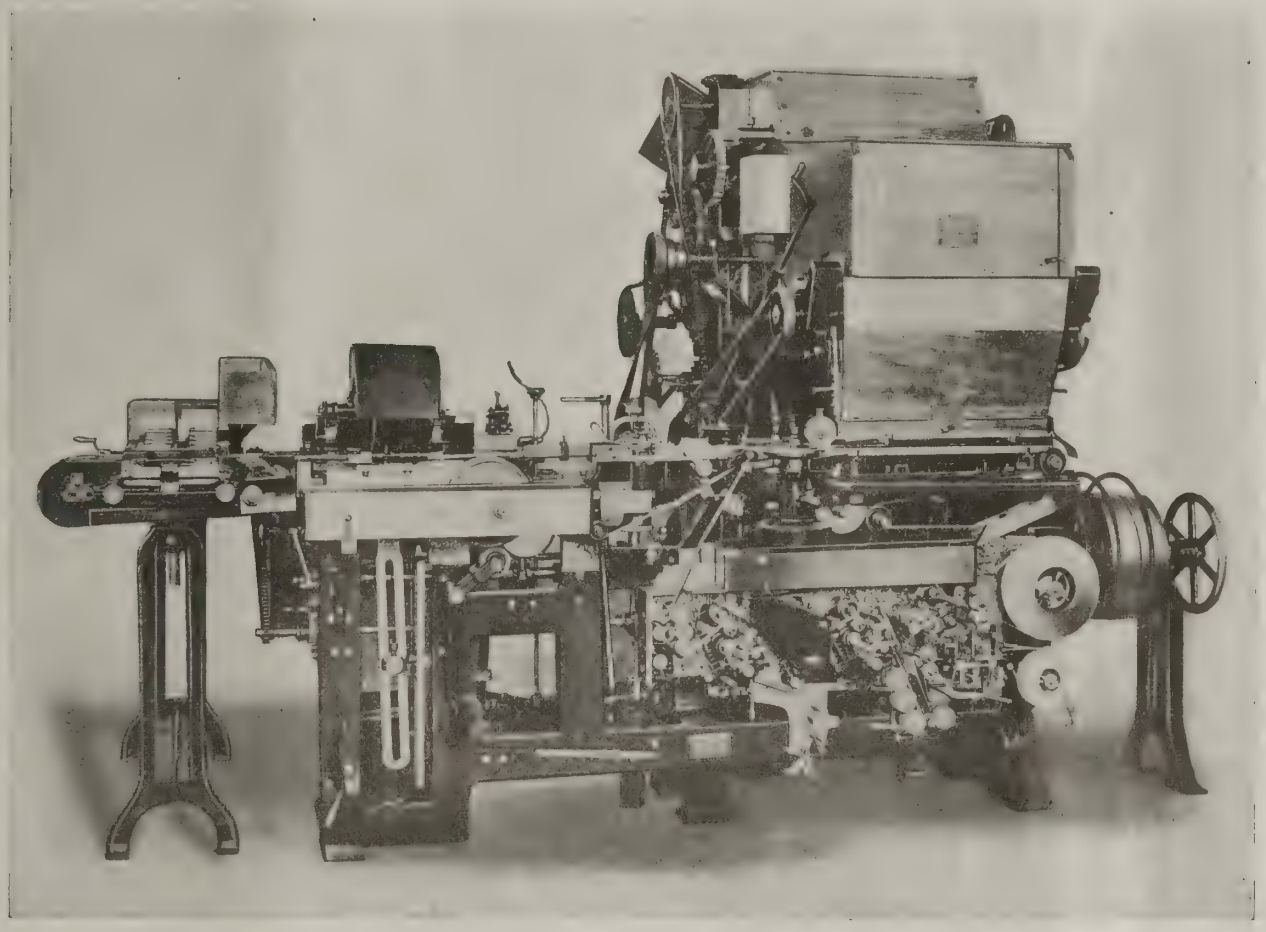

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Directory of TRADE ASSOCIATIONS

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Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
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W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
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North Carolina Tobacco Warehouse Association

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J. N. Gorman, Greenville, N. C., vice-president.
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Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

North Carolina Tobacco Sales During August

Figures Supplied by the Cooperative Crop Reporting Service

County Markets.	Number Houses.	Producers Sales.	Resales.	Total Sales.	Average Price August.	Average Price July.
Malden:						
Bladenboro	2 (1)	129,094	7,266	154,375	$24.34	$21.60
Clarkton	2	850,648	116,462	1,070,450	23.55	25.75
Total	4 (1)	979,742	123,728	1,224,825	23.62	23.62
Columbus:						
Chadbourn	3 (2)	680,356	79,424	856,398	24.52	23.23
Fair Bluff	3	1,313,385	120,420	1,599,325	26.28	23.28
Tabor	3 (1)	1,461,206	206,191	1,795,543	27.00	23.09
Whiteville	3 (1)	1,444,515	70,809	1,860,325	25.66	28.27
Total	12 (4)	4,899,462	476,844	6,114,591	26.07	24.84
Robeson:						
Fairmont	3	4,062,268	324,569	4,517,152	29.96	23.88
Lumberton	3 (1)	1,117,822	57,008	1,315,520	21.94	18.59
Proctorville	2	315,345	59,764	375,109	22.00	23.25
St. Paul	1	500,767	69,824	598,564	22.25	14.71
Rowland	2	784,161	84,670	983,049	25.40	24.66
Total	11 (1)	6,780,363	595,835	7,789,394	27.04	22.01
State totals	27 (6)	12,659,567	1,196,407	15,128,810	26.42	23.35

Figures in parenthesis indicate the following houses which failed to report:
Star Tobacco Warehouse, Lumberton.
Webster's Tob. Warehouse, Bladenboro.
Chadbourn Tob. Warehouse, Chadbourn.
Farmers' Tob. Warehouse, Chadbourn.
New Brick Warehouse, Whiteville.
Planters Tob. Warehouse, Tabor.

NORTH CAROLINA TOBACCO.

While the tobacco crop was seriously damaged by the August rains, the yields have been good, and with this year's increased acreage, the expected production greatly exceeds last year's reports. The condition of the crop at harvest time, as officially quoted by the state's Co-operative Crop Reporting Service at Raleigh, is 86 per cent of a normal, which is a drop of two per cent since last month's condition, and forecasts a total production of 410,098,500 pounds from 581,700 acres. This state ranks first in acreage.

The continued rains gave the plant rapid growth but hindered its proper cultivation and damaged the texture of the leaf, resulting in the sale of a thin, light product on the floors of the markets just opening. The color is generally good but shows evidences of being gathered too early. Considerable injury from insect pests, wild fire, and wilt have been reported from the Piedmont and Central Coastal districts. While much of the leaf on the markets is spotted, and shows poor grading, the low prices paid for good tobacco might be attributed to the expected increased production rather than to a prevalence of poor grades. The burning of barns has been more common than usual.

AUGUST WAREHOUSE SALES.

The sales reported on the eleven markets selling in August totaled 15,128,810 pounds at an average price of 26.42 per hundred pounds. Six warehouses failing to report are estimated to have sold 2,550,000 pounds, which makes a total of 17,678,810 pounds sold on the eleven markets and 27 active warehouses. This amount, at the average price reported, sold for $4,670,740 and was 5,688,833 pounds more than was sold during August, 1919, and 7,742,662 pounds less than was sold in August, 1918. Last month, 3,625,960 pounds were sold on these same markets at an average price of $23.35 per hundred, indicating that the bulk of the leaf was held until near the close of the season. This was fortunate to the grower as the higher prices were paid them.

The total season's sales reported from these markets to September 1 amounted to 19,543,413 and was valued at 5,036,338 dollars at an average price of $25.77.

PRICES IMPROVED DURING AUGUST.

In August, these eleven markets averaged $3.07 better than for last month. Only Whiteville, Procterville and Clarkton fell below their July average. This was $1.22 per hundred better than for August last year, when the average price was $25.20. The opening sales on these markets averaged better than in 1919. Several of these southern markets are staying open until late in September.

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Our humidors obtain the appreciation of smokers who buy good cigars by the box.
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HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

Tampa Cigar Manufacturers Are Standing Pat

Strike Leaders by Ruse and Persuasion Still Prevent Many Men from Returning to Work—"La Peral" Makes Overtures—A Proposal from the Packers—And the Answer Was an Emphatic No—Restating the Position.

TAMPA, Sept. 10.—The men who are engineering the cigarmakers' strike display real ingenuity in their schemes for maintaining control of the men and keeping them out of the factories—devilish ingenuity, indeed. For instance, Sunday and Monday a great many men were talking of returning to work, and it appeared that there would be a big break in the ranks of the strikers Tuesday morning. To prevent this a large number of men were sent out to spread a report that 15 manufacturers had joined in a petition to the executive committee of the Manufacturers' association to open negotiations for the settlement of the strike. There was no basis whatever for the report—but it had the desired effect, in large measure. Many who had decided that they had sacrificed as much as they could afford were persuaded to wait a little longer, but there were others who would not listen further to the union agents, and the manufacturers report that the gains were very satisfactory.

It is emphatically stated, as it has been many times previously, that there is absolutely no dissension in the ranks of the manufacturers. They are "standing pat" on the original position—they will not operate on the "closed shop" basis. The executive committee has absolute power to act for the association, and it will have no dealings with representatives of the union.

As an illustration of the solidarity of the manufacturers, one who had a large business before the strike and who has not yet reopened his factory, declared this morning that, though his losses have been heavy, he will never reopen his doors except on the basis of "open shop" in every department. This manufacturer also said that quite a number of his former employes had said to him recently that while they were not yet ready to break the strike, they regarded it as foolish and hopeless.

"We are the packers. Give us the closed shop. We will see that the cigarmakers go back to work, under former rules."

That, in substance, is a proposal made several cigar manufacturers by Antonio Fernandez, better known as "LaPeral," himself a packer, and claiming to represent a group of packers.

But the manufacturers' answer was "no."

The Cigar Manufacturers' association of Tampa again went on record declaring:

"The manufacturers have stated publicly and emphatically that they never will countenance a plan for giving one department of workers an advantage over the others.

"Specifically, the plan as submitted by Fernandez is this: He said the strike would come to an end if we allowed the packers to provide the help in the packing room; that the cigarmakers would cast aside their own demands for closed shop—if we agree with the packers.

"This is not a question for arbitration. We will never recognize the 'closed shop' in Tampa. And, further, we cannot see the justice of the plan; a plan which—while granting the demands of the packers—expects the cigarmaker to withdraw his demands. The plan is further impossible, because we are absolutely determined not to have closed shops in Tampa. To this determination we have given all possible emphasis, in printed advertisements and otherwise.

"Any representative of workmen making such a proposition is simply wasting his time.

"While we hear there is considerable suffering among those who have remained out of work, and while appeals have been made to us by well meaning persons to settle the strike in the name of humanity and stop suffering, we are forced to say that these appeals have been misdirected. They should have been made directly to the joint advisory board, which called this strike and which is responsible for all its resulting consequences.

"So far as the manufacturers are concerned, the strike is over. Our factories are open, people are working. We are paying the highest wages paid cigarworkers anywhere else in the world, in this or in any other city."

Ask Mr. King to Intercede

There is a general and growing demand on the part of cigarmakers of the city who are the victims of the present strike that the joint advisory board call a referendum on the question of returning to work. This the joint advisory board has so far refused to do, and it is probable cigarmakers will appeal to the citizens of Tampa to assist them in fighting the matter through the courts, compelling the board to call the referendum and preventing the members of the board from packing meetings, as they have previously done.

Reliable information obtainable from cigarmakers' circles is that in case a referendum is called 85 per cent of the cigarmakers will vote to return to work. The promoters of the present strike, it is said, are receiving high pay for their activities, while the allowance to the striking cigarmakers is only $4.50 per week per family, not enough to keep body and soul together. Piece by piece furniture from many homes has been taken away for food, and families are said to be sleeping on the floor.

Although 85 per cent of the cigarmakers desire an immediate return to work, they wish to do so by means of a referendum, officially ending the strike, rather than going back to work as individual strikebreakers. That is the reason for the appeal to citizens of Tampa to assist them in forcing the joint advisory board to call a referendum, and it may be that mandamus will be brought within a few days by some of the suffering ones to compel the board to do its duty and relieve the present distress in the city.

M. D. King, a well known resident of Tampa and who formerly resided in Ybor City and who is in close touch with the cigarmakers and their needs, has been appealed to by one correspondent, who states that he represents 150 other cigarmakers who desire to return to work but do not wish to do so under the stigma of being called strikebreakers. The letter states the conditions as outlined above and asks Mr. King's help in getting justice for the sufferers from the strike. It also hints at outside influence at work in prolonging the strike.

The letter received by Mr. King is from a cigarmaker well known to Mr. King personally. It reads as follows:

"We appeal to you with the conviction that you will pay attention to our subject.

"We know that you took an active part in the settlement of the seven months' strike about ten years ago, and also that your services were summoned when the girl packers were discriminated against last year.

"We have been out on this illegal strike for nearly five months and in this period of time we and our families have suffered considerably.

"We call it illegal because we are a few of the many, that were not given a chance to vote on the present strike. It was the leader's bunch that crowded the Centro Asturiano building and granted them a vote of confidence so that they could call the strike. The majority was not counted upon or given a chance to express their opinion for the leaders knew that if put to a referendum vote the cigarmakers would have overwhelmingly defeated the initiative, because they were making the highest wages ever made in Tampa.

"At first, although we were not given a chance to give our version on the matter, we sympathized with this movement, but as time went by our eyes were opened and we then realized the truth.

"The joint advisory board knew and still knows that their 'closed shop' demand will never be granted, but they are having too good a time to give the strike up.

"We all know that they are making more money out of the strike than the manufacturers themselves in normal times. We speak only the truth, and the proof of it is that many of them are spending their 'surplus' in different ways.

"One of them has a fine car, another owns a cigar factory on Twenty-third street, as previously stated by the *Tribune* and *Times*. Their wives are taking pleasure trips to Cuba, and various resorts and good food and clothing are not missing.

"Must we on $4.50 a week, almost half starved, hold this strike a week longer?

"If they think we can, let them live on $4.50 a week and give us the 'thirty' they are getting, and you'll see how quick the strike will come to an end.

"We also believe that there's outside influence in the strike.

"And as we all see these facts, and know that 85 per cent of us will gladly return to our benches, we appeal to you to exercise your power with local business men in order to call a referendum vote to give every worker a chance to express his idea.

Cigar stamp sales for the first seven days of September reached $30,000, which is about double the stamp sales for the last seven days of August, the best previous week for stamp sales since the present cigar strike was begun.

H. S. Foley, prominent cigar manufacturer, stated yesterday that there are 2,000 cigarmakers at work in the city, besides 1,000 workers in other crafts affiliated with cigarmaking. This makes about one-fourth of the normal force at work in the factories, and the output is about one-fourth normal, he said.

CIGAR COMPANY'S FIRE LOSS

V. Guerra, Diaz & Co.'s New York Offices and Humidors Destroyed Damage About $8,000

The New York offices and store rooms of V. Guerra, Diaz & Co., located at 96 Broad street, were gutted by fire early Sunday morning. The loss, which is fully covered by insurance, is estimated to be from $7,000 to $8,000.

The origin of the fire is not known, but the blaze probably started in the store rooms of the S. M. Robins Co., restaurateur, owner of the building. The Robins store rooms were on the third floor, immediately below the V. Guerra, Diaz & Co. offices and humidors.

While the S. M. Robins Co. did not have a restaurant in this particular building, it operates a number of restaurants and high grade cigar stands in the adjoining block and other nearby sections of the downtown financial district.

The cigar company did not have any of its own goods in stock, but its humidors contained about $5,000 worth of cigars belonging to various customers. The loss on these is also covered by the insurance policies.

The only thing on the V. Guerra, Diaz & Co. floor, which seems to have escaped total destruction, or serious damage, was a handsome little cabinet containing 250 Cabanas cigars, valued at $150. This small cabinet was wrapped and sealed and was in the bottom of a large cabinet, which was packed with other high class cigars, stored in one of the large humidors.

Joseph F. Martin, manager of the New York offices of V. Guerra, Diaz & Co., says that it was not enough for the company's Tampa cigar factories to be closed for months by the strike, so this fire "lemon" has been added to the collection of bitter pills.

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

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WAITT & BOND **TOTEM**

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FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

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Insurance Engineers and Brokers Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

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Turkish Tobacco Fields in Southern California

John Glenn, an Experienced Planter from Tennessee, Is Making a Success at Monrovia—Approximately 25,000 Pounds Obtained from 29 Acres—Cost of Producing the Crop About $150 Per Acre—Will Raise More Next Year.

That an excellent grade of Turkish tobacco of the kind that is largely used for cigarette manufacture in this country, can be profitably grown in Southern California has been proved by John Glenn of Monrovia, a former Tennessee tobacco planter, who is getting a bumper crop from thirty acres set out in Monrovia and Arcadia.

Mr. Glenn, who with his partner, David Ford of Los Angeles, has twenty acres planted in Arcadia and a nine-acre field in Monrovia, believes he will realize more than 800 pounds of cured tobacco to the acre. The price, of course, is dependent upon the quality and varies from 60 cents to $1 a pound.

The Monrovia planter raised tobacco in the old South since his boyhood. Also he has successfully raised crops in northern and central California. His crop here is the first commercial planting of Turkish tobacco in this section of Southern California, and will, Mr. Glenn believes, prove the forerunner of a profitable industry.

The tobacco grown here is a cross between the famous Samsoun and Kavala Turkish tobaccos, and besides its use in cigarettes, forms a part of the body of several well-known pipe mixtures. The Turkish leaf is about one foot in length on the average and half that in width. It is nearly a third smaller than the Virginia leaf, with which, also, Mr. Glenn is experimenting here.

That the profits from tobacco culture in Southern California are large under favorable conditions is indicated in the yield of the Monrovia and Arcadia plantings. According to the Monrovia planter, who has kept a careful account of expenses in connection with his tobacco growing, the planting, cultivating, picking, curing and baling of the crop, together with rent of land, irrigation and other expenses, amount to approximately $150 per acre.

Mr Glenn planted his crop in April and May, after propagating the plants from seeds that he had saved from another crop last year. A score of women and boys are now at work helping to prepare the leaves for "curing. After being cut from the stalk the leaves are carried to the tobacco shed where they are strung on long twines, in strings averaging about fifteen pounds each. These strings are attached to lath and set on drying racks in the sun. The tobacco is "sun-cured" for three or four weeks and then removed to the sheds again for two or three weeks of sweating, after which it is baled and ready for sale. The crop is cured by the first of October.

Sale is made by sample, the planter guaranteeing his product to be equal to the leaf submitted as a basis for price-fixing. Two markets—one in San Francisco and one in New York—are getting the Monrovia and Arcadia crops.

Tobacco culture is neither difficult nor expensive in Southern California, according to Mr. Glenn. Pests of the insect type are practically non-existent, there are no hail storms to cut the leaves to ribbons, as sometimes happens elsewhere, and on fair soil, with irrigation, a good crop is practically assured. The gophers and jack rabbits have developed a strong taste for the weed, but they can be controlled, Mr. Glenn said. Should the quality of the southern-grown leaf be as good as expected, the crop will undoubtedly prove a most profitable one to grow, in Mr. Glenn's opinion. The culture of Virginia tobacco now being tried, is interesting in that the leaf is a third larger and consequently gives a much heavier pound-yield to the acre.

Glenn & Ford are planning to set out a much larger acreage next season.

CIGARS FROM PORTO RICO

Per S. S. Coamo. Arrived Sept. 13.

Consignees:

New York—	Cases
Infanzon & Rodriguez	8
Porto R. American Tob. Co	318
Pedro Costa	4
United Cigar Stores Co	259
El Coro Export & Imp. Co	8
Villar Lanza & Co	9
F. Bonilla	4
Cien Porciento Co	7
P. R. Express Co	3

TOBACCO FROM PORTO RICO

Per S. S. Coamo. Arrived Sept. 13.

Consignees:

New York—	Barrels
L. Hirsch	57
P. R. American Tob. Co	70
A. Campesino	15
American Sumatra Tob. Co	179
International Planters Corp	10
Philadelphia Leaf Tob. Co	5
Maurice Winter & Co	51
Durlach Bros.	177
M. A. Sola & Co	19
American Cigar Co	118
R. L. Smith	3
Stern-Mendelsohn Co	179
Luina, M. F.	12
Hamburger Bros. & Co	143
Goldsmith & Block	30
M. Gans & Son	70
P. R. Express Co	37
M. Lopez & Co	24
A. Philippi & Co	12
	Bales
M. Lopez & Co	30
American Cigar Co	613
Hamburger Bros. & Co	9
Stern-Mendelsohn Co	142
M. A. Sola & Co	10
Maurice Winter & Co	74
P. Lorillard Co	200
Durlach Bros.	28
P. R. American Tob. Co	50
L. Hirsch	9
Rosenstadt & Waller	100
A. Campesino	5

TOBACCO FROM HOLLAND.

Per S. S. Nieuw Amsterdam. Arrived Sept. 7.

Consignees:

New York—	Bales
E. Rosenwald & Bro	168
Herzog & Sarluy	26
L. Schmid & Co	708
S. Rossin & Sons	28
Pretzfeld & Co	213
Cullman Bros.	231
General Cigar Co	369
H. Duys & Co., Inc	1,604
J. H. Goetze & Co	129
Robert Schubert & Co	77

Per S. S. Samland. Arr. Sept. 8.

Consignees:

New York—	Bales
Transcontinental Tobacco Co	10

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**

145 WATER STREET, NEW YORK

THEY WIN ON POINTS!!!

As to quality Manila Cigars meet every test.

Philippine Cigar Leaf is naturally Mild, Sweet and Aromatic.

All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

Prices that allow a fair margin of profit under present competitive conditions enable dealers to

MAKE MONEY ON MANILAS

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THE MEADS TOBACCO CO.

IF IT'S TOBACCO

WE HAVE IT

RED LION, PA. U. S. A.

I. H. WEAVER

- - PACKER OF - -

All Grades of Leaf Tobacco

237-39-41-43 N. Prince St., LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.

Correspondence Solicited

SEEDLEAF TOBACCO GROWERS COMPANY, Inc.

LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers

Connecticut and Pennsylvania Leaf Tobacco

320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

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BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.

Lamour Street and M. & P. R. R., York, Pa.

J. E. PERKINSON, President

C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.

INCORPORATED

PACKERS AND DEALERS IN

LEAF TOBACCO

Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

Losing No Time Harvesting Tobacco at Lancaster

In Weight the Yield May Exceed Last Year's Crop 300 Pounds Per Acre—Hope to Have All the Leaf Housed Before October 1—City Councilman David H. Miller, a Well Known Tobacco Packer Passes Away—Buyers Await Orders—The Issue Is "Prices."

LANCASTER, Sept. 10.—Throughout the county, tobacco growers are hard at work cutting and housing their crops. The tobacco crop is by far the leafiest and most prolific raised in this county for years. It will exceed last year's crop in weight by at least 300 to 350 pounds to the acre. The writer has seen fields, lots of them, with no leaves less than 20 inches in length and from that up to 36; in some instances 40 inches long.

About 60 per cent of the farmers are harvesting now. By October 1 this year's crop will be in the sheds. The weather of late has been fine and sunshiny; all in favor of the farmers. Growers now must watch their tobacco closely in the shed to guard against "shed burn." They are devoutly wishing for dry, sunshiny conditions for curing in the barns. Should we have damp, muggy, "sticky" weather or get a delayed "Indian Summer," weather conditions will cause incalculable damage, for the plants have to be hung closely together because of a lack of housing room. Under adverse weather conditions this would cause fermentation to start up, to the detriment of the crop.

The amount of injury caused by hail and dust is inconsequential. The big issue is "prices."

The price of tobacco here will be around 20 to 22c for wrappers and 5c for fillers. Packers and manufacturing packers cannot pay more and sell their cigars at present figures. Rumors are flying fast and wild about purchases being already made in the county. Local papers making a bid for farmer patronage are trying to boom prices and make it hard for the legitimate buyers to secure goods. The facts are (the writer has personally investigated and *knows* what he writes is the truth) that a few crops have been bought and they were very choice ones at that, at 20c for wrappers and 5c for fillers.

This leaves the farmer a good profit, in fact more money than he can make on any other crop he raises.

We are having a recurrence of what we had last year relative to a price boom, but when the big buyers got in the field they bought all they wanted at prices ranging from 16 to 20c for wrappers and 6 to 10c for fillers. However, fillers this year will not bring over 5c, for there is far less demand for them this year than there was last and packers would prefer to buy crops and leave the fillers out if raisers would sell that way. Packers stick to the theory that nothing is cheap they cannot dispose of and they sure are right in their deduction.

The money market will cut a big figure in the buying of this year's crop. Packers in many instances will be unable to borrow as much as they need from the banks, and for what they get they will have to pay a high rate of interest. Unless money gets "easier" between now and receiving time, there will be a lot of the crop left unsold for want of ready funds.

The writer had an interview with the president of a large local banking institution recently. He said he had to let lots of "gilt edged" investments get away from him, money was so tight. He also remarked that he would help out tobacco packers who deposited in his bank as far as was in his power, but would be unable to give them the accommodation he did last year.

Managers for the large concerns here are waiting for orders from headquarters to take to the field, but as yet no intimation has been given as to when active buying will begin.

T. J. Owens, local representative and packer for Geo. A. Kent & Co., Binghamton, N. Y., has bought some tobacco of this year's raising in Juniata county as well as a few acres in this county, but outside of him there has been no authentic buyer in the field.

Some Havana Seed has been disposed of in Washington Boro (about 12 acres), but writer was unable to get the price.

This tobacco was raised and housed in from 45 to 50 days, a record, although curing conditions have not been good in that section. Humid atmosphere has caused considerable shed burn.

A. E. Winnick, of New York, has purchased the factory on West Marion street, this city, formerly conducted by Thos. Holzman. He intends making high grade cigars only. He has secured the services of an old and competent foreman, a Mr. Stahl, from New York. Winnick's prospects are of the best, as he has been affiliated for years with the cigar industry and knows all the good trade both East and West. His success is assured from the start for a number of jobbers have promised to take his output.

The community was shocked to hear of the death of David H. Miller, a tobacco packer and bundler, which occurred Wednesday morning at 7.20 o'clock at his residence here. Mr. Miller was in his sixtieth year. For more than 25 years he was engaged in the business of plumber and tinsmith and enjoyed a large patronage. He retired from the business 10 years ago and became a packer of tobacco. He was a well known builder and erected several rows of dwellings on James, Lemon and Prince streets. He also built four large warehouses, three of which he sold a few weeks prior to his death.

He served in the City Council for 13 years from the 9th Ward. He was a member of the Elks and Knights of Pythias.

Smiling and affable, a good father, a good business man, a man of integrity and high ideals, his loss is keenly felt not only by his family but also by the community in which he lived.

Max Mendelsohn, of Mendelsohn Cigar Co., is here speeding up the production in his factory.

Al Koshland, of Wertheimer & Sons, Baltimore, is here looking after the sampling of their 1919 packing.

Louis Kramer, of Bayuk Bros., Philadelphia, is here superintending the sampling of his recent purchases of 1918 and 1919 tobacco.

Cigar manufacturers here are overly busy if they happen to be producers of the better brands. But those who make more of a specialty of Class B cigars are not rushed. DICKIE.

LEAF TOBACCO FROM ST. THOMAS

Per S. S. Guiana. Arrived Sept. 4.

Consignees:

New York—	Cases
H. Duys & Co.	1

BENJ. SCHWARTZ

EXCLUSIVELY

PACKER PENNSYLVANIA BROAD LEAF

AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A

Correspondence Solicited

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High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

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SCHARLIN SNUFF & TOBACCO CORPORATION

STANDARD QUALITY SNUFFS SINCE 1876

GAMBETTA SNUFF
(French Rappe)

1½ oz. Round Boxes
1¾ oz. Foil Packages
1 Pound Glass Jars
5, 10, 20 lb. Clay Jars
Scharlin's Special Rappe, 5, 10, 20 lb. Jars.

RUSSIAN SNUFF

Russian Machorka, 1 oz. Cans
Russian Machorka, No. 1-1, 5, 10 lb. Jars.
Russian Machorka Strong, 1, 5, 10 lb. Jars
Russian Plain, 1, 5, 10 lb. Jars or Cans
Russian U. S. B. Brand, 5, 10 lb. Cans
Russian U. S. B. Makuba, 5, 10 lb. Cans

GAMBETTA BOX

Samples and Price List Upon Request.

MACCABOY SNUFF

1¾ oz. Cans
1 lb. Glass Jars
5, 10, 20 lb. Jars
Scharlin's "Special Maccaboy" 1, 10, 20 lb. Jars

SCOTCH SNUFF

Sweet—Salt—Strong
Columbia Scotch, 10 ct. Cans
Cook's Scotch, 16 oz. Bags

ITALIAN SNUFF

Sant Anthony Tabacco da Naso
1 oz. Cans
3½ oz. Packages
5, 10 lb. Cans

EXECUTIVE OFFICES: 123 LIBERTY ST., NEW YORK

Tobacco Exports from New York

During the Month of July, 1920

Leaf Tobacco

	Dollars.	Pounds.
Azores	1,120	2,950
Belgium	35,960	98,028
Denmark	8,577	23,505
France	590,200	2,285,195
Germany	4,557	26,040
Gibraltar	9,108	85,995
Italy	1,464	5,745
Netherlands	481,738	1,178,270
Norway	33,984	90,980
Portugal	1,077	2,640
Sweden	246,411	357,339
Switzerland	3,853	12,715
England	311,685	418,907
Panama	894	1,900
Jamaica	37	100
British W. Indies	3,958	13,816
Danish W. Indies	198	662
Dutch W. Indies	456	1,217
French W. Indies	7,183	28,145
Haiti	40,042	130,106
Brazil	3,389	5,799
Colombia	3,799	6,500
British Guiana	2,518	8,403
French Guiana	2,934	10,385
China	453,875	592,720
Kwantung	27,996	39,996
Japan	6,883	27,332
Australia	6,347	12,863
Philippines	37,013	95,028
Belgian Kongo	720	2,000
British W. Africa	372,429	811,788
Canary Islands	8,941	50,270
French Africa	109,613	309,750
Liberia	9,702	26,489
Egypt	1,437	4,790
Totals	2,832,098*	6,668,368

Stems & Trimmings, Tobacco

	Dollars.	Pounds.
Gibraltar	1,548	12,746
Totals	1,548*	12,746

Cigarettes

	Dollars	Thousands
Denmark	1,000	500
France	1,017	200
Germany	7	1
Gibraltar	1,008	350
Italy	151,914	55,003
Netherlands	300	25
Norway	22,040	3,664
Portugal	119	45
Sweden	619	44
England	245	50
Nicaragua	1,608	332
Panama	19,322	10,608
Mexico	265	40
Newfoundland	59	5
Jamaica	16,088	8,074
British W. Indies	289	70
Cuba	4,947	1,230
Danish W. Indies	585	145
Dutch W. Indies	375	95
Haiti	3,017	830
Santo Domingo	5,136	1,140
Argentina	649	152
Chile	448	154
Colombia	277	311
Dutch Guiana	523	132
Peru	800	200
Venezuela	340	73
China	52,163	19,525
British India	179,989	61,850
Straits Settlements	32,195	27,125
Br. E. Indies	530	200
Dutch E. Indies	3,684	1,100
Hong Kong	1,470	700
Japan	1,140	300
Persia	33,300	11,100
Siam	9,450	7,500
Turkey in Asia	7,500	2,500
Australia	32	10
New Zealand	1,918	538
Philippines	11,665	4,300
British So. Africa	40	10
French Africa	794	148
Egypt	162	20
Poland	10,000	5,000
Totals	580,029*	225,395

Cigars

	Dollars.	Thousands.
Germany	300	3
Italy	52,500	2,500
Portugal	219	4
Newfoundland	150	13
Santo Domingo	198	5
Egypt	80	1
Totals	53,447*	2,526

Plug Tobacco

	Dollars.	Pounds.
Belgium	800	2,000
Gibraltar	300	600
Greece	16	28
Sweden	10,250	13,404
England	15,321	32,573
Panama	6,533	16,420
Mexico	80	96
New Foundland	454	650
Jamaica	379	924
British W. Indies	59	90
Cuba	4,945	12,608
Danish W. Indies	5	10
Haiti	27	60
Santo Domingo	239	380
Brazil	47	152
China	921	1,920
British India	2,361	4,213
Straits Settlements	3,988	10,208
Australia	6,968	13,000
New Zealand	10,851	15,994
Totals	64,544*	125,330

Smoking Tobacco

	Dollars.	Pounds.
Belgium	650	1,200
Denmark	1,371	3,524
Germany	20	11
Gibraltar	9,793	81,050
Italy	25,807	80,649
Sweden	1,440	2,200
England	170	152
Nicaragua	64	65
Panama	1,840	2,900
Mexico	35	52
Newfoundland	1,046	1,156
Jamaica	663	932
British W. Indies	965	1,806
Cuba	3,049	4,254
Danish W. Indies	240	200
Dutch W. Indies	8	10
Haiti	123	115
Santo Domingo	211	212
Argentina	238	200
Uruguay	42	44
Venezuela	23	25
China	105	108
British India	70	100
Dutch E. Indies	133	138
Hong Kong	86	100
Japan	430	500
New Zealand	880	600
British So. Africa	712	1,600
French Africa	54	54
Portuguese Africa	75	72
Poland	497	1,890

Other Mfrs. of Tobacco

	Dollars.
Belgium	2,500
Netherlands	24
Norway	650
Newfoundland	18
Cuba	50
British India	1,964
Dutch W. Indies	117
British W. Africa	138
French Africa	600

TOBACCO STOCKS

	Bid	Asked
American Cigar com	124	129
American Cigar pf	70	80
American Mach & Fdy	140	160
American Snuff	100	111
American Snuff pf	78	87
American Sumatra	85½	86
American Sumatra pf	89	90
American Tobacco	124	125
American Tobacco B	119	120
American Tobacco pf new	90½	91½
Conley Foil (new)	20	24
Consolidated Cigar	77¼	77½
Consolidated Cigar pf	82	83
General Cigar	61	64
General Cigar deb	81¼	82
General Cigar pf	87½	92
Geo. W. Helme com	160	165
Geo. W. Helme pf	90	95
Imperial Tobacco	8	9
Johnson Foil	100	115
J. S. Young	130	140
J. S. Young pf	85	92
Liggett & Myers	138	155
Liggett & Myers B	130	150
Liggett & Myers pf	100½	106
Lorillard P	135	137
Lorillard P pf	96	104
McAndrews & Forbes	103	110
McAndrews & Forbes pf	75	85
Porto Rico Am. T	110	118
R. J. Reynolds 'A'	70	90
R. J. Reynolds 'B'	38	40
R. J. Reynolds pf	100	102
Tobacco Products	64	65
Tobacco Products pf	85	86
United Cigar Stores	125	152
United Cigar Stores pf	95	104
Weyman Bruton com	163	170
Weyman Bruton pf	90	95

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(We've borrowed the Victor Slogan)

"GOOD WORK, JIM!" is no unusual tribute from the "big boss" to the foreman of the cigar factory equipped with Model M Universal Tobacco Stripping and Booking Machines. Good work goes hand in hand with Model M Universal. It pleases the stripper and the cigar maker because it increases their daily production. Model M Machine is efficiency itself and it promotes efficiency, accuracy and saving in every cigar factory where it is installed.

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International Planters Corporation.....Santiago, San Domingo

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Samples and quotations upon request.

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Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

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Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

W. P. HENRY CO.

Dealers and Exporters of

LEAF TOBACCO

DURHAM, N. C.

In the heart of the "Old Belt" bright district

For the cream of Carolina Tobaccos communicate with us

The Dark Tobacco Outlook

NEW CANTON, Va., Sept. 13.—There is much stir and confusion in this section of Central Virginia over the matter of probable prices for dark tobaccos the coming selling season, which, however, does not begin here fully before December 1. All the papers of this section of the State, as well as the press of Richmond, Lynchburg and Danville, are full of the subject of tobacco prices; and there is wide-spread protestation on the part of the growers against the already threatening low prices begun in the bright markets.

The crop of dark tobacco in Central Virginia—Buckingham, Fluvanna, Cumberland, Prince Edward, Appomattox, Charlotte, Powhatan, and other counties, is undoubtedly the largest and finest ever grown, in spite of reports indicating damage by rain and other causes. The crop has been harvested, for the most part, and is now housed, safe from weather conditions. Warehousemen seem fairly bewildered, and appear to know nothing of prices. Growers are cited the facts as to foreign exchange, and other discouraging features, and there is beginning to be felt a distinct protest on the part of the farmers and others directly interested in the prices of tobacco. Growers here will not hesitate long in the matter of holding off from the market, and efforts will be made to get the banks to hold them up. Merchants throughout this region will likewise do what they can to prevent a catastrophe.

Commissioner Koiner, of Richmond, in a statement recently called attention to what he termed the facts in the case, indicating that there was a decrease in production, in the aggregate, this year, and stated that there was also less tobacco in the storage warehouses than at the same season last year. This statement has been openly disputed by one of the leading tobacco authorities in Virginia, Col. A. B. Carrington, of Danville, who states that there is an enormous amount of tobacco in storage and that the crop of this year is one of the largest and finest ever grown. He predicts that the law of supply and demand will naturally produce lower prices this year. This, with the action of the Wilson market, in holding off for better prices, has had its effect here in the dark tobacco section.

Despite this, warehouses are advertising their openings widely and preparing for great business. A new firm is frantically advertising for lumber to erect a new warehouse for selling in Dillwyn, a prominent market of Buckingham county, and indications are that there will be an enormous quantity of tobacco to be sold this season.

Inasmuch as this section raises tobacco almost exclusively for export, buyers are something less than optimistic. Frankly, they appear to be nonplussed, giving out no information whatever. Growers are threatening openly to cease raising tobacco entirely after this year, unless reasonable prices prevail. They say they will turn their attention to hay, grain and live stock. Plainly, Virginia is facing a crisis in the tobacco situation, and within the next few months it will be determined whether or not dark tobacco will continue to be a crop in one of the richest dark tobacco sections of the United States.

PLUMMER F. JONES.

An Average of $24.91 at Wilson

WILSON, N. C., Sept. 11.—The average paid for tobacco on the Wilson market for the first four days of the present season was $24.91, according to figures compiled by Johnson King, president of the Wilson tobacco board of trade.

There have been 1,423,296 pounds of tobacco sold on the floors of the warehouses here thus far this season, bringing to the farmers $354,606.85. The average paid for tobacco during the same period last year was around 42 cents.

Georgia Tobacco Shipped to Wilson

SWAINSBORO, Ga., Sept. 11.—Emanuel county shipped today her first car of tobacco to Wilson, N. C. Joe Ehrlich, who operates a large department store here as well as large farms near Swainsboro, planted this year 110 acres and he will gather about three cars of tobacco. Mr. Ehrlich states that he does not expect to make much money this season, but he will go in strong for tobacco another year and expects to realize large profits from it.

The Tobacco Tour Is Postponed

VALDOSTA, Ga., Sept. 11.—The Tobacco Special, which was to have been operated from Valdosta into North Carolina over the Georgia and Florida Railroad, starting Monday, September 27, has been postponed for a week or two. Owing to bad weather conditions in North Carolina the railroad officials learned that the gathering and marketing would not be at its best just then, hence the postponement until a later date this month.

As the trip is planned for educational purposes for South Georgia people, the road did not care to take its guests into North Carolina except at a time when they could see the tobacco industry at its best. It is believed that conditions will be right for the trip within two weeks, when the new date will be announced.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

CHINESE LEAF TOBACCO

C. N. Kan, President — Y. K. Kan, Vice-President

Cable: "Nanyang" — Tel. Circle 3958

THE NANYANG BROTHERS TOBACCO CO., Limited

680 FIFTH AVENUE, NEW YORK

Head Offices, Hongkong and Shanghai

Tobacco Sales Close at New Bern

NEW BERN, N. C., Sept. 9.—Ten minutes after the opening of the New Bern tobacco market today, and while the initial sale was in progress at the Banner warehouse, growers vigorously protested because of the low prices paid, and they demanded that the sale be stopped.

There was, it is estimated, 400,000 pounds of tobacco on the floors of the three houses when the sale started, with fully 50,000 pounds more waiting to be placed on sale. The sale started promptly at 10 o'clock. Probably 25 piles had been sold at prices averaging 20 cents a pound before a husky farmer threw up his hands in protest. "It cost us 30 cents a pound to raise this tobacco; men let's have this sale stopped," he said.

All over the house men backed up the protesting grower's words with loud hurrahs. The farmer who started the ball rolling was immediately seconded by another, who voiced his opinion about the low prices being offered, demanding that all sales be stopped until higher prices should be offered. The insistent demand of the farmers brought about cessation of the sale. The management of the three New Bern houses immediately offered their houses to the farmers for storage purposes until such time as prices increase and sales are resumed.

The blow struck farmers squarely between the eyes. Many were of the opinion that the tobacco on the floor ought to have been disposed of and the market then closed until the situation has become settled, but the majority of the farmers were in no mood for such action, and there was every evidence of a grim determination not to submit. At a meeting of the tobacco warehousemen and buyers in the afternoon at the chamber of commerce it was decided to reopen the market. Warehousemen and bankers discussed the situation with buyers in every phase, and the latter agreed to pay the very highest price possible for the tobacco.

The action of the farmers at New Bern is additional evidence of the temper of the planters not to submit to whatever the manufacturers choose to offer for tobacco. The initial movement in this direction was taken on the previous day on other eastern North Carolina markets, the markets at Greenville, Kinston, Wilson and Goldsboro either closing or threatening to close on account of the low prices offered.

Report Acreage Doubled at Sanford

SANFORD, N. C., Sept. 9.—The Sanford tobacco market is scheduled to open Tuesday, September 21. J. C. Washington and W. J. Stem, formerly of Oxford, but who have been running a big warehouse this season at Darlington, S. C., will operate the warehouse formerly run by A. C. Hughes. Jim Yarboro will hold forth again at the Yarboro warehouse. This insures a live market for Sanford this year. Buyers from all the leading companies, including the Imperial, Export, Ligget & Myers, R. J. Reynolds, J. P. Taylor, and the American Tobacco Co., will be on this market, many of them having already arrived. The tobacco acreage in this section has perhaps been doubled. The quality of the weed is fair, considering excessive rains, though the farmers are not elated over the prospects for high prices in the light of the opening of the eastern markets this week.

Looking for Relief in Greenville

GREENVILLE, N. C., Sept. 11.—While conditions are still panicky there is some recovery, better grades tobacco here selling better, but common is low. Tobacco board of trade is doing its best to remedy conditions. Farmers held big meeting today, passed resolutions, organized and appointed representatives to the Wilson meeting next week. The farmers seem ready to follow any lead promising better conditions.

Improvements Anticipated at Kinston

KINSTON, N. C., Sept. 10.—Total sales for the week, 906,726 pounds. Average price per pound, 20.58 cents. Sold to date of 1920 crop, 906,726 pounds. Average price per pound, 20.58 cents. Market opened Tuesday of this week. Prices increasing each day and are expected to be generally satisfactory soon.

E. M. SPEED, Secy.,
KINSTON TOBACCO BOARD OF TRADE.

Not So Good as a Year Ago

LYNCHBURG, Va., Sept. 12.—The sale of dark tobacco primings on the market here during the past week aggregated 148,000 pounds, this being an increase of 46,000 pounds sold the same week last year. The average for the week was $5.20 per 100 pounds. The top price for the week was $25. Although the price has stiffened during the week the average is lower than at the start of the sales a year ago.

Changes at Statesville

STATESVILLE, N. C., Sept. 9.—The Statesville tobacco market will open Tuesday, September 21. The new Iredell warehouse will be under the management of Childress & McCormick and the Planters warehouse will be under the management of Matze & Nichols. Buyers representing the leading tobacco companies will be on hand.

Beginning Made at New Bern

NEW BERN, N. C., Sept. 11.—Total sales for the week, 244,790 pounds. Average price per pound, 23.40 cents. Sale opened Thursday, Sept. 9.

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Regarded as Premature in Lynchburg

LYNCHBURG, Va., Sept. 10.—Local tobacco commission men look upon the move to induce the farmers to hold their 1920 tobacco crop as somewhat premature, as far as the dark markets of the State are concerned, for comparatively little tobacco is expected upon the market here before the close of October.

The crop will not mature for marketing until in October, and weather conditions usually do not enable the planters to get on the market before November. This year the movement of the "weed," if it moves normally, will be later than usual, because of the presidential election. Excepting primings, very little dark tobacco is expected to be sold here before the election.

Sales Very Light at Wilson

WILSON, N. C., September 9.—W. J. King, president of the Wilson Tobacco Co., in a market report for the week ending Thursday, says: "Tobacco sales amounted to 1,093,902 pounds selling $276,404.70, averaging $25.25 per hundred.

"There is a good deal of dissatisfaction about prices in this section, but we feel that the farmers will soon become reconciled to the conditions, and offer their tobacco for sale.

"Sales have been very light since the opening, and will probably be light for the next few days, as the farmers are all inclined to hold their tobacco for better prices."

Higher Prices Paid for Primings

NEW CANTON, Va., Sept. 11.—The Farmville, Va., tobacco market, now open for the sale of primings, showed a considerable increase in price of primings this week over the previous several weeks, when the prices were very low. The prices this week ranged from $3.00 to $24.50 a hundred. Growers are elated and are rushing their offerings in to market. The four warehouses are fairly busy.

The Lynchburg dark tobacco primings market increased in both price and quantity this week, the sales for the past five days making a total of 148,300 pounds. The prices paid this week ranged from $3.00 to $25.00. Many piles sold for $20 to $23. The new Lynchburg bright market will open September 23. Lynchburg warehouse men continue to advise growers to air cure some of their late tobacco, since the indications are for a good demand for the air-cured product.

PLUMMER F. JONES.

Kinston Tobacco and Cotton Protective Association

KINSTON, N. C., Sept. 11.—Several hundred farmers formed the Lenoir County Tobacco and Cotton Protective Association this afternoon. The organization will be perfected next Saturday. A number of speeches included one criticising the federal reserve system as responsible for the crop situation, and another by Walter D. LaRoque, defending it. The reserve has been the salvation of the country, declared LaRoque, who is a banker and a farmer.

Doing Somewhat Better at New Bern

NEW BERN, Sept. 10.—Following the unsuccessful opening of the New Bern tobacco market, and its closing a few minutes later because growers had protested at the sale of the weed at the prices offered, the market was reopened again Thursday, when prices ranged as high as 70 cents for the better grades and averaged about 35 cents. It is pointed out that prices at New Bern averaged higher than on other markets even on the opening day.

Tobacco Market Trouble

W. T. Bost in Greensboro Daily News

Money scouts from Eastern North Carolina in Raleigh seeking coin for the independent tobacco men bring with them amazing stories of the feeling in the east, though one gathers from their talk that "normalcy" is possible and that the farmers are organizing as never before.

The half hasn't been told as to the intensity of hatred aroused by the first few sales. One Greenville man brought a story of a farmer uprising which had potentiality of murders galore. The sales are not so badly off as to prices as newspapers have been wont to think. Tobacco that was selling last year at the opening for 33 cents went for 22 this year, but the difficulties are different. The cost this year has greatly exceeded that of last. Laborers will go out and breakfast with one farmer at $6 a day and board, and a neighbor who offers $7 will get the workers. The cost of grading and priming is terrific. The low sales therefore, inspire mob violence and in several eastern towns the feeling has amounted almost to that.

Then the weed is inferior. In looks it is superb. It resembles a dollar dog dressed up. But put under the scalpel of the dealer it does not prove up. The farmers are disposed to be more reasonable, many of them, in the light of the enormous and the inferior crop, light, chaffy leaf that glitters as gold.

Violent hands were laid on some of the piles of weed sold in the beginning. the buyers were ordered to stop bidding, the houses were accused of stealing the crop and farmers were said to have been armed for any sort of fate. With the drop in temperature they are organizing now to protect themselves by limiting the acreage and strictly policing the organizing after reduction has been compassed.

The independent men do not fear that prices will go up. They say the good quality sells well now. It does not equal that of last year, but times were abnormal and the market was freakish. The difficulty now is getting money for buying in the crop as it is offered. The banks in the home markets do not appear to have the money for use and nobody else will dare offer it.

Raleigh bankers have indicated their willingness to join in a proposed pool in which the bankers will give their surplus money to the tobacco crop which moves fast and turns the money over often. Hope of Federal Reserve aid isn't strong, though it is not vain. Emancipation of the country from Wall Street has been a great mouth-filling phrase. Now is the accepted time, independent buyers say.

The plan of eastern farmers for controlling tobacco output hereafter is interesting.

The growers are perfectly willing, many of them say, to destroy their present crop. Hundreds of them have a surplus from last year. But the bulk of their 1920 growings will be salable at good prices. The limitation of acreage next year is proposed on these bases:

The tobacco grower will be allotted three acres to the horse. He will be held to that omount. If he violates his agreement he will not be allowed to work it. Committees will wait on him and destroy his plants. Police power will be given the organization.

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ALSO ALL TYPES OF STEMS AND SCRAPS
Every Hogshead guaranteed to be packed uniformly throughout.
Our own packing plants and storage warehouses enable us to handle orders to the best advantage.
Inquiries solicited for samples and quotations.

Louisville Tobacco Sales Statistics

LOUISVILLE, Sept. 11.—The weekly report of the Louisville Tobacco Board of Trade is as follows:

Tobacco Sales for the Week and Year to September 10, 1920

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	104	..	104	3,351
Kentucky	367	8	375	9,755
Main Street	116	..	116	5,759
Planters-Farmers	265	12	277	7,642
Tenth Street	174	23	197	5,432
Louisville	230	10	240	6,962
	1,256	53	1,309	38,901
Year 1919			1,061	42,034
Year 1918			833	50,053
Year 1917			209	36,713

Classifications of This Week's Sales

	Old Crops	1919 Crop	Total
Burley	165	1,007	1,172
Dark	...	137	137
	165	1,144	1,309

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	7,238	29,421	36,659
Dark	301	1,941	2,242
	7,539	31,362	38,901

Classification of Sales to Same Date in

	1919	1918	1917
Burley	36,553	45,582	32,952
Dark	5,481	4,471	3,761
	42,034	50,053	36,713

Comparisons with Previous Years

	1920	1919	1918
SALES—			
Total Sales of new crop to date	34,603	43,244	53,314
Sales of new crop to date. Original inspection	28,671	37,643	48,666
REJECTIONS—			
Rejections this week:			
Burley	263	....	....
Dark	19	....	....
Total	282	143	33
Percentage of rejections to auction sales:			
Burley	23	....	....
Dark	15	....	....
Total	22	15	12
Rejections, Jan. 1 to date:			
Burley	9,235	....	....
Dark	475	....	....
Total	9,710	7,034	5,562
RECEIPTS—			
Receipts this week	1,189	1,233	365
Receipts, Jan. 1 to date	32,167	41,245	45,074

Louisville Official Quotations

	BURLEY			DARK
	Dark Red	Bright Red	Colory	Manufacturing
Trash (green or mix.)	4 to 6	.. to 7	9 to 11	6 to 7
Trash (sound)	7 to 9	9 to 11	11 to 14	7 to 8
Common Lugs	9 to 12	11 to 14	14 to 17	7½ to 8
Medium Lugs	13 to 17	14 to 17	19 to 24	8 to 9½
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf (short)	12 to 14	16 to 20	18 to 22	8 to 9½
Common Leaf	15 to 18	20 to 22	24 to 28	9½ to 12½
Medium Leaf	22 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, Secretary.

Paducah Market Report

PADUCAH, Ky., Sept. 10.—The market for the past week has been active, but of course deliveries and sales are gradually growing less, and farmers are generally getting their barns cleared of the old crop, and making ready for the new. In this way the old crop is moving constantly. Sales have kept up on the loose floor and through the chute, but the volume of business has been light, and will be less from now on. The Planters' Protective Association is getting the greater part of the tobacco that is now moving. It is hard to say just what remains in farmers' hands of the old crop, but the visible supply is decreasing very rapidly.

Prices on the loose floors and through the chutes have been strong, and a shade higher than last week, very little decent tobacco appearing.

The Planters' Protective Association reports quite a good many sales and they are now sampling with a view of making delivery. Their sales are made up principally of the better grades of leaf selling at 20c and up. At the same time they are selling a little of the common and medium grades at a lower price.

The weather has continued rather too cool and damp for the growing crop, but tobacco is growing well and we are pleased to say that the trouble which developed some weeks ago in black fire or some disease that was causing the tobacco to burn in the field is not as bad as it was, and we hope this trouble is done for.

So far there has been only a small part of the crop cut and housed. The greater part of this is confined to a few counties in the southern part of the district. The tobacco that has been cut seems to be curing a good color but is light because it was cut before it was thoroughly matured. Just what the crop will finally be remains to be seen, but if it can remain in the field until it is properly matured, we should have good quality and a large yield for the short acreage, and we wouldn't be surprised to see a full average yield from the present crop. W. B. KENNEDY.

Investigators Going to Kentucky

WASHINGTON, Sept. 9.—Investigation of prices paid growers for loose leaf tobacco and of the prices at which the manufactured product was sold during the six months prior to last March, provided for in the resolution of Representative W. J. Fields, Ninth Kentucky district, will be conducted in Mt. Sterling and Maysville, Ky., Mr. Fields was informed today by officials of the Federal Trade Commission.

Representatives of the commission will be sent to Mt. Sterling and Maysville in the near future with full power

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to obtain testimony from growers, warehousemen and buyers. At these two places they will summon witnesses from other sections of Kentucky's tobacco-growing country.

This resolution provides that the commission shall conduct the investigation and report to the Department of Justice not later than December 6.

Some Tobacco Being Cut Green

CARLISLE, Ky., Sept. 11.—The past week has seen much of the tobacco in Nicholas county cut and housed, although not as large amount as would have been had the weather been more favorable. Some farmers are cutting their crop green where it has been damaged by rust, in order to save as much of it as possible.

Several crops in the county which were thought a total loss on account of hail, have grown out considerable and will make a fair crop. It is believed, however, that hail, rust and other misfortunes have decreased the normal yield of Nicholas county tobacco by 35 per cent.

Growers are experiencing trouble in securing labor to help with their crops. Some cases have been reported where they are offering as high as $5 per day and board for hands.

The season has been very favorable for corn, and it is believed that the crop in Nicholas county this year will break all records.

Continued Dampness Produces Blues

HARRODSBURG, Ky., Sept. 12.—Rain, rain and still more rain, with three hail storms added in less than a week. Is it any wonder the farmers are blue? The damage done by the first two storms was reported in our last letter, and again Sunday afternoon another hail struck the section lying between Harrodsburg and Mackville. The tobacco crops that have suffered most are those of Lawrence Walker and Frank Lawson, on the O. O. Cloyd place, and the crops of Otis Milton and Jack Rayburn.

Tobacco Harvest Retarded by Rain

PARIS, Ky., Sept. 12.—Continued rains throughout the week retarded the cutting and housing of tobacco. But every farmer was busy getting the crop under cover, and fully one-half of the tobacco is now in the barns. Farmers are apprehensive that much damage will ensue to the crop in the barns, unless there is a change to clearing, dry weather. Wind is needed to dry the tobacco in order to prevent the dropping of the leaves from rot and to prevent house burning. There is considerable talk of a great reduction in next year's crop on account of the high price of farm labor.

Market More Lively in Louisville

Offerings of tobacco on the Louisville breaks this week were the largest in several months, totaling 1,309 hogsheads. They compare with 1,061, 833 and 209 for the like weeks of 1919, 1918 and 1917, respectively. Most of the leaf was redried and the quality was very common. What little fine tobacco was included brought good prices and medium red leaf seemed to be firmer.

Offerings included 165 old crop burley, 1,007 1919 burley and 137 1919 dark. Rejections during the week were 22 per cent. of auction sales. Receipts of the week were 1,189 against 1,233 and 365 for the like weeks of 1919 and 1918 respectively.

The weather has been unfavorable for cutting the new tobacco, growers report. The new weed is said to be heavy and to contain an unusual quantity of sap, due to the wet season, and warm weather is needed to dry it out.—*Courier-Journal.*

Progress Made Despite Moist Weather

FLEMINGSBURG, Ky., Sept. 12.—For the past ten weeks rain has been very plentiful, but now dry weather is needed in order to let the corn and tobacco cure up the way it should.

A great many have most of their tobacco cut, and some would have had all of it cut if it had not have been for the rainy weather.

Existing Conditions in Kentucky

Tobacco growers in Kentucky are between Scylla and Charybdis, the devil and and the watery sea. If they a low their tobacco to stand in the field, the rust and wildfire will continue to make their frightful substractions from its already greatly diminished value. If they cut it and put in the barn, there is an even greater possibility of its being ruined by horseburn, because of the extremely humid condition of the air. Probably 50 per cent of the weed is already housed, and as yet no reports have come in of any damage while in the barn.

Cutting tobacco will be the principal work of the Blue Grass growers all this week, if the weather will permit. The crop report of the state shows there will be a 10 per cent decrease in the tobacco yield from that of last year, but most growers seem to think that if the unfavorable conditions are continued longer the percentage of decrease will be much greater. And to add to their discouragement, indications are that the market will open rather low.

A record breaking corn crop is expected to largely offset the estimated loss on the tobacco crop.—*Lexington Herald.*

Higher Prices at Paducah

PADUCAH, Ky., Sept. 9.—Tobacco prices continued upward today, quotations being 2c. to 6c. for lugs and 12c. to 23c. for leaf. Twenty thousand pounds were sold.

Several big deals are pending at the Planters' Association warehouse and buyers are showing an eagerness to take all offerings of good tobacco. The unfavorable condition of the growing crop is given as the reason for the rapidly advancing prices for old crop leaf.

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Clarksville, Tennessee, and Springfield, Tennessee, Districts
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Manufacturers of the Celebrated Brands of Tobacco
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Axton's Natural Leaf Twist Tobacco
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

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Stemmery and Air-Drying Factory. Fifth and Triplett Streets
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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
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Attend Various Markets in Kentucky and Tennessee.
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Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
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Proprietors of Red River and Ryman Warehouses
REASONABLE RATES

Progress of the Burley Growers' Organization

LEXINGTON, Ky., September 12.—John N. Newman, the presiding officer of the newly organized Burley Tobacco Growers' Association, returned to Lexington, Saturday, from Wilson, N. C., accompanied by T. B. Hill of Mt. Sterling and E. M. Mansfield of Carrollton, members of the organization committee. Newman went to North Carolina to obtain first hand information concerning the tobacco situation there. He reports that much dissatisfaction, because of low prices was expressed by North Carolina tobacco growers, immediately after the markets opened. The farmers, almost unanimously, are of the opinion that something must be done. And they propose to do what they can to protect the interests of tobacco growers. "However," he said, "the policy the North Carolina growers are likely to adopt, is one of moderation. A strong organization undoubtedly will be formed, the tobacco kept at home and marketed gradually with no attempt to force the demand."

Temporary headquarters of the Burley Tobacco Growers' Association will be opened Monday morning in the United Clothing Building, Newman announced Saturday night. He will be in charge. The membership campaign of the association, now partially under way, will be directed from there and the office used as a base of operations until after the final organization meeting September 30.

Temporary officers of the Association have accepted a number of engagements to speak. T. B. Hill will go to North Carolina next week to speak and Newman has arranged the following itinerary: September 17, Carrollton; September 18, Warsaw; September 20, Glasgow; September 22, Harrodsburg; September 25, Williamstown. Other engagements will be arranged this week.

Newman, Hill and Mansfield stopped at Owingsville Saturday on their way back from North Carolina and spoke at a meeting of farmers, all of whom were enthusiastic for the organization.

"It is not our purpose," Newman said, "to cut out a crop of tobacco at any time, or to pool our tobacco.

"It is not our purpose to control the tobacco of any member, to have a capital stock nor make money as an organization; or to organize for a bluff. We are not promoters and we mean to operate on business principles as an association and obtain results that would be impossible for an individual.

"Nor is it our purpose just to form another organization. We have seen all kinds of business organizations. We meet organized industry on every hand in both buying and selling. We are not any more selfish or any more ignorant than the members of other organizations that tell us what we must pay for everything we as farmers have to sell.

"We want to make a census of the tobacco in the barns of the growers annually. This will be taken in October so that we may know before the market opens just what the supply of tobacco is.

"We want to keep in touch with the federal authorities and know exactly the stock of tobacco on hand owned by the manufacturers and dealers.

"It is our purpose to keep an accurate tab on the amount of Burley tobacco needed annually for consumption.

"We want to ascertain the grades of tobacco in greatest demand. To do this it will be our purpose to ascertain the annual consumption of each grade of tobacco, the stocks of each grade in the hands of the manufacturer and dealer and the probable supply in possession of the growers in October of each year.

"When an over supply of any grade of tobacco is evident, we hope to be able through European sales to increase the demand for that particular grade or grades.

"If the Burley area is extended and the acreage so increased as now seems to be the case, until the supply exceeds the probable demand, it is our purpose to so advise our membership and thereby prevent a loss to the grower by forewarning him of the actual conditions likely to exist in the tobacco trade. If the supply at any time is such that there is no profit in growing Burley tobacco, as sensible business men we ought to be able cooperatively to reduce the acreage to tobacco 10, 25 or 50 per cent and devote part of the acreage to the production of other profitable crops. The time should come when an intelligent, active and efficient organization of the Burley tobacco growers could classify their product into grades and be able to know the prospective prices of each grade before the crop of tobacco is planted.

"We hope through cooperation to present a united front, in promoting the interest of the tobacco grower under any and all circumstances.

"We hope to divert the lowest grades of tobacco selling at less than fertilizer prices back to the farm for fertilizer purposes.

"We hope to interest our own government in aiding us to make financial arrangements with foreign governments that they may be able to buy such grades of tobacco on the market as may not be wanted by our own manufacturers.

"By educational propaganda we hope to improve the quality of tobacco produced, discourage the production of low class Burley tobacco in sections not adapted to its growth and to encourage the planting of many such acres to food stuffs.

"It is our general purpose to meet each emergency in the tobacco industry as it arises, to cooperate with all agencies interested in the success of the Burley industry, to stand guard for the tobacco growers for a square deal at all times and to promote the prosperity, peace and happiness of those who devote their time and money to the production of tobacco."

Winners at Kentucky State Fair

Winners of tobacco prizes at the Kentucky State Fair in Lexington last week were:

Burley, cigarette type, cured—Parker & Sams, 628 South Broadway, Lexington, Ky., first; J. R. Featherstone, R. R. 1, Lexington, second; Robert E. Featherstone, R. R. 1, Lexington, third; W. N. Hensley, R. R. No. 6, Lexington, fourth.

Burley cigarette type, green—A. T. Harris, Versailles, first; J. L. Robinson, second; Parker & Sams, 628 South Broadway, Lexington, third; Robert Grey, R. R. 8, Lexington, fourth.

Burley, plug type, green—A. E. Bowman, Lexington, first; Robert Grey, second; J. S. Stanton, R. R. 8, Lexington, third; A. T. Harris, third.

Burley, sweepstakes, any type, cured or green, Parker & Sams, first.

Important Negotiations at Paducah

PADUCAH, Ky., Sept. 10.—Sales of thirty-three hogsheads of leaf tobacco to a buyer recently returned from Europe was announced tonight by C. O. Brown, sales agent for the Planters' Association. Prices ranged from 15 cents to 26 cents. The same buyer is negotiating with the association for several hundred hogsheads.

Here's a hot sign seen in the Martin windows: "Chickens have spurs, so have we, ask the man inside." This was the novel way the Martin Cigar Co. introduced Spur cigarettes.

THE STANDARD CIGAR MOLD CO.

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
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} F. O. B. New York

5% Discount allowed on all orders accompanied with remittance

Kentucky Tobacco Sales in August

Report of the State Commissioner of Agriculture

W. C. Hanna, Commissioner of Agriculture for the State of Kentucky, makes report, as follows, of actual sales of leaf tobacco, in Kentucky during the month of August, 1920:

	This month's sale of 1918 or previous year's crop			1919 crop		
	Pounds	Total dollars and cents	Average price per 100 lbs.	Pounds	Total dollars and cents	Average price per 100 lbs.
Burley Tobacco sold for growers....	16,585	2,041.74	12.31	178,065	21,144.71	11.87
Burley Tobacco sold for dealers....	226,085	21,364.24	9.93	803,015	80,948.50	10.08
Burley Tobacco resale	10,135	1,602.48	15.81	343,635	46,402.83	13.50
Total Burley and average.....	252,805	25,008.46	9.81	1,324,715	148,496.04	11.20
One-Sucker Tobacco sold for growers	.....	.....	....	8,655	1,337.80	15,58
One-Sucker Tobacco sold for dealers.	1,050	91.35	8.70	34,475	5,600.19	16.24
One-Sucker Tobacco resale.....	11,285	1,642.73	14.56	3,280	298.00	9.08
Total One-Sucker and average..	12,335	1,734.08	14.05	46,410	7,235.99	15.59
Unfired Dark Tobacco sold for growers	.....	.....	....	17,725	2,389.84	13.48
Total Unfired Dark and average.	.....	.....	....	17,725	2,389.84	13.48
Fired Dark Tobacco sold for growers	.....	.....	....	529,985	40,723.04	7.68
Fired Dark Tobacco sold for dealers.	.....	.....	....	118,670	11,225.48	9.45
Fired Dark Tobacco resale.....	.....	.....	....	1,245	92.13	7.40
Total Fired Dark and average...	.....	.....	....	649,900	52,040.65	8.00
Grand total and average.....	26,514	26,742.54	10.08	2,038,750	210,162.52	10.21

Some Tobacco Crops Are Ruined

WILMORE, Ky., Sept. 11.—Some farmers around Keene and Troy are reported to be plowing up their tobacco fields preparatory to sewing them in wheat this fall. Owing to the rapid spread of rust and wild fire during the past two weeks of rainy weather, many crops are said to have been practically ruined and will not be worth cutting and curing. Hail in sections of Woodford has also damaged tobacco.

In the vicinity of Wilmore several fields have been declared worthless and have been abandoned. In other sections the crop does not seem to have been hurt and some fields are said to be in fine shape. Not in the memory of the oldest inhabitant has tobacco presented such a varied aspect, from excellent to worthless, in near neighborhoods.

It is estimated that the general damage to the crop within the past week has amounted to hundreds of thousands of dollars in this section. The scarcity of labor and high prices asked, when it can be obtained have added to the farmers' difficulties in taking care of those crops that are good.

Rust Is a Serious Menace

WINCHESTER, Ky., Sept. 11.—The excessive rains have damaged the tobacco crops in Clark county to an alarming extent. In nearly all sections of the county, there is a prevalence of rust, and many crops are almost a total failure from house burn. Some farmers, it is said, have decided to take their tobacco out of the barn, giving up the crop as a complete loss.

In North Middletown, Bourbon county, the rust is a serious menace, and nearly all crops are affected to more or less extent. Many of the crops are house burned. It is said about half of the crop has been cut and housed.

Greek Tobacco Crop Report

WASHINGTON, Sept. 13.—H. E. Russell, American Consul at Smyrna, has cabled a report on the Greek tobacco crop of 1920. It is estimated the crop will amount to 28,200,000 pounds. This estimate includes tobacco grown inside and outside the zone of Greek occupation. The 1919 tobacco crop amounted to approximately 16,920,000 pounds, grown only in the occupied zone.

According to reports, there are 80,000 acres of tobacco land under cultivation this year in the regions held by the Greek Army, and 8,500 acres outside this area.

Stocks on hand in Symrna June 30 amounted to 21,996,000 pounds, which figure includes older tobaccos than those of the 1919 crop. Exports from Symrna since January, 1920, have been January, 3,249,204 pounds; February, 2,267,844; March, 2,045,628; April, 1,313,556; May, 881,814 and June, 1,230,504 pounds.

Affected by the Low Price of Tobacco

W. A. Bickers, American consul at Puerta Plata, writes: "Not for years have the farmers and merchants of the Puerto Plata district faced more unfavorable conditions. Last year, with ample crops, which were sold at profitable prices, farmers and merchants made large profits, much of which was used in improvements and expansions, so business became very active and orders were placed in foreign markets for unusual quantities of goods of all kinds.

"This condition lasted until the early months of this year when it became apparent that there was no demand for the large tobacco crop, which was ready to come on the market. This was a heavy blow to business of all kinds as tobacco is one of the two leading export products of this district; but, in addition, cocoa, the other leading export article, found small demand with prices even on the decrease. Under these conditions, merchants ceased to place orders for foreign goods, except such articles as were absolutely needed at once, and then only for small quantities.

"These conditions will continue so long as the prices of Dominican tobacco and cocoa are so low, for the prosperity of this district is dependent upon the money secured from these two crops."

Co-operative in Milwaukee

William Ploetz has been elected president of the new co-operative cigar factory, to be started this month by Cigar Makers' Union No. 25 in Milwaukee. Other officers elected by the directors are: A. Thornatise, R. D. Baker and Miss Tillie Schwarz, First, Second and Third Vice-Presidents; Mrs. E. Auman, Recording Secretary, and A. E. Levy, John Kanmer and Miss Sarah Kerns Trustees. H. N. Ranels, Corresponding Secretary and Treasurer, is under $5,000 bond

Consolidated's Stock Dividend

Consolidated Cigar Corporation directors have called a stockholders' meeting to increase authorized common stock from 90,000 to 150,000 shares, without nominal or par value, and upon such authorization to pay a 15 per cent common stock dividend November 1.

It is stated that apart from this "it is not purposed presently to issue any more of the authorized common stock."

The regular quarterly dividend of $1.75 a share on the common stock, payable October 15 to stock of record October 1 also was declared.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

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Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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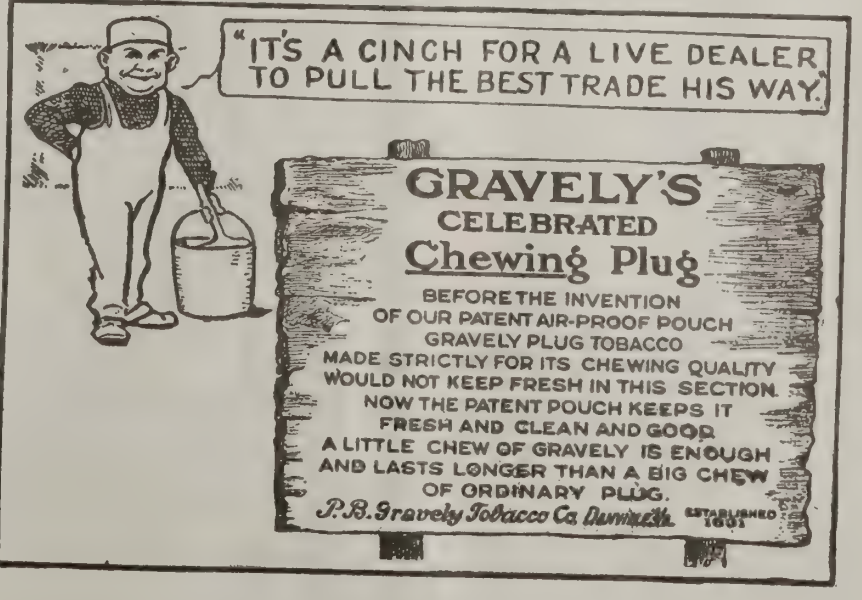
111 FIFTH AVENUE NEW YORK



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96 COMMERCE STREET HARTFORD, CONN.

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Growers of Shadegrown
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NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
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Warehouse,
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
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GROWERS AND PACKERS
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Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Connecticut Tobacco Harvest Practically Completed

Good Weather for Curing—Light, Desirable Colors Indicated—Much Broadleaf Sold—Prices Range From 75 to 85 Cents Per Pound, Assorted—From 12 to 15 Cents a Pound Offered for Pail Cut—Timothy Utilized to a Greater Extent for a Cover Crop.

HARTFORD, Conn., September 11.—Work of harvesting the Connecticut tobacco crop was finished practically last week, with the exception of some very late set patches. These late planted patches have come out remarkably and have made big tobacco, which will be safely housed before it is caught by frost. Very little "firing" had to be done as yet this year. The weather has been ideal for curing so far, but should bad weather come on, growers will immediately "fire" to prevent pole sweat .

In the broadleaf belt, buyers have been busy indeed, during the past 10 days.

The principal buyers were the American Cigar Co., the American Sumatra Tobacco Co., L. B. Haas & Co., I. Kaffenburgh Sons, A. & S. Hartman and Steane, Hartman & Co.

In many districts the broadleaf crops are entirely sold and in other districts scattering lots have been bought.

Most of the broadleaf was sold at prices varying from 75c to 85c assorted, for all grades above brokes and fillers.

Some of the growers will not be ready to sell until the crop is cured and they can be assured concerning what they have to sell.

The weather continues to be good for harvesting the late planted tobacco, and likewise it is good for the tobacco in the sheds which is curing down rapidly. Developments to date indicate light, desirable colors, and there is no sign of pole sweat yet.

Warehousemen now are ordering supplies of cases, paper and nails so they may be ready to start the season so soon as the tobacco is sufficiently cured and fit to go in bundle.

Shipments of cased goods are being made. Soon the warehouses will be cleared out of cased goods and ready to receive the new crop.

Growers already have begun to plow their lands and are starting cover crops, Timothy being the most popular. Fields where timothy has been used as a cover crop have shown a marked improvement in the production of tobacco, both in yield and quality.

Tobacco buyers who earlier in the season bought more than half of this year's crop of tobacco at Suffield, Conn., have been looking over the damage caused by the recent storm.

It's sorrowful. Many growers in Suffield are cutting down the plants and will plow them under as a fertilizer for next season.

Some of the buyers have made offers for the hail cut tobacco, ranging from 12 to 15 cents per pound in the bundle.

Hail cut tobacco is usable to some extent as fillers and "brokes." Such fillers are used, of course, in the lower priced cigars.

Adjusters for the hail insurance companies are inspecting crops that were insured against hail. They have the work practically done. A large tobacco shed containing the crop from seven acres of primed Havana belonging to Hinsdale, Smith & Co., of Springfield, Mass., was destroyed by fire at their farm in Feeding Hills, Mass., a week ago. Both the tobacco and building were covered by insurance.

X. Y. Z.

Cigar Leaf Tobacco in Great Demand

Regarding cigar leaf tobacco prospects and prices, the *New England Homestead* says: "Things are generally promising. Well they may be considering the high cost of production. Tobacco dealers and back of these cigar manufacturers are distinctly desirous almost to the point of anxiety, to secure the '20 crop—of course at terms as favorable as possible to them.

"Naturally buyers everywhere in the field are trying to get the leaf on the most favorable terms. But there is, good competition and much leaf has already changed hands. In the wrapper leaf section of the Connecticut Valley contracts for Havana seed leaf have been made freely at 45@ 65c per lb. in the bundle and all the way up to 85c for primed tobacco, assorted basis; this quite aside from shade grown market not yet fully opened."

Everyone In On the Outing

Asbury Park is accustomed to pretty girls, but it doesn't often see a prettier crowd than the seven hundred Blackstone cigar factory girls who dazzled the beach on Saturday, September 11.

Waitt & Bond employees left Newark on their annual outing in gaily bedecked special trains on the Central Railroad at 9 A. M. In addition to the factory operatives, there were about a hundred men from the mechanical department, as well as a full representation of office folks, chauffeurs, shippers, packers, tobacco handlers and general workers.

With the weather man smiling his best, the crowd quickly donned bathing suits and the rest of the morning was spent in the surf or on the sand near the Casino. After a beach lunch, the crowd spread through the dancing pavilions and amusement resorts and disported themselves as fancy dictated.

William E. Waterman, president; James M. Porter, vice-president and general manager, and C. A. Sullivan, treasurer of the company, were tireless in looking after the happiness of their big family. Philip M. Forristall, sales manager, did himself proud as a committee on refreshments. Transportation and general arrangements were in the hands of a committee made up of Marcus Conlan, advertising manager; Oscar L. Bunting, purchasing superintendent, and W. O. Goode, manufacturing superintendent.

The comfort of the girls was in the efficient charge of Miss "Betty" Miner, welfare superintendent, Number 2 and 3 factory, and Miss Blanche Decker, welfare superintendent, Factory Number 1.

W. DeForest Knapp, auditor, acted as foster father for the big delegation of office employees.

At 8 P. M. the tired but happy crowd boarded special trains for Newark, enlivening the ride with songs and confetti battles.

The Maryland Tobacco Crop

In the opinion of H. C. Gieske, of Gieske & Newman, big tobacco merchants in Baltimore, the 1919 crop of Maryland tobacco will total not more than about 30,000 hhds.; previous estimates having been only 25,000 hhds.

Mr. Gieske says: "To date, net receipts have been 16,327 hhds, leaving about 13,000 hhds. more to come this year. Unsold stocks are about 10,000 hhds., but besides, there are nearly 6,000 hhds. in warehouse belonging to various buyers.

"The better grades suitable for domestic cigarette manufacturers will not run more than 5 to 10 per cent in this 1919 crop. But, I believe that the new or 1920 crop now being harvested will prove to be much better in color and quality than the 1919 crop, and besides it will be larger, probably 35,000 hhds. or more. A normal average crop of Maryland tobacco is about 30,000 hhds.

Attempt to Revive Indiana Anti-Cigarette Law

One of the Largest Soft Drink Plants in the World Will Be Erected in Chicago by the Coca-Cola Co.—Robbers Enter the Schermerhorn Store on East Adams Street—About 1,700 Will Attend the Banquet of the Consolidated Chicago Travelers' Association—"Round the Town Notes."

CHICAGO, September 11.—From Hoosierdom comes a warning that an attempt may be made to revive the old anti-cigarette law, which prohibited the sale of cigarettes in Indiana. The Legislative Council of Women, which is supported by the Woman's Christian Temperance Union, is back of the movement.

Isadore Mayer, representing Gans Bros., called on the trade here and left for the southwest to boost La Muna line. He is showing Christmas packings of 10 and 25's.

The main store of H. M. Schermerhorn Inc., 65 E. Adams street, was broken into a few nights ago and several hundred dollars in cash and merchandise were taken by the robbers.

J. Pines & Sons, west side jobbers, are placing the Ko-Co, 8 cent cigar made by Kohlberg & Co., of New York. The list price is $58.

The Consolidated Chicago Travelers' Association, composed of salesmen for Chicago clothing manufacturers, will hold their annual banquet this month at the Marigold Garden. A dinner for 1,700 has been arranged. Aaron White booked the cigarette order and Schinasi Naturals will be the only cigarettes at the banquet. Ed Littman of the Prairie Cigar Co. secured the cigar order, which was for Romeo-Garcia mild Havana and Massetto clear Havanas.

A. H. Fairwell, 214 West Van Buren street, finds sales on his Zurica brand increasing each week. He also manufactures the Parkway Club and is getting many repeat orders.

"When you hear all the things the crowd calls the umpire, you realize more keenly than ever what a deaf man has to miss."

Iwan Riess & Co., the Wells street jobbers, have given up the agency for the Lewis Single Binder cigar.

Sigmund Rosenthal of H. M. Schermerhorn, Inc., succeeded in opening up several fine club and hotel accounts on the Rey del Mundo imported cigar, for which Schermerhorn, Inc., is the distributer in this territory.

Broker Leopold Levy has added to his lines. He now represents 59 cigar and stogie factories. His Chicago office is room 56, Palmer House, where he welcomes the trade.

All the large retailers have placed orders for the Romeo-Garcia, Boite Nature packing of 10 cigars which this year will retail for $1.25 the box.

F. C. Hernandez & Co. manufacture high grade Havana cigars at 3241 North Clark street. They are also importers of Havana leaf tobacco.

"It was difficult to make the nation dry, but it would be still more difficult to make it wet again."

The Cortez cigar is "going over" big for its distributers, Grommes & Elson.

Robert Emmett, a 10 cent cigar packed in tins, is now offered at the store of E. P. Oakes. Robert Emmett is made in Detroit.

Fred L. Wells, at 200 West Jackson boulevard, has a very large window display of the Romeo-Garcia brand. Nine sizes are seen in the display.

Keiffer & La Due, high grade Washington street cigarists, are now offering to their customers the Estos Si cigar that is made in Tampa by Fernandez & Fernandez.

The Trans-Pacific Trading Co., 222 North State street, is having marked success with the Don Julian and Sophomore brands of cigars. John E. Rockpenny is the general sales manager and they have their brands placed in hundreds of Chicago stores. They have discontinued the Lord Byron brand that was made by the Havana Production Co. and will shortly place with the trade their Apache, "the very latest" in high grade mild Havanas.

Aaron White has Natural and Afternoon cigarettes placed with every dealer in the loop. Both brands are showing big increases in sales.

Howard Lorimer, manager of the John A. Lorimer cigar store, 315 East Garfield boulevard, is again on the job after a pleasant vacation spent at Barron Lake, Michigan.

Contract cigars, major size, selling at 7 cents, are being placed on the market by Robert J. Lytle, Chicago's popular cigar and stogie broker. The Contract label is an old brand formerly made by the United Cigar Manufacturing Co.

B. M. Fitzgerald, president and general manager of the B. M. Fitzgerald Cigar Co., wholesalers at Dubuque, Ia., passed through Chicago with his family en route home from a two months' vacation spent in Michigan.

J. A. Lorimer, south side cigarist, is on a motor tour through Michigan.

"Potatoes are coming down to where one again speaks of a peck, rather than a pound."

Nathan Fox Co., distributor of Havanettes, the headless cigar that sells 5 for 15 cents, is sending the trade a circular calling attention to the merits of this smoke. They are packed in foil packages of 5—100 to the box. They are made by the P. Lorillard Co.

The Chicago trade is wondering what has become of Bob Ellis of Sanchas & Haya fame. Nobody has heard from Bob since he left here for Cleveland some 10 weeks ago.

Couthones have placed their opening order for the imported Rey del Mundo brand. It will be featured in all their stores and hotel stands.

The Union News Co. show in their many stands the Cressida brand of E. H. Gato Cigar Co. "Who closed the deal?" Why, Fred Oakes, of course.

The Daly Tobacco Co. of South Bend, Ind., is putting over the Della Casa mild Havana in great shape. Charlie MacFarland made this connection for the El Predomino Cigar Co.

"People who wish to achieve freckles should bear in mind that the summer is waning."

Newman Bros. have opened a cigar stand at 1213 West Van Buren street. They show many popular brands and are featuring Romeo-Garcia mild Havana.

A "very special" at the Schulte stores, 20 Windsor Castle Fags for 13 cents, or 40 for 25 cents. The regular price of Fags is 20 for 20 cents.

Relu, made by the Reed Tobacco Co. of Richmond, Va., is being advertised in the Chicago newspapers. Relu cigarettes retail 20 for 20 cents and carry a union label. "It's a bird of a smoke."

Perfecto Garcia, favorite size, is now listed at $140, to retail 20 cents straight.

Eddie Ackerburg says "A marriage license may be a kind of court plaster used in patching up broken hearts." Ed is still single and working for his Dad, popular Henry Ackerburg.

Lord Salisbury cigarettes are showing quite an increase in sale on the Chicago market.

"A man's ears are placed so that he may catch all things said to his face. It never was intended that he should hear the things that were said behind his back," says Jerry Clancy.

Edgeworth, plug slice, 1½ oz. tins, retail at 17 cents.

Schemerhorn's Inc. is showing in all their stores La Persiana, a new brand in the Royal and Major sizes at 10 cents, $5 the box of 50.

At the Arcade Cigar Store, 3569 Cottage Grove avenue, large Flor de Melba signs have been painted in the windows.

A classy Murad cigarette display is shown in the window of the Grove Pharmacy at 31st and Cottage Grove.

Spur cigarette posters are shown in all the windows of the south side cigarette dealers.

The Aldine Pharmacy at 3645 Cottage

(*Continued on page* 42)

WE HAVE
2,000,000 Manila Cigars For Immediate Delivery
AND WE ARE RECEIVING
2,000,000 CIGARS MONTHLY
We have 17 of our own registered brands in various sizes. Classes A, B and C. Quality Guaranteed. Brands given to jobbers for exclusive use in their territory.
WE GUARANTEE TO DELIVER ALL ORDERS PROMPTLY
We Will Submit Samples and Prices Upon Request.
COHN BROS. CIGAR CO.
325 W. Madison St., Chicago, Illinois

A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S
E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

Dealers and Jobbers
who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

Cable { New York—Muselano / Habana—Lamelvlile

SELGAS & CO.

Leaf Tobacco Dealers

NEW YORK
128 Water St.

HAVANA, CUBA,
138-140 Consulado St.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.

Importers of Havana Leaf

Zulueta 44
Havana, Cuba

152 Front St.
New York

LESLIE PANTIN

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON

Exporters & Commission Merchants

HAVANA LEAF TOBACCO

The Greatest Stripping Facilities in Cuba

ZULUETA 44-46 HABANA, CUBA

HIJOS DE DIEGO MONTERO

S en C
COMMISSION — EXPORTERS
LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

New Prices on Imported Havana Cigars

To Be Effective Shortly
Announced by Henry Clay and Bock & Co.

	Wholesale Per M.	Retail per 100
Aguila de Oro (Bock)		
Almuerzos, 1-20	$285	$35.00
Ambassadors, 1-40	245	30.00
Cabinets, 1-40	370	45.00
Culebras, 1-20	220	27.00
Fancy Tales of Smoke, 1-40	420	50.00
Liliputanos, 1-20	150	18.00
Longfellows, 1-40	610	73.00
Londres, 1-20	210	26.00
Obsequios, 1-40	355	45.00
Panatelas, 1-10	185	22.00
Panatelas, 1-20	188	22.00
Panatelas, 1-40	193	23.00
Panatelas Imperials, 1-40	320	39.00
Perfeccionados, 1-40	225	27.00
Perfectos, 1-40	270	31.00
Princesas, 1-10	180	23.00
Puritanos Finos, 1-20	195	23.00
Regalia Elegantes, 1-20	220	27.00
Torpedos del Japon, 1-80	335	40.00
CABANAS		
Adorables, 1-40	350	43.00
Aplastantes, 1-40	365	45.00
Belvederes, 1-20	220	26.00
Bouquets, 1-40	275	32.00
Brevas, 1-10	230	28.00
Buds, 1-40	240	29.00
Cabanas, 1-40	325	39.00
Cazadores, 1-20	240	29.00
Conchas Especial, 1-20	170	19.00
Coronas, 1-40	460	55.00
Cremas Deliciosos E. C. S., 1-10	285	35.00
Creme de la Creme, 1-10	280	34.00
Curiosidades, 1-20	200	23.00
Deliciosos, 1-40	255	31.10
Don Antonio, 1-10	325	39.00
Eloisas, 1-40	265	32.00
Eminentes No. 1, 1-40	420	50.00
Exceptionales, 1-40	440	52.00
Excentricos, 1-40	350	42.00
Imperiales, 1-40	375	45.00
Inclitos, 1-10	460	55.00
Invencibles, 1-40	390	47.00
Kings, 1-20	225	27.00
Knickerbockers, 1-10	260	31.00
Lady Fingers, 1-20	190	23.00
Lo Mas Sublime, 1-40	480	57.00
Longfellows, 1-40	200	23.00
Lords of England, 1-40	335	41.00
Londres Finos, 1-10	215	26.00
Magnolias, 1-20	265	32.00
Maravillosos, 1-40	630	80.00
Maravillas de Cuba No. 1, 1-40	750	95.00
Marquesas, 1-40	535	67.00
Non Plus Ultra, 1-40	335	40.00
Non Pareil, 1-10	320	38.00
Panetelas, 1-10	195	23.00
Perfectos, 1-40	275	32.00
Perfectos Especial, 1-40	275	32.00
Petit Ducs, 1-20	210	25.00
Pets, 1-20	280	34.00
Particulares, 1-20	230	28.00
Puritanos Finos, 1-20	195	23.00
Privateers, 1-40	245	30.00
Radiantes, 1-40	295	36.00
Regalia Comme il Faut, 1-20	240	28.00
Regalia Especial, 1-20	265	32.00
Straight Perfectos, 1-40	275	32.00
T. V. F., 1-10	320	38.00
Tres Petit Coronas, 1-40	275	34.00
Tobacos del Almuerzo, 1-20	270	33.00
Triangulares, 1-40	230	28.00
Universities, 1-40	260	31.00
Wonderlands, 1-40	275	33.00
Young Ladies, 1-10	155	18.00
CAROLINA		
Belvederes, 1-40	225	27.00
Brevas Extra, 1-20	240	28.00
Conchas Extra, 1-20	175	21.00
Coronas, 1-40	430	52.00
Fads, 1-40	170	20.00
Favoritas, 1-20	185	22.00
Fancy Tales, 1-40	395	48.00
Invencibles, 1-40	335	40.00
Media Regalia, 1-20	225	28.00
Palmas, 1-40	280	33.00
Panetelas, 1-10	190	23.00
Perfectos, 1-40	270	31.00
Perfeccionados, 1-40	230	27.00
Puritanos Finos, 1-20	195	23.00
Reformas, 1-40	175	21.00
Regalia Britanica, 1-20	260	31.00
Regalia Elegante, 1-20	230	28.00
Regalia de la Habana, 1-40	260	31.00
FLOR DE HENRY CLAY		
Admirals, 1-40	370	45.00
Albas, 1-40	400	48.00
Belvederes, 1-40	225	27.00
Bouquets, 1-40	260	32.00
Brevas, 1-10	225	27.00
Cadets, 1-20	190	23.00
Commanders, 1-40	240	29.00
Commodores, 1-40	300	36.00
Conchas Especial, 1-20	195	23.00
Conchas Esp. Extra, 1-20	170	19.00
Conchas Selectas, 1-20	170	19.00
Coquetas, 1-20	170	19.00
Culebras, 1-20	245	29.00
Ensigns, 1-20	205	24.00
Hermosos, 1-20	270	32.00
Invincibles de H. Clay, 1-40	325	39.00
Jockey Club, 1-40	230	28.00
Londres Finos Especial, 1-10	215	26.00
Modistas, 1-10	175	21.00
Panetelas N. P. U., 1-20	210.	26.00
Perfeccionados Especial, 1-40	210	26.00
Puritanos Finos, 1-20	195	23.00
Perfectos, 1-40	270	31.00
Radicales, 1-40	280	33.00
Straight Perfectos, 1-40.	275	32.00
Secretary of Navy, 1-40.	475	58.00
Universales, 1-20	325	39.00
LA CORONA		
Alfred de Rothschild, Extra, 1-10	300	35.00
Austriacos, 1-40	290	35.00
Augilas Imperiales, 1-40	520	62.00
Belvederes, 1-40	240	28.00
Belvederes, 1-20	235	28.00
Belvederes, 1-10	232	27.00
Bouquets, 1-40	300	36.00
Campanas, 1-20	370	45.00
Coronas, 1-40	475	58.00
Coronas, cartons of 5, 1-40	520	62.00*
Coronas Campanas, 1-40	500	60.00

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.

Havana Tobacco Stripping Co.

Tobacco Strippers and Commission Merchants

LEALTAD, 110, HAVANA, CUBA

Cable "Quinto" P. O. Box 502

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Coronas Chicas, 1-40...	305	36.00
Coronas Delgadas, 1-40.	400	48.00
Coronas Grandes, 1-40..	665	80.00
Coronas Largas, 1-40	495	60.00
Coronitas (little cigars), 10's	33 net	3.80†
Cazadores Imperiales, 1-40	325	40.00
Crescents, 1-40.....	375	45.00
Czares, 1-40.....	345	43.00
Delicados Finos, 1-40..	270	33.00
Demi Tasse, 1-10.....	150	18.00
Dianas Finas, 1-40.....	245	28.00
Exceptionales de Rothschild, 1-40.....	365	44.00
Emperadores, 1-40.....	790	90.00
Especiales, 1-20.....	280	33.00
Excentricos, 1-40.....	345	41.00
Faustos, 1-40.....	215	26.00
Faustosos, 1-10.....	260	32.00
Fancy Tales, 1-40.....	425	51.00
Franciscanos, 1-40.....	285	34.00
Gustos, 1-20.....	300	36.00
Half-a-Corona, 1-40....	265	32.00
Invencibles, 1-40.....	410	49.00
Non Plus Ultra, 1-40...	310	37.00
Obsequios, 1-40.....	355	44.00
Palmas, 1-40.....	290	35.00
Palmitas, 1-40.....	215	26.00
Pearls, 1-40.....	270	33.00
Petit Coronas, 1-40....	305	36.00
Petit Ducs Extra, 1-20..	205	24.00
Perlas Finas, 1-10.....	250	29.00
Panetelas, 1-10.....	195	23.00
Perfectos, 1-40.....	275	32.00
Puritanos Finas, 1-20..	195	23.00
Pyramides, 1-40.....	370	45.00
Reinas Selectas Extra, 1-10	180	21.00
Something Special, 1-20.	240	28.00
Sobresalientes, 1-40....	500	60.00
T. V. B., 1-10.....	320	38.00
Waldorfs, 1-20.....	225	27.00
MANUEL GARCIA ALONSO		
Caprichos, 1-10.....	150	18.00
Celestiales, 1-40.....	370	45.00
Conchas Finas, 1-20....	200	24.00
Conchas Selectas, 1-20..	170	20.00
Conchas Especial Extra, 1-20.....	175	21.00
Coronas, 1-40.....	430	52.00
Deliciosos, 1-40.....	245	28.00
Dianas, 1-40.....	250	30.00
Entreactos, 1-10.....	145	17.00
Exquisitos, 1-40.....	220	26.00
Invencibles, 1-40.....	335	40.00
Modistas, 1-10.....	175	21.00
Napoleones, 1-40.....	455	55.00
Panetelas, 1-10.....	155	18.00
Panetelas Finas, 1-20...	170	19.00
Perfectos, 1-40.....	270	31.00
Puritanos Finos, 1-20...	190	23.00
Palmitas, 1-40.....	195	24.00
Petit Ducs, 1-20.....	215	26.00
Petit Coronas, 1-40.....	300	36.00
Regalia Chiquita, 1-20..	160	18.00
Regalia Especial, 1-20..	235	28.00
Rositas, 1-20.....	190	22.00
Triplets, 1-40.....	215	26.00
LA ESPANOLA		
Panetelas, 1-20.....	188	22.00
Triangulares, 1-40.....	220	27.00
LA MERIDIANA (Pedro Murias)		
Bouquets, 1-40.....	285	35.00
Coronas Finas, 1-40....	460	55.00
Conchas Finas, 1-20...	200	24.00
Delicias, 1-20.....	180	22.00
Fancy Tales of Smoke, 1-40.....	415	50.00
Heliotropos, 1-10.....	190	23.00
Invencibles Chicos, 1-40	285	34.00
Kohinoors, 1-40.....	1050	125.00
Londres Finos, 1-10....	200	23.00
Magnolias, 1-40.....	275	33.00
Meridianos Selectos, 1-40	745	90.00
Money Makers, 1-10....	200	23.00
Obsequios Finos, 1-40..	345	41.00
Perfectos, 1-40.....	270	31.00
Regalia de Morgan, 1-40	500	60.00
Regulares, 1-10.....	200	23.00
Straight Belvederes, 1-20	215	26.00
Something Special, 1-40.	295	35.00
LA ROSA DE SANTIAGO		
Belvederes, 1-40.....	225	27.00
Caprichos, 1-20.....	180	21.00
Celestiales, 1-40.....	460	56.00
Perfectos, 1-40.....	270	31.00
Panetelas Finas, 1-20...	170	19.00
Puritanos Finos, 1-20...	195	23.00
Rositas, 1-20.....	205	25.00
Sublimes, 1-20.....	220	27.00
LA VENCEDORA		
Almuerzos, 1-20.....	245	29.00
Cazadores, 1-40.....	265	32.00
Londores Finos, 1-10...	195	23.00
VILLAR Y VILLAR		
Adjutants, 1-40.....	235	28.00
Brevas de Calidad, 1-10.	240	29.00
Belvederes, 1-40.....	225	27.00
Captains, 1-20	210	25.00
Cazadores, 1-40.....	285	35.00
Colonels, 1-40.....	370	43.00
Coronas, 1-40.....	460	55.00
Demi Tasse, 1-10.....	150	18.00
Deliciosos, 1-40	260	31.00
Epicures, 1-40.....	215	26.00
Exceptionales de Rothschild	1-40 365	44.00
Espirituales, 1-20.....	200	24.00
Generals, 1-40.....	485	59.00
Imperiales, 1-40.....	375	45.00
Invencibles, 1-40.....	400	48.00
Lieutenants, 1-20.....	190	22.00
Majors, 1-40.....	295	35.00
Mille Fleur, 1-20.....	225	27.00
Minuets, 1-80.....	225	3.25†
Panetelas, 1-10.....	195	23.00
Perfectos, 1-40.....	270	31.00
Puritanos Finos, 1-20...	195	23.00
Rothschilds, 1-20.....	300	36.00
Salomones, 1-40.....	650	80.00
Straight Perfectos, 1-40.	275	32.00
Venus, 1-20.....	225	27.00

* Per carton.
† Per box.

Prices for Packings Other Than Those Shown:

For current 1-20 packing, add $3 per M. to 1-10 price.

For current 1-40 packing, add $5 per m. to 1-20 price.

For current 1-80 and 1-100 packing, add $30 per M. to 1-40 price.

For English Cabinet Selection 1-10, add $15 per M. to current 1-10 price.

Cedar lined tins 1-20—both flat and oval—same as current 1-40 price.

For Boite Nature 1-10 packing, add $30 to 1-10 price.

For Boite Nature 1-20 packing, add $46 to 1-20 price.

Trade Discounts

General discount 3%. On quantities of 10,000 cigars, or more, sold and delivered within a period of sixty days, 5% in addition to the 3%.

SHIPMENTS FROM CUBA.

Consignees:
Richmond, Va.—
P. Lorillard Co., 200 bales and 49 packs of tobacco.

Consignees:
Philadelphia—
New York & Cuba S. S. Co., 156 bales and 40 packs of tobacco.
A. Murphy & Co., 60 bales of filler tobacco.

Consignees:
Boston—
New York & Cuba S. S. Co., 118 packs tobacco.
Warehouse Safe Deposit Co., 78 packs of stripped tobacco.

Consignees:
Chicago—
New York & Cuba S. S. Co., 63 bales leaf tobacco, 8 packs scrap, and 6 cases cigars.
Bernard Judea & Co., 65 bales and 35 bbls. of filler tobacco.

Other Destinations

To Buenos Aires: 50 bales tobacco, 68 cs. cigars, 50 packs tobacco.
To Montevideo: 5 cs. cigars.
To Tientsin: 3 cs. cigars and cigarettes.
To London, Eng.: 87 cs. cigars.

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN **LEAF TOBACCO**
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

Banco Español de la Isla de Cuba

HABANA

Establecido el año 1856. Capital: $8,000,000 en oro.

Depositario del Banco Territorial de Cuba

Realiza toda clase de operaciones bancarias y se hace cargo del cobro de giros, cupones, rentas, etc.

Sucursales y Corresponsales en todos los pueblos de la República.

THE OLDEST BANK IN HAVANA

Banco Español de la Isla de Cuba

because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

Sweet and Aromatic

INDEPENDENT CIGAR FACTORY

M. L. FERNANDEZ, Proprietor

Cable: "Belinda"

96-98 GERVASIO STREET HAVANA, CUBA

N. E. NICHOLS

United States Representative

8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427

HAVANA CIGARS

ROMEO Y JULIETA

The Leader in All the World's Markets

U. S. REPRESENTATIVE

WM. T. TAYLOR — 50 East 42nd St.

New Prices on Imported Havana Cigars

Effective September 14

Announced by Grosvenor Nichols & Co., Inc.

	Wholesale Per M.	Retail per 100
Partagas		
Alfredos de Rothschild, 1-10	$286	$33.00
Almirantes, 1-40	275	32.00
Apollos, 1-20	170	19.00
Belvederes, 1-40	210	24.00
Belvederes, 1-20	205	23.50
Coronas, 1-40	430	49.00
Corona de Gustos, 1-20	275	32.00
Dianas, 1-40	240	28.00
Directors, 1-40	355	41.00
Epicures, 1-40	195	22.00
Excellentes, 1-40	270	32.00
Fancy Tales of Smoke, 1-40	380	44.00
Invencibles Superfina, 1-40	320	37.00
Knickerbockers, 1-10	240	28.00
Londres finos, 1-10	195	23.00
Metropolitan Club, 1-40	235	27.00
Obsequios, 1-40	350	41.00
Palmas, 1-40	275	32.00
Palmas Chicas, 1-40	190	22.00
Panetelas, 1-10	180	21.00
Panetelas, ½	183	21.50
Perfectos, 1-40	265	31.00
Perfectos de Gusto 1-40	230	27.00
Perfectos, 1-20, tins	265	31.00
Perfeccionados, 1-40	220	26.00
Premiers, 1-20 B.N	330	38.00
Puritanos finos, 1-20	190	22.00
Reina Marias, 1-20	185	21.00
Veteranos, 1-20	300	34.00
Romeo y Julieta		
Celebrities, 1-20	$330	$38.00
Corona de Cabinets, 1-10	430	50.00
Coronations de Luxe, 1-20	435	50.00
Corsairs, 1-20	380	42.00
Demi Tafts, 1-20	265	30.00
Fancy Tales of Smoke, 1-20	435	50.00
Julietas, 1-10	285	33.00
Rama Selecta No. 4, 1-20	330	38.00
Romeo Cabinets, 1-20	280	32.00
Selection de Luxe, 1-10	495	58.00
Selection de Romeo, 1-10		
Tafts Cabinets, 1-20	330	38.00
Alfonsos, 1-40		
Alvas, 1-40	360	42.00
Barrientos, 1-40	310	36.00
Bouquets, 1-40	275	32.00
Brevas, 1-20	250	29.00
Cabinet Extra, 1-20	270	31.00
Coronas, 1-40	430	49.00
Creme de la Creme, 1-10	253	29.00
Cupidos, 1-20	160	18.50
Damitas, 1-10	150	18.00
Deliciosos, 1-40	245	28.00
Divas, 1-20	235	27.00
Diamantes, 1-20	215	24.00
Emunentes No. 1, 1-40	390	46.00
Eminencias, 1-20	365	42.00
Entreactos, 1-20	155	18.00
Epicures, 1-40	200	23.00
Escepcionales, 1-40	315	36.00
Escepcionales de Rothschild 1-20	360	42.00
Escepcionales de Rothschild 1-10	355	41.50
Fancy Tales of Smoke, 1-40	410	48.00
Fortunas, 1-20	235	27.00
Grosvenors, 1-10	265	30.00
Hermosos, 1-20	210	24.00
Imperiales, 1-40	340	40.00
Inmensos, 1-40	635	72.00
Invencibles, 1-40	320	37.00
Knickerbockers, 1-10	235	27.00
Magnolias, 1-20	245	28.00
Mercedes, 1-10	270	31.50
Miscellaneous, 1-20	380	44.00
Monarcas, 1-40	485	56.00
Non Pareils, 1-10	325	37.00
Panetelas, 1-10	180	21.00
Panetelas, 1-20	183	21.50
Patriotas, 1-40	305	35.00
Perfeccionados, 1-40	220	26.00
Perfectos, 1-40	265	31.00
Perlas finas, 1-20	232	26.50
Petit Ducs, 1-20	200	23.00
Petit Romeos, 1-40	260	30.00
Pets, 1-20	240	28.00
Prominencias, 1-40	430	50.00
Obsequios, 1-40	340	40.00
Pyramides, 1-40	345	40.00
Regalia Reina Extra fina, 1-20	220	25.00
Romeos No. 2, 1-40	275	32.00
Royales, 1-20	215	25.00
Short Coronas, 1-40	390	45.00
Sultanes, 1-20	300	34.00
Tabaccos del Almuerzo, 1-20	255	29.00
Trumps, 1-20	300	34.00
Trumps, 1-40	305	35.00
Veronas, 1-40	525	60.00
Victoriosos, 1-20	250	29.00
Violetas, 1-40	215	25.00
Young Ladies, 1-20	145	17.00
El Trovador		
Amatistas, 1-40	$375	$43.00
Deliciosos finos, 1-40	205	23.00
Dianas, 1-40	195	22.00
Fancy Tales of Smoke, 1-40	345	40.00
Invencibles, 1-40	280	32.00
Iris, 1-40	220	25.00
Obsequios Extra, 1-40	285	33.00
Non Pareil, 1-20	248	29.00
Notables, 1-40	320	37.00
Perfectos, 1-40	231	28.00
Petit Albas, 1-20	190	22.00
Petit Coronas, 1-40	245	29.00
Regalias, 1-40	204	23.00
Trovador No. 1, 1-40	410	47.00
Tuxedos, 1-20	215	23.00
Castaneda		
After Dinner, 1-40	$370	$42.00
Adonis, 1-20	220	25.00
Belvederes, 1-40	220	26.00
Coronas, 1-40	430	49.00
Cremas finas, 1-40	335	39.00
Curios, 1-10	195	22.00
Eloisas, 1-40	245	28.00
Esquisitos Extra fina, 1-20	220	25.00
G. N. C., 1-40	295	34.00
Glorias, 1-40	320	37.00
Grandes, 1-40	610	70.00
Iris, 1-40	270	31.00
Jeffersons, 1-20	330	38.00
Marias, 1-40	200	23.00
Non Plus Ultra, 1-40	305	35.00
Perfeccionados, 1-40	220	26.00
Perfectos, 1-40	265	31.00
Puritanos finos, 1-20	190	22.00
Rosas, 1-20	195	22.00
Rey del Mundo		
Alfredos de Rothschild, 1-20	$270	$31.00
Almas, 1-20	310	35.00
Belvederes, 1-40	200	23.00
Caramelos, 1-40	240	28.00
Cetros, 1-40	365	42.00
English Perfectos, 1-40	275	32.00
Epicures, 1-40	195	22.00
Invencibles Superfinas, 1-40	320	37.00
Perfectos, 1-40	265	31.00
Petit Coronas, 1-40	305	35.00
Piccolos, 1-20	212	24.50
Piccolos, 1-40	217	25.00
H. Upmann (Humidor Boxes.)		
Cabinet Amatistas, 1-20	$480	$55.00

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Cabinet Corona Chicas, 1-20.	340	40.00
Cabinet Corona Immensas, 1-20	700	80.00
Cabinet Perfectos, 1-20.....	305	35.00
Cabinet Semper Vive, 1-20.	380	42.00
Cabinet Superiores, 1-20....	515	60.00
Cabinet Tuxedos, 1-20.....	300	34.00
(Boite Nature Boxes)		
Cabinet Exclusivos, 1-20...	430	50.00
Cabinet En Tout Cas, 1-20..	310	36.00
Cabinet Royales, 1-20.....	350	41.00
Selecion Pareja, 1-20	420	48.00
(Glass Jars)		
Amatistas, 1-20	450	51.00
Perfectos, 1-20	270	31.00
Petit Coronas, 1-20.....	305	35.00
Amatistas, 1-40	440	50.00
Belvederes, 140	220	26.00
Bouquets, 1-40	275	32.00
Brilliantes, 1-40	300	34.00
Club Speciales, 1-40	345	40.00
Conquerors, 1-10	295	34.00
Coronas, 1-40	440	50.00
Corona Immensas, 1-40	665	76.00
Delicados, 1-10	305	35.00
Deliciosos, 1-40	245	28.00
Divinos, 1-20	265	30.00
Dominos, 1-40	290	33.00
Embajadores, 1-40	490	57.00
Fancy Tales of Smoke, 1-40.	410	48.00
Flores de Upmann, 1-100....	810	95.00
Imperiales finos, 1-40	345	40.00
Invencibles, 1-40	330	38.00
Iris, 1-40	255	29.00
Notables, 1-40	370	43.00
Obsequios Extra, 1-40.....	330	38.00
Perlas, 1-20	230	26.00
Perfectos, 1-40	265	31.00
Perfeccionados, 1-40	220	26.00
Petit Albas, 1-20	225	26.00
Petit Bouquets, 1-40	245	28.00
Petit Coronas, 1-40	300	34.00
Petit Selectos, 1-40	230	26.00
Prominencias, 1-40	435	50.00
Puritanos finos, 1-20	190	22.00
Salomones, 1-40	490	57.00
Tuxedos, 1-20	255	29.00
Upmann No. 1, 1-40	485	56.00

Por Larranaga

Cabinet Amatistas, 1-20....$420		$48.00
Cabinet Sevillas, 1-20.....	260	30.00
Combinacion de Corona No. 1, 1-10	345	40.00
Dalmacias Cabinet, 1-20	325	38.00
Damascos, 1-20	290	33.00
English Cabinets, 1-4 (per cabinet)	375	110.00
Entre Nous, 1-20.....	305	35.00
Grand Format, 1-10	300	34.00
Medias Coronas, 1-20.....	410	47.00
Nacionales, 1-20	350	40.00
Nacionales Miniature, 1-20 ..	205	23.00
Orientales, 1-40	465	53.00
Petit Format, 1-10	270	31.00
Palomas Sel, Cabinet, 1-10..	335	39.00
Albertos, 1-10	247	28.50
Belvederes, 1-20	195	22.50
Belvederes, 1-40	200	23.00
Bonitas, 1-20	225	25.50
Bouquets finas, 1-40	275	32.00
Cetros, 1-10	430	51.00
Coronas, 1-40	400	46.00
Coronitas de Luxe, 1-40....	240	28.00
Dandies, 1-20	245	28.00
Delicados, 1-20	300	34.00
Deliciosos, 1-40	245	28.00
Dolores, 1-10	195	22.00
Dumas, 1-40	220	25.00
Epicures, 1-40	210	24.00
Fancy Tales of Smoke, 1-40.	360	42.00
Gold Cups, 1-20	270	32.00
Invencibles, 1-40	280	33.00
Londres finos, 1-10.....	205	23.00
Longfellows, 1-40	270	32.00
Luisas, 1-10	255	29.00
Obsequios finos, 1-40	340	40.00
Panetelas, 1-40	188	22.00
Perfectos, 1-40	265	31.00
Perlas Superfinas, 1-20.....	205	23.00
Petit Cetros, 1-20	265	31.00
Petit Coronas, 1-40	290	34.00
Prince of Wales, 1-40	340	40.00
Puritanos finos, 1-20.....	190	22.00
Reinas N. P. U., 1-10.....	167	19.00
Sin Rival, 1-20.....	320	37.00
Symbols, 1-40	217	25.00
Symbols, 1-20	212	24.50

Ramon Allones

Antonios No. 1, 1-40.....$340		$40.00
Antonios No. 2, 1-40.....	290	34.00
Antonios No. 3, 1-20.....	205	23.50
Rallones Grande, 1-20.....	510	58.00
Vitolas Selectos, 1-10.....	410	48.00
Algo Bueno, 1-20	235	27.00
Astoritas, 1-20	265	30.00
Coronas, 1-40	420	48.00
Corporals, 1-20	215	24.50
Deliciosos, 1-40	245	28.00
Dixies, 1-40	220	26.00
Dukes, 1-10	247	28.50
Especiales, 1-40	340	40.00
Grovnicos de Luxe No. 1., 1-40	435	50.00
Grovnicos de Luxe No. 2., 1-40	400	46.00
Grovnicos de Luxe No. 3., 1-40	315	36.00
Habaneros, 1-20	215	25.00
Mignons, 1-20	195	22.00
Obsequios, 1-40	345	40.00
Perfectos, 1-40	265	31.00
Perlitas, 1-20	155	18.00
Regalia Especial, 1-20	245	28.00
Sonomas, 1-10	290	34.00
Supremas, 1-40	360	42.00
Trumps, 1-20	270	31.50
Trumps, 1-40	275	32.00

Punch

Alfredos de Rothschild, 1-10		
Alfonsos, 1-40 .....$360		42.00
Bouquets, 1-40	260	30.00
Brevas, 1-20	225	26.00
Cazadores, 1-40	290	34.00
Consuls, 1-20	270	31.00
Deliciosos Especiales, 1-40..	265	31.00
Diplomaticos, 1-20	210	24.00
Escep. de Rothschilds, 1-20..	380	44.00
Invencibles Sublimes, 1-40..	310	36.00
Londres Extra, 1-10	195	23.00
Lorenzos, 1-20	250	29.00
Obsequios, 1-40	360	42.00
Perfectos del Punch, 1-40..	270	31.00
Punch del Punch, 1-40.....	450	52.00
Puritanos finos, 1-20.....	190	22.00
Regalia Especiales, 1-20....	220	25.00
Sports, 1-40	210	24.00
Trumps, 1-20	295	33.00
Trumps, 1-40	3.00	34.00

Belinda

Belindas, 1-20, Boite Nature..$485		$56.00
Belindas, 1-40	450	52.00
Belvederes, 1-40	200	23.00
Brevas, 1-20	210	24.00
Club Perfectos, 1-40	265	31.00
Club Speciales, 1-40.....	295	34.00
Corona Chicas B. N., 1-20..	295	34.00
Creme de la Creme, 1-40....	390	45.00
Curiosidades, 1-40	190	22.00
Fancy Tales of Smoke, 1-40.	400	46.00
Invencibles, 1-40	320	37.00
Miscelleaneous, 1-20	325	38.00
Napoleones, 1-40	350	40.00
Palmas, 1-40	275	32.00
Panetelas, 1-40	188	22.00
Perfeccionados, 1-40	215	25.00
Petit Coronas, 1-40	245	28.00
Puritanos finos, 1-20	190	22.00
Regalia Especial fina, 1-20..	230	26.00
Sabrosos, 1-20	250	28.00
Strands, 1-20	270	32.00

Eden

Alicias, 1-10 .....$225		$25.00
Belvederes, 1-40	200	23.00
Creme de la Creme, 1-10....	265	30.00
Deliciosos, 1-40	225	26.00
Deliciosos Extra, 1-40	245	28.00
Eduardo VII, 1-40	435	50.00
Emblems, 1-40	217	25.00
Espirituales, 1-20	185	21.00
Half Coronas, 1-40	255	29.00
Ideales Perfectos, 1-40	280	32.00
Kings, 1-40	270	32.00
Oportunos, 1-40	350	40.00
Perfectinos, 1-40	225	26.00
Perfectos, 1-40	265	31.00
Puritanes finos, 1-20	190	22.00
Rialtos, 1-40	270	31.00
Rivoli, 1-40	490	57.00
Seleccion del Eden B. N., 1-10	345	40.00
Strands, 1-20, B. N.....	325	37.00

Calixto Lopez

Belvederes, 1-40 .....$230		$27.00
Belvederes, 1-20	225	26.50
Edward VII, 1-40	360	42.00
Perfectos, 1-40	265	31.00
Perlas, 1-40	250	28.00
Puritanos finos, 1-20.....	190	22.00
Super Selection No. 1, 1-40.	540	62.00
Super Selection No. 2, 1-40.	415	48.00
Super Selection No. 3, 1-40.	345	40.00
Waldorf, 1-20	240	28.00

Mi Necha

Deliciosos finos, 1-40.....$245		$28.00
Puritanos finos, 1-20	190	22.00
Robertos, 1-20	220	25.00

Pierrot

Belvederes, 1-40 .....$180		$21.00
Brightons, 1-40	165	19.00
Pierrots, 1-40	310	36.00
Perfectos, 1-40	237	28.00
Petit Cetros, 1-20	230	26.00
Rigolettos, 1-40	232	26.00

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Operating to Better Advantage in the Cigar Factories—Much Improvement in Transportation—Price Slashing Localized—A Fiesta for the Sig C. Mayer Working Force—Reeves Parvin Cigar Department Makes a New Record—Additional Space for Congress Cigar Co.—Held for Taking Bets on the Races—A Find in Pottsville Recalls the Achievements of a Pioneer Matchmaker.

PHILADELPHIA, Sept. 14, 1920—Now now come the better days for which cigar manufacturers long have been waiting. By this assertion one does not say that business has improved. For, as a matter of fact, retail trade was quieter during the early part of September than it was for many weeks preceding. But the improvement comes because of the removal of many difficulties and obstacles which made conditions vexatious, though times were profitable; there appears to be ahead quite as many good opportunities, probably more chances, for profit than ever before, and certainly weeks and months free from the nerve consuming cares which have been the affliction of all those who tried to get production sufficient to please clamorous patrons.

Falling off in retail business, particularly in the cigar business, of course is easily explained. While it is true that with the ending of the vacation season there are back in the city more smokers than ever, it likewise is true that because of that vacation economies must be practised by those who require a few weeks' earnings before they can refill their purses. Because of the tremendous prosperity of the summer season, vacation expenditures were on a larger scale than ever before, so while the smokers, their vacations over, are back, they have returned with empty purses.

There is, however, another fact which entered into the situation, and that is the increased idleness of employees in textile and a few other lines. Previously because of large earning powers, they became buyers of the better grades of cigars. Trade opinion is that the class whose tastes improved with their larger resources and who became buyers of 15 cent goods, are not so likely to return immediately to the lower priced cigars as they are to cigarettes and pipes. Certainly a tour of the retail establishments brings reports from all of them that smoking tobacco and cigarette sales are enjoying a very rapid increase. But opinion is general too that the reasons which have brought the check in the sales of the higher priced goods will not long maintain. In those industries where there was a falling off in production and a recession of prices, there is being reached a readjustment which will mean the early resumption of activities and the reemployment of many hands who are idle, not so much because they cannot get employment as because they will not take it save at the peak wage of the days of inflation. There is conviction that deflation is merely preparatory to an era of sounder prosperity than has been enjoyed for many months.

The tobacco business continues to hold the foremost place it was given in the study of trade conditions made by the Federal Reserve Bank, leading in character of demand in price tendencies, but a change also is being wrought—and that is one of the reasons of satisfaction on the part of the manufacturers. The attitude of independence, even of insolence assumed by the cigar makers in the days when the manufacturers had fairly to beg them to stay at their benches, is disappearing. Each day there is being made available a larger supply of labor; factory superintendents report that they have more applications for positions now than they can use. Employed hands are realizing that it is now possible, as it was not a month or so ago, to fill their places, and they are more responsive to suggestions that they speed up production. The competition between the larger firms in their eagerness to recover from the old oversold condition, is still so keen that wages remain at the peak. But it is safe to say that the outlook is rather for a decline of wage than for further increase. Peak prices in wages are here, although they are not in the finished product.

The improved labor situation from the point of view of the manufacturers, and vastly improved transportation, together with a decided betterment in collections are the chief causes why the lot of the manufacturer daily is becoming more happy. A greater change than what has taken place in freight movements since the advent of the higher rates hardly can be imagined. Embargoes are now off everywhere, save occasionally to a few points in the Southwest. The attitude of the railways is very decidedly improved. Under the old low rates shippers had to beg them for consideration, and had to accept the hard conditions they laid down. But things are different now that the freights are up; the railroads are able to move stocks which had been piling up and somehow they have done away with a lot of the red tape which before was apparently irremovable. In a word, they are again considerate. Every indication points to the fact that the manufacturers will be able to catch up with routine business before the holiday rush is upon them.

The local leaf market slowed down considerably during the week, not because the buyers were inactive, but because there were fewer of them, and there was absent the spirit of intense competition and of eagerness to get deliveries irrespective of all other considerations. Many of the smaller manufacturers, although realizing that prices of leaf still is advancing, are buying now only for immediate requirements, because of the fact that the manufacturers of nationally made brands, being better able to supply requirements, have caused some restriction to the market of brands, which were patronized as a substitute in the absence of an adequate supply of the others. But the Third street leaf market is far from being dull; outwardly it seems quite as active as in the busiest rush days, for stock is moving in and out with greater freedom than for several months past.

General trade interest has not ceased in the price slashing warfare between persistent cut-raters and the United Cigar Stores Co. in self defense in the three blocks between Second and Fifth street on Market street. Neither side yet has had enough, though cigarettes and smoking tobaccos particularly are sold at cost. But the demoralization of the whole trade which was feared because of the lower Market street conditions has not taken place to the large extent that was feared.

Everybody in the trade knows of the price slashing, but after all, only a small percentage of the smokers know or care. Regular prices still obtain in all the other United Stores, and generally throughout the city. But a change may be impending because this week the management of the Post Cigar Co. which has taken the leadership in price slashing, made authoritative announcement that in the near future it would open a cut-rate establishment on Market street between 10th and Broad streets, quite a little distance removed from the present battle grounds. What the attitude of the United will be, remains, of course, to be seen when the Post actually decides upon its new location.

Advances of imported cigar prices which went into effect September 7 and which ranged from $25 to $45 per thousand, the latter applying to Corona Coronas, which went up from $430 to $475, have not met with much protest on the part of consumers. Trade expectations are that the prospective advance

on New York made clear Havana goods will be about $10 a thousand. The Key West and Tampa increases range from $15 to $25.

Production in the reconstructed and enlargeed Sig C. Mayer factory. 3rd and Cherry streets, is now going on with a full force of employees. Though outwardly the factory very much resembles the old which was entirely burned out last winter, the interior has been completely transformed. An attractive opening program was carried out a week ago when some four hundred of the old hands were the guests of the management. Music, a collation and happy little talks were the attractions. E. D. Marshall, Pacific Coast representative who lingered in the city that he might participate, made an inspiring address. Secretary W. G. Christman urged a speeding up of production now that working conditions were ideal. Treasurer G. Isaac Watson quite appropriately circulated among the throng. Proprietor Mayer unfortunately was indisposed and could not share in the festivities, but now he is back on the job, working assiduously as ever. The opening celebration over, all hands went back to work again as in the old days, and production is now at the maximum. J. M. Preston, Chicago, Midwest representative was a visitor during the week to the factory and office, the latter still being located at Fourth and Cherry streets. It shortly will be moved back to the factory.

Manager John Van Miller, of the Reeves-Parvin cigar department, reports business for the first week in September ahead of the August record, and that was the high water mark of the firm's prosperity. Mr. Miller is sending to the sales force of 50 odd, in and out of town, a daily mimeographed news letter which keeps them informed of all prices, changes, conditions of the stock and other factors of interest.

Mendel & Co. are shipping out some stock in response to telegraphed requests although new production had not begun, and will not be until there is Court confirmation of the settlement offer made to creditors. The firm has secured the assent of more than 51 per cent of the number of creditors, and of more than 51 per cent of the money aggregate of the claims to the proposed settlement on a thirty per cent basis, and just as soon as legal requirements are met, the factory will be reopened.

The Congress Cigar Co. has taken over an additional floor in the building on Third, above Spruce street, because of the requirements of La Palma distributors.

Charles A. Krull and A. B. Cunningham as distributors for the Ruyera Lopez factory report very heavy sales of this brand.

Howard Loughlin, formerly with the Stratford Cigar Co., is now presenting the Men-De-Lion brand to the trade, and is meeting with success.

Harry Parker, of the United States Tobacco Co., was in charge of the booth opened by the Company at the Philadelphia County Fair at Byberry last week.

Receipts of twenty cases of Fort McKinley cigars from Manila, were reported by the W. H. Bailey Co., Second and Arch streets. Proprietor W. Bailey spent the week in Atlantic City combining recreation and business.

John R. Young, leaf broker, returned on Tuesday of last week from a motor boat vacation at Ocean City.

J. Vetterlein, of J. Vetterlien & Co., has recovered from a slight indisposition.

Visitors of the week to the leaf trade included A. Holzman, of New York; L. H. Nolt and O. M. Shertzer, of Lancaster, and Samuel Katz of York, Pa.

L. M. Killeen, Schenectady, New York, distributor of the Otto Eisenlohr & Bro. brands, was a visitor during the week at headquarters.

George W. Mason called on the retailers with the Jose Hermandos line of Josephson Bros., New York.

John McCarthy, owner of a retail store at 12th and Arch streets, was held in $600 bail by Magistrate McCleary in City Hall during the week on the charge of taking bets on horse races. The arrest was made by Patrolman Wilkinson, who testified that he got evidence against McCarthy while he was telephoning. There were produced racing sheets alleged to have been found in the cigar store.

The recent purchase by Frings Brothers of property at 33d and Ludlow streets is being commented on in real estate circles because of the high price paid. The plot purchased was 145 feet 1 inch frontage, and 90 feet depth, out of a larger plot 145 feet 3 inches which was assessed at $12,000. Frings Brothers paid $50,000 for the portion which leaves the seller still with a 45 foot 2 inch frontage. The $50,000 figure is regarded by real estate men as extraordinary and unaccountable, in view of the fact that only a few weeks ago a frontage of 40 feet in the 3300 block on Chestnut street, a choicer location, brought but $8,000.

The Southwark National Bank has brought suit against the Castle Tobacco Works to recover $800 alleged to be due on notes.

Old timers in the business were interested in the receipt in this city of a box of matches with a slip cover made nearly seventy years ago here and discovered intact in a brick chimney at Pottsville, Pa., by Joseph H. De Frehn. On the front slip cover of the box is printed "John Donnelly, Operative Chemist and Inventor of Matches Prepared from metalic oxide and capsuled." On the reverse is printed, "Donnelly's large, upright matches, manufactured by steam power at 100 North Fourth street." Old records show that Mr. Donnelly was engaged in business at the location designated between 1851 and 1857, so that it is reasonably certain that the matches are almost seventy years old. And yet the matches are still in perfect condition, although the "capsuled" heads have disappeared from many of them. Says the *Public Ledger*, which contains an account of the find:

"Not a great deal can now be learned of John Donnelly, but the statement on the box that he is an 'operative chemist' cannot be authenticated. In 1837 he was described in the city directory as a 'razor strop maker,' at '105 Catharine street,' which was between Second and Third streets, on the north side of the street. He remained at that address until 1842, when he is found at 20 Bank street, where he seems to have at once begun the manufacture of friction matches. The directory continued to describe him as 'strop maker' until 1846, although O'Brien's Business Directory for 1842 gives him as the only manufacturer of friction matches in Philadelphia.

"His claim to have been the inventor of 'matches prepared from metallic oxide and capsuled" must refer to his method of dipping the heads, for the invention of friction matches dates from 1827, when John Walker, a druggist of Stockton-on-Tees, England, is said to have produced them. It was not until 1833 or 1834 that the general application of phosphorus to the manufacture of matches was begun in England, and it was not until 1842 that they seem to have been successfully manufactured in Philadelphia, when the razor strop maker, Donnelly, began to turn them out in his factory on Bank street.

"It is said that soon after the discovery of phosphorus in 1669 by a Hamburg merchant, who was experimenting to discover the elusive 'Philosopher's stone,' the property of phosphorus igniting by friction was known, but more than a century and a half passed before the application to the friction match was made. The early attempts at match making were not as successful as the modern productions, yet they were more handy than the tinderbox, which was never 'sure-fire,' either. Donnelly, as appears from an advertisement in the Mercantile Register of 1846, also engaged in the manufacture of 'oil-paste blacking.'

"At that time he had 'opposition,' for there was a 'steam friction match' factory operated by Lewis Fatman & Co. at 412 Coates street (Fairmount avenue), who announced they made matches without brimstone (sulphur), and Selby's 'New York-Washington Friction Matches,' made at 29 Dock street.

"Donnelly announced:

"'His manufactory being carried on

(*Continued on page* 42)

Pitching Air-Tight Ball!

YOU can't "put a run over" on our Advertising Team. PRINCE HAMLET'S "scoring" an unprecedented demand. You can knock a home run and win your game against a customer's smoke appetite *every time* by selling him—

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These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

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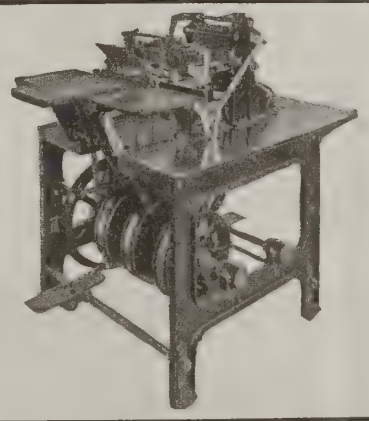

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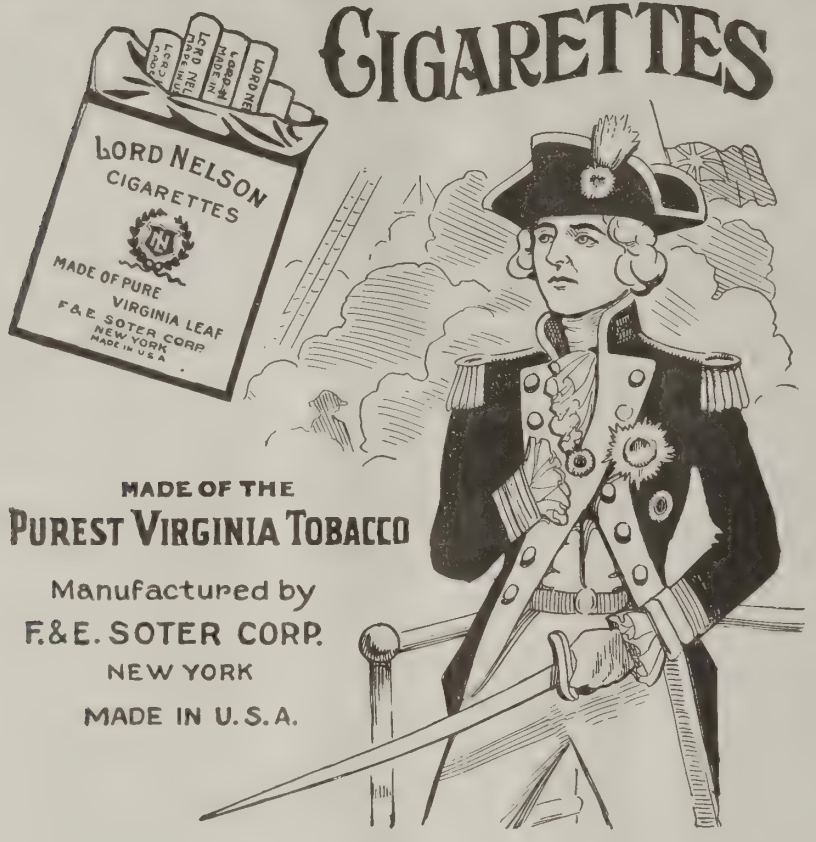

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2000	Bobines	Domestic	Egyptian verge	20 gr.	30 mm.	3120 mm.
4800	"	Imported	"	" 20 "	30 "	3120 "

Arrival within three weeks.

5000	Bobines	Imported	Egyptian verge	16 gr.	28½ mm.	1560 mm.
5000	"	"	"	" 16 "	27½ "	1560 "
5000	"	"	"	" 20 "	28½ "	1560 "
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FACTORY, TRENTON, N. J.
New York Sales Office, 235 Fifth Ave.
Manufacturers of the Better Grade of
Pure Virginia & Turkish Cigarettes
Lion, Rivoli, Turkish Honey, Melikian
Jobbers Write for Special Introductory Offer
EXPORT TRADE SOLICITED

Three Centuries of Tobacco

By George K. Holmes

Statistical Scientist, Division of Crop Records, Department of Agriculture

(Concluded from last week)

This period of twenty-three years began with a leaf consumption which was apportioned five-twentieths to cigars, fourteen-twentieths to chewing and smoking tobacco and snuff, and one-twentieth to cigarettes; in 1918 the apportionment had become nearly five-twentieths each to cigars and cigarettes, and a little more than ten-twentieths to chewing and smoking tobacco and snuff. The figures are based on pounds of tobacco and not on number of units of manufacture. The extraordinary advance of the little cigarette during the war was connected with the mobilization of great military and naval forces.

Tobacco needs to be cured by the growers after it is harvested and variously aged and treated by the manufacturer afterwards. The processes require much time, and this is considerably lengthened while the finished products are carried by wholesale and retail dealers. As has already been shown, the stocks of leaf tobacco in the hands of manufacturers and leaf dealers are very large relative to the size of the crop, and the carry-over is relatively enormous. Unlike potatoes, for instance, which must be consumed within the crop year, tobacco's ultimate consumption is long delayed. For this reason, the quantity of the ultimate consumption of tobacco in any single year is not known, and, to avoid mostly the one-year error, the average of a group of years should be taken. The formula adopted for this article for determining the quantity of tobacco consumption is: Production plus or minus the net result of the foreign trade, possessions being treated as foreign countries.

The oldest year for which tobacco consumption is estimated is 1790. Perhaps at that time the objection to the estimate for one year were not as strong as they are now. At any rate, the quantity appears to have been nearly 29,000,000 pounds. For 1839 to 1844, the yearly consumption is reckoned to have been over 60,000,000 pounds, and for five years of the decade 1845-1854 the average stood at over 71,000,000 pounds. In the entire decade 1865-1874, the yearly tobacco consumption had increased to nearly 76,000,000 pounds. Thereafter the increase was more marked. The average consumption of 1875-1884 was 219,000,000 pounds; of 1885-1894, 312,000,000 pounds; of 1895-1904, 401,000,000 pounds, and of 1905-1914, 588,000,000 pounds. The quantity of tobacco available for consumption, according to the process used, increased from 609,000,000 to 790,000,000 pounds from 1915 to 1916, and was 1,000,000,000 pounds in 1917 and 828,000,000 pounds in 1918. The average of the last two years is better for those years than the numbers mentioned, and this is 914,000,000 pounds. Prewar consumption was eight times the consumption of 40 years before, and in the war years apparently 10 times that quantity.

To one who knows that many a cigar sold as "an Havana" contains no Cuban tobacco, but at best is wholly or partly composed of tobacco grown in the United States from seed of the "Havana" variety, it will be no suprise to know that the foreign tobacco consumed in this country is relatively small. In the five decades before the World War its fraction of the total consumption ranged from about 5 to 8 per cent, and during the war was about 9.5 per cent. The absolute quantity consumed, however, has had a strong upward movement. The average yearly consumption of foreign tobacco rose from 6,000,000 pounds in 1865-1874 to 45,000,000 pounds in 1905-1914, and the computed yearly consumption during the war years was about 72,000,000 pounds.

Much waste of tobacco attends the smoking of cigars and cigarettes, and an appreciable waste goes with pipe smoking. There is some destruction of tobacco after harvest, relatively small, by weather, fire, and vermin. All together there must be a lost fraction of tobacco that figures as available for consumption that is more than perceptible.

The computed per capita consumption of tobacco in this country has been steadily gaining since 1865-1874. Before that time, back to 1839, it seems to have been about 3.3 pounds. Following the Civil War the computed average is as low as 2 pounds, and this was followed by a climbing movement that reached 6.4 pounds in 1905-1914 and 8 pounds during the following four years. For domestic tobacco the per capita consumption grew from 1.8 pounds in 1865-1874 to 5.9 pounds in 1905-1915 and for foreign tobacco from 0.16 to 0.49 of 1 pound. What was said on a previous page concerning the unknown fraction of the population that does not use tobacco should be recalled.

Fraction of the Crop Used.

From 30 to 35 per cent of the tobacco crop was equivalent to the consumption, respectively, of 1839-1844 and 1845-1854, including foreign tobacco. In the decade after the Civil War the fraction was apparently 26 per cent, and from that low figure it has grown steadily to 64 per cent in 1905-1914, and perhaps to 67.3 per cent during the war years 1915-1918. That is to say, consumption is overtaking production and has nearly reached the two-thirds mark. Leaving foreign tobacco out of account, domestic tobacco consumption has become about three-fifths of the crop, whereas it was under one-half 30 years ago.

Relationships exist among several per capita ratios. Regarding recent years as present time it may be said that tobacco production per capita is increasing, because tobacco acreage is increasing faster than population. Production per acre per capita is decreasing; fertility improvement is not keeping up with human multiplication and immigration. The excess of tobacco exports over imports per capita is declining. The resultant of all these movements is an increasing per capita consumption of domestic tobacco that is absorbing a larger fraction of the per capita production.

Historic Course of Import Duties.

Tobacco has been subject to an import duty every year since the present Nation began under the Constitution. The first act relating to this subject was approved July 4, 1789, and took effect August 1. It subjected imported snuff to a duty of 10 cents per pound; unmanufactured tobacco, 6 cents per pound; and manufactured tobacco, 5 per cent ad valorem. To conform to subsequent classifications of tobacco the course of the duty as applicable to each class is given below from the first act to 1919.

The duty on unstemmed wrapper tobacco, which began at 6 cents per pound August 1, 1789, was changed to 7½ per cent ad valorem in 1792 and this was increased by steps to 15 per cent in 1804. The War of 1812 caused an increase to 30 per cent in that year, but the rate was reduced to 15 per cent in 1816 and stepped up to 20 per cent in 1841 and 30 per cent in 1846. The rate fell to 24 per cent in 1857, rose to 25 per cent in 1861, was changed to 25 cents per pound in 1862, after which year it was 50 cents per pound for 60 days in 1864, 35 cents later in 1864, 75 cents in 1883, $2 in 1890, followed by $1.50 in 1894, and $1.85 in 1897.

Previous to 1862, rates of duty on stemmed wrapper were the same as on unstemmed. In that year the rate of 35 cents per pound was imposed, fol-

lowed by 70 cents per pound for 60 days in 1864, 50 cents later in 1864, $1 in 1883, $2.75 in 1890, $2.25 in 1894, and $2.50 in 1897.

Unstemmed filler tobacco had the same rates as unstemmed wrappers until 1882, after which year the rates remained at 35 cents per pound. Likewise, stemmed filler tobacco bore the rates of stemmed wrappers until 1882. The duty was reduced to 40 cents per pound in 1883, and restored to 50 cents in 1890.

Stems were first mentioned in a tariff act in 1865, when a duty of 15 cents per pound was imposed. Their entry was made free in 1890. Before 1865, if any stems were imported they bore the rates of "other unmanufactured tobacco."

"Other manufactured tobacco" had the rates of duty on leaf tobacco before 1861, when a duty of 30 per cent ad valorem was imposed, or 5 per cent higher than the leaf duty. The rate was changed to 60 per cent for 60 days in 1864, to 35 cents per pound later in 1864, to 30 per cent ad valorem in 1883, to 35 to 50 cents per pound in 1890, to 40 cents in 1894, and to 55 cents in 1897.

Manufactured tobacco was free of duty for two years, from July 1, 1792, to June 30, 1794. With this exception, snuff has always been subject to a duty, 10 cents per pound in 1789, 12 cents in 1794, 24 cents in 1812, 12 cents in 1816, 40 per cent ad valorem in 1846, 30 per cent in 1857, 10 cents per pound in 1861, 35 cents in 1862, 70 cents for 60 days in 1864, 50 cents later in 1864, and 55 cents in 1897.

Beginning with a duty of 5 per cent ad valorem in 1789, cigars, cigaretes, and cheroots were free for two years from 1792 to 1794. In the latter year, the rate was made 4 cents per pound; in 1804, $2 per 1,000; in 1812, $4 per 1,000; in 1816, $2.50 per 1,000; in 1842, 40 cents per pound; in 1846, 40 per cent ad valorem; in 1857, 30 per cent; and in every year, beginning with 1861, there has been a combination of specific and value duties, the details of which are sometimes too many to be repeated. The duties of 1861 ranged from 20 cents per pound for the cheapest cigars, cigarettes, and cheroots, to 60 cents per pound plus 10 per cent ad valorem on the costliest; those of 1862, from 35 cents per pound to $1 per pound plus 10 per cent ad valorem; for 60 days in 1864, from 70 cents per pound to $2 per pound plus 20 per cent ad valorem; and, later in 1864, the duties were made from 75 cents per pound plus 20 per cent ad valorem to $3 per pound plus 60 per cent ad valorem. In 1866, a more simple rate was adopted, $3 per pound plus 50 per cent ad valorem, followed by $2.50 per pound plus 25 per cent ad valorem in 1883, $4.50 per pound plus 25 per cent ad valorem in 1890, $4 per pound plus 25 per cent ad valorem in 1894, and $4.50 per pound plus 25 per cent ad valorem in 1897.

Scrap tobacco, first mentioned in the tariff act of 1909, was made to bear a duty of 55 cents per pound, and this was reduced to 35 cents in 1913.

"Other manufactured tobacco," except for the free period of two years from 1792 to 1794, has always been subject to a duty. The rate of 1789 was 5 per cent ad valorem; of 1794, 4 cents per pound; of 1812, 8 cents per pound; of 1816, 10 cents per pound; of 1846, 40 per cent ad valorem; and of 1857, 30 per cent. A change to 35 cents per pound was adopted in 1862, to 70 cents for 60 days in 1864, to 50 cents later in 1864, to 40 cents in 1883, and to 55 cents in 1897.

Internal Revenue Rates.

The needs of the Government for revenue led to the first internal revenue act, in force July 1, 1862. There were taxes on tobacco products and on the businesses of tobacco manufacturing and dealing. On each 1,000 cigars made, the tax was $1.50 to $3.50. Rates of $8 to $40 per 1,000 were provided in 1864; $10 in 1865; $2 per 1,000 to $4 per 1,000 plus 20 per cent ad valorem in 1866; 18 cents per pound to $3 per 1,000 in 1902; 75 cents per pound to $3 per 1,000 in 1909; and $1.50 per pound to $15 per 1,000 in 1919, war expenses being the cause of these high rates.

The cigarette tax of 1864 was $1 per 100 packages of 25 or less cigarettes each; of 1865, 5 cents per package of 25; of 1866, $2 per 1,000 to $4 per 1,000 plus 20 per cent ad valorem; of 1902, 18 cents per pound to $3 per 1,000; of 1909, $1.20 to $3.60 per 1,000; and of 1919, $3 to $7.20 per 1,000.

On cheroots, the tax was $3 per 1,000 in 1864, or much less than on the same number of cigars, but in 1865 they were made to pay the cigar tax of $10 per 1,000, and in 1866 and subsequently the cigar tax applied, made elastic so as to fit different weights per 1,000 and different values.

Under the first Internal Revenue Act, snuff paid a tax of 20 cents per pound; in 1864, the rate went up to 35 cents; in 1865 to 40 cents; down to 32 cents in 1868, and to 6 cents in 1902, after which rate followed 8 cents in 1909, and 18 cents in 1919.

The law distinguished between "manufactured" and "smoking" tobacco before 1902, and placed on manufactured tobacco a tax of 10 to 15 cents per pound in 1862, changed to 15 cents in 1863, to 35 cents in 1864, to 35 to 40 cents in 1865, and to 30 to 40 cents in 1866. The tax fell to 32 cents per pound in 1868, and to 6 cents in 1902, after which rate the tax rose to 8 cents in 1909 and 18 cents in 1919.

In the case of smoking tobacco, the original tax of 2 to 5 cents per pound in 1862 was followed by 5 cents in 1863, 15 to 25 cents in 1864, 35 cents in 1865, 15 to 40 cents in 1866, and 16 cents in 1868, after which rate the tax on manufactured tobacco applied in 1902 and subsequently. The smoking tobacco taxes applied to tobacco scraps in 1868 and later.

Occupation taxes were placed on tobacco manufacturers and wholesale and retail dealers by the act in force July 1, 1862. The details of some of the rates are too elaborate for restatement, but, in brief, it may be said that the simple tax of $10 a year on tobacco manufacturers beginning with July 1, 1862, was somewhat elaborated and increased a few years later, and the tax was eventully abandoned. The expenses on account of the World War, however, compelled a return to this tax in 1919, with the provisions that the yearly tax on the business of manufacturing "tobacco" should be $6 to $24 plus 16 cents per 1,000 pounds of tobacco used above 200,000 pounds; of manufacturing cigars, $4 to $24 plus 10 cents per 1,000 cigars made above 400,000 cigars; of manufacturing cigarettes, 6 cents per 10,000 made.

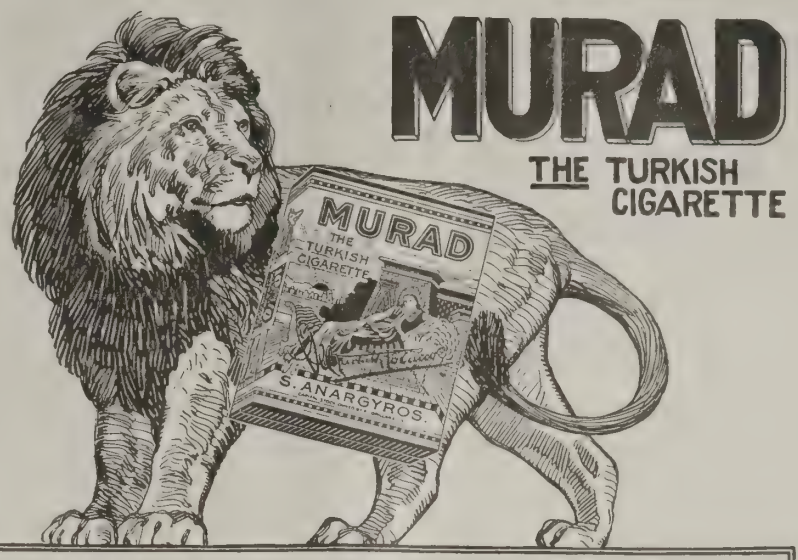
Tobacco dealers, too, originally paid occupation taxes, wholesalers $50 a year and retailers $10. Soon there was elaboration of the tax, increase or perhaps decrease for small dealers, the inclusion of leaf dealers, and in 1902 an abandonment of the tax.

Income of the Government from Tobacco.

The rates of duty and the internal tax rates on tobacco have produced in their operations a large amount of income for the Government, and now much more than formerly. To go back no farther than the fiscal year 1866, it may be noted that the customs collections for that year were nearly $5,000,000; the $10,000,000 milestone was reached in 1889, and the $20,000,000 milestone in 1903. Since that year the highest customs collections on account of tobacco were nearly $30,000,000 in 1917, but the amount fell to $22,000,000 in 1918. If these amounts of customs seem small it may be remembered that this country has always had a tobacco surplus, and that the imports of tobacco are naturally confined to specialties not here produced.

The internal revenue has always been much larger than the customs receipts from tobacco. In the first year's operation of the law, 1863, the income was $3,000,000, in the next year $9,000,000, and the amount increased to $31,000,000 by 1870, $41,000,000 by 1877, and $47,000,000 by 1882. After that year, the amount declined and remained relatively low until 1898, with a low water mark of $26,000,000 in 1884. Suddenly, in 1899, the income jumped to $52,000,000 and the amount reached $71,000,000 in

(*Continued on page* 42)



MURAD
THE TURKISH CIGARETTE

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

IN A CLASS BY ITSELF

MATOAKA TOBACCO
AND
MATOAKA CIGARETTES

Apply for open territory to

MATOAKA TOBACCO CO., Inc.
276 FIFTH AVENUE
(Old Holland House) NEW YORK CITY
Telephone Long Acre 5888

FROM THE FIRING LINE

Personal and Trade Jottings

Henry and R. A. Bureau have bought a cigar business in Verndale, Minn.

—

Red Star cigars are getting good distribution by the Callum Tobacco Co., of Greensboro, N. C.

—

Gilbert Fleming and J. Frank Miller have engaged in the retail cigar business in Bozeman, Mont.

—

Chas. W. Salomon, of New York, went to Connecticut Tuesday night to look after his tobacco interests.

—

Jess Lorton, of Brentford, So. Dak., has sold his retail cigar business in that place to Jos. Wetstine.

—

R. L. Armstrong, of the Armstrong Tobacco Co., of Providence, was a recent business caller in New York.

—

The King-Ferree Co., Inc., manufacturers of El Neco cigars, are planning an extensive advertising campaign.

—

The Buckley Cigar Box Company, of Deshler, Ohio, has increased its capital stock from $40,000 to $50,000.

—

H. D. Zeugschmidt is the principal incorporator of the Famous Cigar Co., beginning at Pittsburgh, with a capital of $10,000.

—

Pedro Costa, cigar and tobacco importer, of 130-32 Pearl street, New York, is showing samples of very fine Porto Rican tobacco.

—

Clyde L. Davis, of the Old Dominion Tobacco Co., of Norfolk, Va., has recently been greeting his New York business friends.

—

The New Lango, from the Lango Cigar factory, Greensboro, N. C., comes in two styles now, a single unwrapped, and twins in foil.

—

Sam Pinkuhsson, of the Savannah branch of the J. S. Pinkuhsson Cigar Co., arrived in New York recently on a purchasing expedition.

—

George and Henry Hochstein, leading leaf dealers of Milwaukee, are visiting Water street, New York, on a business trip this week.

H. Duys & Co., Inc., received a shipment of Java tobacco last week comprising nearly 2,000 bales. Samples will be ready about October 1.

—

General Green, the W. F. Clegg Cigar Co.'s 8-center, is to have a new "dress." Colonel Clegg says that the cigar can't be improved, so he is improving the box.

—

A. P. Evans, manager of the wholesale grocery, tobacco and confectionery departments of the Hudson's Bay Co., of Winnipeg, Canada, is a New York visitor this week.

—

The Plaza Cigar Co., capitalized at $50,000, will engage in business at Bridgeport, Conn. Paul Goldberg, Meyer Luric and Sam. Haflick are the incorporators of the company.

—

Determann & Co., of 175 Front street, New York, importers of Philippine cigars and tobacco, report a strong demand for Philippine stripped and booked tobacco.

—

Work on the new Hemmeter cigar factory at Monroe, Mich., is being rushed, and it is expected that the plant will be completed and ready for operation early in the fall.

—

Tomas Gato and family arrived in New York Sunday from Lake Placid, and will remain in Gotham for a few weeks before proceeding to the Gato home in Key West, Fla.

—

George W. Thompson is in Pennsylvania doing a "land office" business for the E. H. Gato Cigar Co. His order sheets show that excellent success crowned his efforts in Pittsburg.

—

Joseph Hirschburg is in the West, busily engaged booking tobacco orders for John H. Goetze & Co., Inc., the old reliable tobacco importing house of 203 Pearl street, New York.

—

The Continental Waste Products Corporation has been chartered under the laws of Delaware, with a capital stock of $11,000,000. It is to manufacture machinery for treating tobacco, etc.

—

The Prime Tobacco Co., with a capital of $10,000, has been organized at Fitchburg, Mass. The incorporators are John F. Sullivan, Charles Shack and Lewis M. Shack, all of Fitchburg.

George P. Bruck, successor to John J. Sander, of 113 Maiden Lane, New York, reports that he is having a steady demand for cigar molds, presses and other supplies required by cigar manufacturers.

—

Gilbert Nathan, representing John H. Goetze & Co., Inc., of New York, is in Pennsylvania, and his steady stream of tobacco orders indicates that business is prosperous in the Keystone State.

—

E. P. Oakes, western representative of the E. H. Gato Cigar Co., is in St. Paul this week. His next stopping point is to be Kansas City. Mr. Oakes is "putting over" an important deal with the Parker-Gordon Cigar Co.

—

W. B. Kennedy, prominent tobacco man of Paducah, Ky., left home this week for a trip to Europe. He will be abroad about three months. H. P. Fruit will be in charge of the business during Mr. Kennedy's absence.

—

Jacob Lebe, of the tobacco importing house of John H. Goetze & Co., Inc., of 203 Pearl street, New York, is in the Middle West, from whence he is sending numerous good orders for leaf tobacco. He reports a flourishing business all along the line.

—

Returns from the shipment of several carloads of Yolo County, California, tobacco to New York last month have greatly encouraged tobacco growers in Yolo County. Esparto plantation owners declare that next year possibly 15,000 acres will be devoted to tobacco.

—

E. A. Morris, of Vancouver, B. C., landed in New York a few days ago en route homeward from England. Mr. Morris is a large wholesale cigar and pipe man. He says that pipes are very scarce in Canada. He made the trip to England expressly to purchase a stock of pipes.

—

Having leased the store room at 469 Broad street, Newark, N. J., Samuel Goldstein, proprietor of the Beaver Smoke Shop, will open a branch there. The lease, which is for a term of years with renewal privileges, was procured from the Robey Hat Stores, through the offices of the Joseph J. Gries Co.

—

A large shipment of Stripped Manila and Manila Scraps is now in transit to Castellano & Hilbert, New York. Samples of some of the tobacco can now be seen at their office, 125 Maiden Lane. The samples show some of the very finest tobacco ever imported from the Philippines.

John Ruskin ♦ FLOR DE MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

TRADE
CANCO
MARK

THE SIGN OF
BETTER CANS

AMERICAN CAN COMPANY

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

Mr. Karsch, of Saunders & Karsch Company, Inc., the leaf tobacco house at 11 Burling Slip, New York, is off on a cruise of New England waters for a short rest and recreation.

—

The Schulte Cigar Stores Co. have leased through Tankoos, Smith & Co. for a long term of years at a rental aggregating $100,000 the entire five-story and basement mercantile building at the southwest corner of Cortlandt and Greenwich streets, New York.

—

Wm. Quanjer, Inc., and The American Malaya Trading Company purchased 300 bales of fancy Java tobacco comprising first and second sizes of Krian from the 1917 crop. Samples of this excellent purchase will be ready about October 1. Mr. Quanjer is now in Holland.

—

A rain storm, that might almost be called a cloudburst, hit Lexington, Ky., Saturday. The cellar of the Central Tobacco Warehouse on South Limestone street was flooded and the flood threatened to wreck the building. Firemen were on duty ten hours Sunday, pumping out the water. Upwards of 300 hogsheads of tobacco belonging to the Kentucky Tobacco Redrying Co. were stored in the warehouse.

—

The record of exports of tobacco products from the United States during the month of June, 1920, reflects the heavy domestic demand which operates to diminish foreign trade. Cigarettes alone show an increase in shipments for the month of June, making a gain over the corresponding month last year of 147,170,000, or about 9 per cent. Cigars and cheroots decreased 3,925,000, or 47 per cent; plug tobacco fell off 304,588 pounds, or 42 per cent, and smoking tobacco exports declined 134,565 pounds, or 24 per cent .

Philip Martinez, a cigar manufacturer and member of the police reserves, of 1066 Nostrand avenue, died at the Kings County Hospital, Brooklyn, Friday night, of a fractured skull received at 1:45 a. m. Tuesday, when he fell from a motor car in which he was pursuing another car from which a woman had called to him for help. He was 64 years old.

—

Tobacco thieves are operating in the vicinity of Reidsville, N. C. Part of a curing of fine tobacco belonging to Preston Harrelson, who lives near Ruffin, was stolen Sunday night. The thief drove up in an automobile and loaded a lot of the weed on the car. The automobile was tracked for several miles but owing to a shower of rain falling early Monday morning the track was obliterated and could not be traced further.

—

Henry M. Taylor, agricultural statistician for Virginia, reports that the condition of corn in Virginia is 96 per cent of normal, potatoes, 90 per cent; tobacco, 82; apples, 68; pasture, 101; average yield of hay, 1.30 tons to the acre and of alfalfa, 2.37 tons per acre. The total production of the peach crop is 84 per cent of normal. All reports indicate that tobacco has been damaged due to "wildfire" leaf speck, firing and other wet weather afflictions.

—

R. J. Reynolds Tobacco Co. has declared a quarterly dividend of 50 cents on common and common B stock, payable October 1 to holders of record September 15. This is the first distribution since payment of the 200 per cent stock dividend and the splitting of the $100 shares into those of $25 par. The holder of one old share now has a total of twelve shares so that he receives $6 compared with the quarterly rate of $3 which was maintained up to the stock dividend distribution.

Chas. W. Salomon, leaf dealer, of 173 Front street, New York, is keeping close tab on the tobacco situation in Connecticut. He says that the prices have advanced very materially since the recent storm. Growers who were holding tobacco at 55 cents are now demanding 65c. per pound, and are getting it. A wave of buying has struck the State, and numerous purchases have been made.

—

On the occasion of the visit of Crown Prince Carol of Roumania, a banquet was given in his honor at the Ritz Carlton Hotel, New York, by Judge James Gerard, former Ambassador to Germany. At this banquet a package of Regina Maria cigarettes were presented to each guest by the host. The Regina Maria cigarettes are popular in the European countries, and recently were introduced on the American market. The Matoaka Tobacco Co., Inc., has received a special appointment from Her Majesty Queen Marie of Roumania as purveyors of this brand of cigarettes. The Crown Prince was so delighted with Regina Maria cigarettes that he took a great quantity of them with him on his trip to Europe.

—

Alfredo L. Yatco, chief clerk of the Bureau of Internal Revenue of the Philippine Islands, arrived in New York a few days ago. Mr. Yatco is a highly educated, affable and most likable young man. His mission to this country will probably detain him in the United States for a year, during which time he will make his headquarters in the offices of Charles A. Bond, tobacco agent for the Philippine Government, at 172 Front street, New York. In the discharge of his official duties in America, Mr. Yatco will be aided by José M. Hilario, assistant chief clerk of the Bureau of Internal Revenue of the Philippine Islands. Mr. Hilario has been in the United States about a year.

Trade Notes from Near and Far

Subscription sales in Holland, for Sumatra, have been fixed for September 17 and 24.

—

Saxony, Germany, has increased the area of tobacco planting considerably. In 1918 the acreage amounted to 743.87 a. and in 1919 to 2133.88 a. This year the area was still larger.

—

Charles A. Peple, deputy governor of the Federal Reserve Bank of the Fifth District, will be invited to discuss the credit situation in Virginia and the prospects for the future at a big meeting of the Richmond Credit Men's Association which is planned for the night of September 21.

—

D. R. Allen has returned from Tabor, N. C., where he has been buying tobacco this season. That market will sell about three and a half million pounds this year. Mr. Allen says the quality was not very good this season but the crop will average between 20 and 30 cents.—*Reidsville Review.*

—

The consensus of European trade papers, published outside of France, regarding the sale, etc., of the French tobacco monopoly seems to be this: The French government is negotiating, and it is withholding all information until the matter is settled, one way or the other. As soon as the deal is accomplished the world will be presented with the fait accompli.

—

A prominent business man who visited several of the Tampa cigar factories Saturday to see what progress is being made toward the settlement of the strike, stated to a *Times* representative that several payrolls which he examined showed cigarmakers earning in excess of $60 per week. This statement was repeated to Manuel Garcia, of Perfecto Garcia & Bros., and he stated that a cigarmaker in his factory last week earned $96, and that there were a large number who earned more than $60.

—

At a recent monthly meeting of the directors of the Chamber of Commerce at Newport, R. I., Harry Zeidman presented an outline of the operations of the cigar factory which he has started in Newport. It is his purpose to place on the market a brand to be known as the "Saxmore," a "made in Newport" product. He hopes to begin by employing 25 hands and proposes to make the best cigar which can be produced for the money. The board gave his plan its endorsement and promised co-operation.

—

The island of Samos, Greece, expects to have a good crop this fall. The area of cultivation is smaller this summer, a result of lower prices. The crop, however, is expected to yield about 1,000,000 kilograms. Left-over stocks of the crops of 1919 and 1918, held by merchants and planters, are estimated to amount to about 2,000,000 kilograms. Present prices for raw tobacco f.o.b. per kilogram are 7½ to 9 drachmae and for prepared tobacco from 11 to 12 drachmae. One drachma is worth about 8 cents in American money.

—

The match industry of Japan is in a bad way. Many factories have closed down, according to *Yushin Nippo* of Kobe. There are no orders and no wood. On account of low wages Japan was able to gain a footing in foreign markets. Japanese exporters were underselling other countries. Now the Japanese workmen are getting higher wages, cost of materials is increasing, and, as a result, the Japanese are being driven from foreign markets by the same force that enabled them to conquer lower prices. Even in the match business the present times are the age of the survival of the cheapest.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO
STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO., Richmond, Va.

The Liggett & Myers Tobacco Co. begun work last week on a number of additions and improvements to their plant at Durham, N. C., that will mean much to the business and also to the comfort and convenience of the employes. The first work to be started was the erection of an office, one story, to house the office and executive force of the company. It is understood that this building will be temporary in character. The present quarters where the office force is located will be re-modeled and used as an addition to the manufacturing end of the plant. Cafeterias will be installed for both white and colored people. An experienced man from the north will be in charge of the cafeterias and luncheons will be served at a very small cost. These cafeterias will be a great convenience to the people employed. Also they will be among the first established in a factory in North Carolina.

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

A Success!

*Capt. X's big idea—

PALL MALL

FAMOUS CIGARETTES

Rounds

A big success with smokers

Because—They are round in shape, do not have to be tapped, squeezed or loosened, have a free and easy draught and give a big volume of cool smoke from the beginning.

A big success with dealers

Because—In packages of 20 two sales and two profits in the time of one.

And the new soft foil package is the most beautiful container ever made. Reinforced to prevent breaking of cigarettes glassine covering to keep the covering fresh the patented opening tab give the package all the advantages of the card board box and prevents the spilling out of the cigarettes—it contracts as each cigarette is extracted and is therefore less bulky than the ordinary package.

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York City

*Yes, there is a Capt. X. He was an officer in France. When he was forced to use first one and then another brand of Doughboy cigarettes he conceived the idea of combining their easy-smoking feature with the famous Pall Mall blend of 42 Turkish tobaccos. A new idea—a success!

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
89 Dragones St., Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 128. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 8, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Anzuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

Squints at What the Trade Is Doing Up State

Old Reliable Brands More Conspicuous Than Formerly—Major Witsell Tells of Increased Difficulties for the Cigar Manufacturer—Pat Doyle Relates the Helpful Experience of a Buck Private—"In the Scrutinizing Department."

New York State Capitol District,
Old-Home-Week, 1920.

"So you went around the world in seven days, eh, Sam?" chuckled Jim Stubb, throwing a three-inch belvedere butt in the Stubb & Ash, Inc., inflamable waste-basket, and lighting a fresh invincible before sitting down in the Illustrious Potentate's seat o' the Hot Chair Club. "And I s'pose you took a side squint at what the trade was doing in the towns you rushed thru, huh?"

"Side squint is right," nodded Sam Ash, removing his hat and coat for the serious duty of resuming care of the retail counter, where, in a hurry, a cussing customer hammered for immediate attention. "Nothin' but such a blink should I git it o' New England even. But did notice—"

"Sure, you noticed how high the dames were wearin' 'em this Autumn, I'll say," laughed Jim Stubb, taking a critical look at his invincible in an endeavor to discover the cute tobacco ventilating system recently installed at some expense. "Other items, like brands in stock, and so-forth, you may also have unconsciously observed, Sam, but I'll bet a Canadian quarter you can't tell me what dealer had the most business and the fewest cigars, old top!"

"That's easy," jeered Sam Ash, working the travel stiffness out of his three best cash register fingers before the noon crush. "None of 'em had anney too much goods, y'unnerstan, an' all of 'em had so much business as they should be able to handle."

"Did you find any local brands around the Yankee loop, Sam?" asked Jim Stubb, chucking the invincible in the same dump with all the other Hot Chair throw-outs, now more numerous than the entire active membership. "Anything at all which looked like familiar labels to the Capitol District trade?"

"Yeh, almost all of 'em," grunted Sam Ash, blowing the dust off the twelve-cent cigar case so a chance customer could more readily see the new fifteen cent prices. "Ev'rywhere I went up thru Connecticut, Rhode Island, Massachusetts, there was ole scout Peter Schuyler, an,' in some places, Anndora, both reminders that Albany wos still in the see-gar makin' game, unnerstan' me."

"How about Blackstones, Sam—as many as usual?" Jim Stubb wanted to know, putting Sam thru this quiz to note how far a cigar man could get away from his business while on vacation. "And did you run across the old original standbys over there, Seven-Twenty-Fours, J. A.'s, Harvards, M. C. A.s and the like?"

"They was right up front all the time," confirmed Sam Ash, filling up a few empty stock bins, vacant since he went away. "An' Schulte is sellin' such goods as the Harvard for ten-straight, also-as-well. In ev'ry town, likewise, Schulte is got the United skinned on corner locations, doin' a smashin' business without anney effort, I bet yer."

"Seems to be so with us all in the cigar trade," asserted Major Witsell, spreading out his new Henry o' Navarre samples from the New York factory o' M. H. Yracheta. "It takes but small persuasion to sell cigars these days. Appears that every smoker, retailer, and jobber is anxious to buy all he can before prices take another hump.

"And, to tell the truth, what else can they do? Our partnership started in May, and since that time, leaf tobacco costs have added an additional $7.50 per M to the rate of our product. Why, filler alone, selling in the long ago for twelve cents the pound, is now $1.25.

"Thirty cents the pound increase in thirty days! That is, for good stuff. Lots of leaf in the New York market isn't worth a nickel a pound. Rolled up some smokers myself, while at the factory, of this picked over specimen leaf, sniffed 'em, tasted 'em, then threw 'em out the window. Rotten, simply rotten! Such tobacco we couldn't buy without ruining our reputation.

"Now, too, the men are talking about a $5 the thou raise. Will they get it? What else can we do? At present, we are too young in the trade to boost our own lists, but, the workers must have it, else we'll have Tampa-trouble again right in New York City. And we can't afford that right now.

"So we are going ahead, making and selling about all the cigars we possibly can. Up the State we sell the Snyder stores nice sizes, and here in Albany we book goods to M. J. Canaday, at the Ten Eyck, J. W. Stevens, down on the old Broadway corner, Sam Fulder, the Pearl street jobber, and several others.

"And, personally, I'm glad to be back in the cigar game. After four years of retirement, since the disposal to the Cortez Cigar Co., of that old Solace brand of ours, I have been itching to get back with the trade—couldn't stand idleness another minute, I guess."

"Well, it wasn't difficult for me to kill time," smiled De Forrest Ingerham unlacing his A. O. Ingerham Oneonta bag. "One week of vacation isn't much to be sure, but it was all I could steal from business just now. Good weather and lots of sunshine I had, and, coming back on the job, I find Sunshine cigarets getting a pretty good grip on the smokers in our section o' the State."

"No sunshine on my work," gloomed Daniel Webster Plass, resting a big bunch o' Velvet tobacco posters on the floor o' the Hot Chair Club while he felt in all his pockets for that cigare

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Pat Doyle had generously donated from Fatima's sample stock. "Three blow outs in one morning is going some you will admit, and this jinx here, Sullivan, is the cause of it all.

"For he didn't bring along even a patch, let alone an extra inner tube, jack, and a pump. So I had to hike back four miles this A. M. to a State Road Gang where a wop, who looked like Jimmy Marceline, the dago who kicks napkins around during intermissions at the Royal James Hotel, loaned me a pump for $2 security, said pump being worth $2.75 when new the day that Ford discovered two pieces o' tin and a baby rattle could be sold for six or seven hundred screaming eagles when properly massaged with John the Baptist's cleaning fluid.

"Anyhow, Sullivan and yours respectfully, at last pasted a Velvet poster over the third hole with that there stickem the Liggett & Myers Tobacco Company furnishes free to all salesmen capable of locating sufficient space for aforesaid posters. And, when we arrived in Albany, Boss Watts looked us over and decided we might go so far as Troy before the blimp blew another noise in the air."

"Good cars, those Velvet Joe road-crushers," admitted Jim Stubb, holding out his hand for the incoming dispatches, per Izzy-the-maleman. "And here's another crusher for you, too, Sam. It's from the B. Payn's Sons Tobacco Company, and they say Anndoras have at last reached $97.

"This includes the Capitol-perfectos, the panetelas, the Lafayettes, and the Longfellows, while the B & M perfecto also goes to $97, likewise. Some mistake, though, about that longfellow shape—it's a typographical error probably. They've always sold for more money, Sam, haven't they?"

"Uh-huh, Tom McGowan'll be around today, mebbe, an' explain," hinted Sam Ash, selling a pack o' Milo violets to a delicate bird with a wrist watch chained to his southcarpus. "Tom makes it a specialty o' explanations, som'thin' like tanlac tells you how to be fat an' sassy, providin' you use more of it, y'unnerstan.

"Yes, yes, Tom has the right idea, especially when he pulls that fast pencil, steps over to the phone, and rushes an order up Broadway before a dealer can change his mind," agreed Jim Stubb, making the Hot Chair Club more comfy by adding one more seat for Sara Katz. "You know, Sam, some merchants have a habit o' cancelling an order before it arrives at the factory, even in these days o' scarce stuff.'

"Nearly had an order cancelled myself, during the war," admitted Pat Doyle, fitting in his new Fall hat by reefing a Fatima poster under the sweatleather. "It was long before the day when I used to look around at my shoulders every four minutes to see if those bright bars were still there, like the Star Spangled.

"In fact, it was while I was yet a buck-private, very buck at that. And the top-sarge called along the line for messy details, every one a little meaner than the last, and all of 'em worse than selling cigarets in Connecticut.

"So, when some big boy who looked enough like a K. O. to be one, stepped in front and center calling for men with former experience in the insurance business to step forward the required paces, I stepped. Oh yes, I'll admit now that all my previous insurance dope consisted of a possible chance to insure a carton o' Fatimas before they were consumed by a conflagration o' fire in the ultimate smoker's face.

"But, at the time, I was desperate. Yep, scared to death over a K. P. detail, or some other lovely work comparable only to cigaret sampling a W. C. T. U. meet. And when that baby asked me what my insurance experience consisted of, I happened to think, quick, of a poor fish I knew in Hartford once who told me he swam around all day in the tank o' the Scrutinizing Department.

"Exactly what this department was, I hadn't the least idea. It might be the detective bureau from the title, for all I knew. Or it might be lookin' 'em over after the coroner got thru.

"And this bird of an insurance officer, I afterward found out, was a $1 a year man, put in charge of the camp insurance business with no capable help, and willing to put anyone thru who could read and write—especially write.

"That's how I drew off an Army Scrutinizing Department with thirty men in my class, and blanket instructions to go ahead. Go ahead where? Well, I looked over the forms, found them somewhat similar to daily and weekly cigaret salesmen's sheets (because they were absolutely full o' bunk).

"Every night, then, I sat up under the candle trying to memorize that dope. Got so I could sing it! With just a few more nights and days o' practice, I verily believe our Scrutinizers could have restored the Cardiff Giant, Robinson Crusoe, or Jonah, putting them down in either black, red, or green ink in the proper place in the records so that even a cigaret salesman would know who they were!"

THE SMOKER.

Cigar Prices and Merchandising

In no other case have retailers opposed advances more than they have in the cigar trade. Every step in the raise of the former nickel cigar from five cents up to ten cents has been disputed by retailers. It mattered not that both manufacturer and jobber were at their wits end to turn out quality cigars at a price retailers thought their trade would buy. General stores throughout the country, for instance, are so thoroughly imbued with the idea that they cannot sell a fifteen cent cigar that some jobbers we know of have practically given up handling clear Havana and other high grade smokes.

Now this is certainly not merchandising. We thoroughly agree with the merchant protecting his customers against unreasonable advances, but when practically all other lines have advanced in as great and even greater degree than cigars, this point should be appreciated by dealers and should never be lost sight of in handling his customers.

Remember you can't get something for nothing in this world. Quality costs money, and if the general storeman's customers want to indulge in high-grade cigars they simply have to pay for them.—*San Francisco Grocer.*

Comparative Payments for "Luxuries"

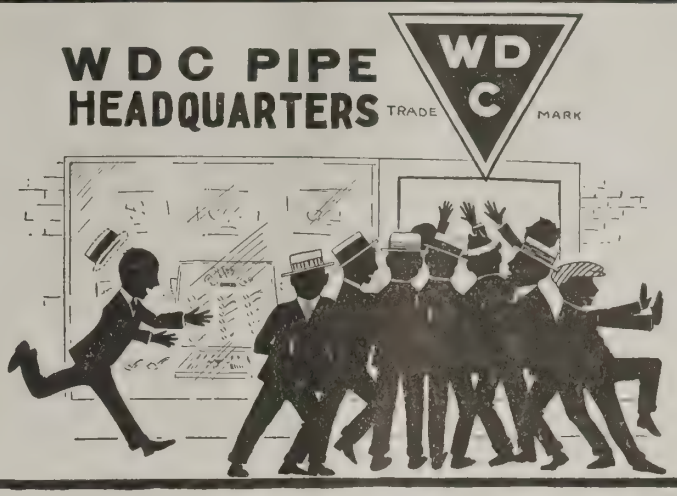
As figured by the Secretary of the Treasury, American expenditures for so-called luxuries, during the past year, were approximately as follows:

Chewing gum	$50,000,000
Candy	1,000,000,000
Cigarettes	800,000,000
Soft drinks, including ice cream and soda	350,000,000
Perfumery and cosmetics	750,000,000
Cigars	510,000,000
Tobacco and snuff	800,000,000
Furs	300,000,000
Carpets and luxurious clothing	1,500,000,000
Automobiles and parts	2,000,000,000
Toilet soaps	400,000,000
Pianos, organs and phonographs	250,000,000

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Harlem Branch—179-185 East 116th Street, New York.
East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.



They Fight To Get In

Make your store W D C Headquarters. Then the everyday "smoke" sale will bring in crowds that will make a fire sale look like a pile of wet cinders.

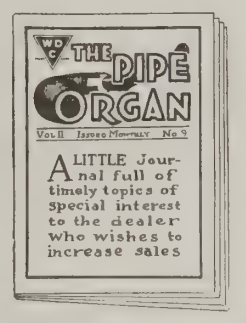
Put your W D C cases on your counter and in your windows. Have a few of the attractive W D C display cards properly placed in the store.

Then enlarge your entrance to keep the crowd from sticking. For there is sure some big demand for W D C Pipes and Triangle Tubes.

And the demand is growing. W D C quality is bringing back the smokers who know. W D C advertising is creating a bunch of new business.

So check up stock and send your jobber a hurry-up order for refills.

Do You Get "The Pipe Organ"?



It's a live little magazine with a bunch of interesting information for the tobacco merchant. Sent free upon request.

WM. DEMUTH & CO., NEW YORK

World's Largest Pipe Manufacturers

CENTURIES OF TOBACCO

(*Continued from page* 35)

1912, $85,000,000 in 1916, $102,000,000 in 1917, and $156,000,000 in 1918.

These two sources of revenue for the Government together produced $13,000,000 in 1865, $52,000,000 in 1897, $75,000,000 in 1909, $104,000,000 in 1913, $132,000,000 in 1917, and $178,000,000 in 1918.

As a fraction of the total ordinary receipts of the Government, the customs income from tobacco has always been small. It did not continuously equal or exceed 2 per cent of the total receipts until 1884, and, generally speaking, its position was between 3 and 4 per cent of the total after 1898 and until 1916. The great war income reduced the fraction to 0.5 per cent in 1918.

The fraction of the total ordinary receipts derived from the internal tax on tobacco reached 11 per cent by 1873 and 16 per cent by 1878, after which year there was a period of recession until 1898, when there was restoration to 10 per cent, but not until 1915 was 11 per cent reached. The fraction was 9 per cent in 1917, and 4 per cent in 1918.

The time when customs and internal income from tobacco together were the largest fraction of the total ordinary receipts of the Government was in the 70's of the last century, and the highest fraction, 17.4 per cent, is found in 1878. Since 1879, the fraction has in general ranged from about 10 to 14 per cent until 1912, followed by increase to about 15 per cent in 1915, and rapid drop from 1916 to 4 per cent in 1918.

Magnitude of Tobacco Manufacturing

By the time that this country had recovered from the industrial depression of 1893-1897, the production and consumption of tobacco products had become fairly normal. The Commissioner of Internal Revenue reports that the average yearly number of large cigars made in 1899-1901 was about 5,500,000,000 and that the number had increased to the yearly average of 7,200,000,000 for 1916-1918, or 30 per cent. Corresponding figures for small cigars, including cheroots, are 669,500,000 made in the average of 1899-1901 and 900,100,000 in the average of 1916-1918, an increase of 35 per cent. Exports of cigars and cheroots reached the number of about 2,400,000 in the year ending with June, 1917, 15,000,000 in 1918, and 33,100,000 in 1919.

Large cigarettes are not made in any great numbers, relatively speaking, and the average product of 1899-1901 was 4,100,000, while that of 1916-1918 was 23,500,000, or 469 per cent greater.

The most outstanding fact in the tobacco industry is the production of small cigarettes. The average number made in 1899-1901 was 3,200,000,000, and a number that reaches a billion seems large, but in 1916-1918 the average production of small cigarettes was 32,800,000,000, a gain of 913 per cent in 17 years. In 1918 the number rose to 37,900,000,000. It is true that billions of these cigarettes were exported in the war years, the number for the year ending with June, 1917, being about 6,500,000,000; for 1918, about 9,100,000,000; and for 1919, about 13,600,000,000. Still the number remaining for domestic consumption averaged about 23,100,000,000 in the three years, and the consumption by the military and naval forces of the United States, wherever situated, is almost entirely treated as "domestic."

In weight of product, smoking tobacco by far leads every other product. For 1899-1901, the average was 105,400,000 pounds, and in 1916-1917 the quantity had grown to 241,700,000 pounds, a gain of 129 per cent. Plug tobacco is next in weight below smoking tobacco, and averaged 170,700,000 pounds in 1899-1901 and 172,500,000 pounds in 1916-1917, only a little more than in the earlier years. Before 1917, cigars exceeded cigarettes in quantity of leaf tobacco used in their manufacture, and the excess was great until the World War was well advanced. In 1917, cigarettes passed cigars in this respect, and held the lead in 1918.

In quantity of product, snuff now follows below cigars. The average production of 15,300,000 pounds of snuff in 1899-1901 grew to 34,900,000 pounds as the average of 1916-1918, a gain of 127 per cent, a conspicuous fact for such a product. It is not exported. Tobacco twist has been a farm product from early times, and as a factory product it has increased to an average of 15,600,000 pounds for 1916-17. Fine cut tobacco, used mostly for chewing, has long been about stationary in quantity of product, with a yearly range from about 10,000,000 to 12,000,000 pounds.

In making brief references to the proportions and growth of the tobacco manufacturing industry, it may be mentioned that during the 15 years from the census for 1899 to that for 1914, the capital of this industry increased from about $112,000,000 to $304,000,000, or 172 per cent, establishments with products for the year valued at less than $500 being excluded. The average number of wage earners increased from 133,000 to 179,000, or 35 per cent; the wages paid during the year from $48,000,000 to $78,000,000, or 62 per cent; and the gross value of products from $264,000,000 to $490,000,000, or 86 per cent.—*Department of Agriculture Year-book.*

CHICAGO GLEANINGS

(*Continued from page* 27)

Grove avenue, features the brands of the General Cigar Co. Robert Burns, Van Dyck and Owls are shown in their displays.

One of the largest soft-drink plants in the world, to cost $1,000,000, is to be built in Chicago by the Coca-Cola Co. as a result of its recent purchase of the block bounded by Crawford and Karlov avenues, Fillmore street and the Baltimore & Ohio Chicago Terminal Railroad. Work will be started at once on a $750,000 building. H. L. H.

PHILADELPHIA FINDINGS

(*Continued from page* 33)

by extensive steam power, he is prepared to execute orders to any extent. The friction matches made at his establishment are universally approved of and considered equal, if not superior, to any in the market.'

"The manufacture of matches was a dangerous occupation at that time, for the white phosphorus was exclusively used. It was not until 1848 that Professor Schrotter, of Vienna, discovered the red, or amorphous, phosphorus, which is nearly odorless and regarded as innocuous.

"In 1846, Donnelly's box label, as shown in his advertisement, made no claim for the manufacturer as an 'operative chemist,' and none for his invention of 'matches prepared from metallic oxide and capsuled.' These changes seem to have occurred after he moved to 106 North Fourth street. He seems to have retired from business in 1857, but in the directory for 1861 he is described as match manufacturer on Oxford street above Fifteenth, and soon afterward disappears from view."

Classified Advertisements

FOR SALE—55 cases French cigarette paper, $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C
AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT
A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

BENSON GORE CO., Inc.
Cigar Importers and Jobbers
366 Fifth Avenue, New York
IMPORTED BRANDS
Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet
CLEAR HAVANA
Lucius—Old King Cole—R & T
MILD HAVANA
Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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Sumatra Commands Extremely High Prices at Amsterdam

(*Special Cable to* TOBACCO)

AMSTERDAM, Holland, Sept. 17

Extremely high prices prevailed. Buying couldn't be done except at the altitude established by sales in July. The Sumatra tobacco inscription was very successful for those who had tobacco to sell. American buyers acquired about 4,500 bales. Total purchases by Americans, all from New York, including buys at the inscription and parcels secured just previously, are reported as follows:

H. Duys & Co., Inc.	1,165 bales	Amst. Langkat/TL Senembah My/BK Senembah My/PM Medan Tab. My/TR/Deli BM/Langkat
E. Rosenwald & Bro	1,143 bales	Deli My/ QM Deli My/P Deli My/M Amst. Deli Co/A
L. Schmid & Co	909 bales	Deli My/E Amst. Langkat Cie/WB/ Medan/S/Langkat TTR/Langkat Amst. Deli Cie/JH/
General Cigar Co	600 bales	Deli My/Deli Toewa Senembah My/S
American Cigar Co	407 bales	Amst. Langkat/HD Amst. Langkat/SB
Cullman Bros	650 bales	TTR/Langkat

A Golden Year for Sumatra Tobacco Growers

AMSTERDAM, Sept. 7.—The first sales of the Deli Batavia Maatschappij and the Deli Cultur Mij caused it to be predicted and the first description sale confirmed the truth of the prediction, it is a golden year for tobacco planters. Prices such as 5, 6 and even 8 guilders spell untold wealth. The stockholders of tobacco corporations are in the fortunate position of pocketing millions. And only a few months ago the prospects were anything but roseate. Sumatra corporations will earn on an average 100 per cent gross on their invested capital, according to Deli *Courant*. This means that administrators will be getting a handsome bonus amounting to 100 per cent. One of the older administrators will get a bonus of more than 100,000 guilders, others will get from 80,000 to 100,000 guilders, which, by the way, is a lot of money.

Perhaps the golden harvest was not so much the result of production at all. It was the result of non-production, rather. Accordingly, not the producers but the wise ones who prevented production deserve the reward. Pursuant to the doctrine of the latest economy it is the restrictionists who are coining the money. Every stockholder is convinced that the restrictionist card is the safest one to play. While they formerly offered a prize to the man who could produce the most, they are now feasting and bonusing those who produce the least. Anybody can create wealth. That's easy. Nowadays the wizard who can create a shortage takes the cake.

The stockholders think they have about the finest set of shortage experts on hand that ever existed since the last grain usurer died in the mouse tower on the Rhine.

These shortage experts went about their business systematically and thoroughly. "Produce as little as you can," was their standing warning, their daily admonition. At the same time the planters were advised to produce the best grade of leaves. If you produce 40 per cent less you have so much more time to pay attention to the rest of the crop the planters were exhorted. Thus came about the Harvest of Millions, the great hit of 1919. And for 1920 the same policy is being followed, the same restriction is taking place and the same result is expected.

Sumatra is shipping to Holland only 43 per cent of a normal crop, a very sound policy on the part of tobacco companies. It enables them to maintain high prices.

WHISPERED ON WATER STREET

Vuelta Abajo, a crop of most excellent quality, tobacco so desirable it is sure, whatever happens, to be highly priced.

Concerning Partido, reports are less optimistic. Indications are that "tobacco will be quite wormy."

Dealers are holding Remedios, hoping to get more but buyers are predicting a drop in price.

A "slight break" in Porto Rican is reported.

A Sumatra Tobacco Field That Is Increasing the Wealth of Its Fortunate Owner.

Georgia Bright Tobacco Sales Totals

On All the Markets of the State 10,277,855 Pounds Were Sold —Bringing the Farmers $2,278,484—An Average of About $23.44 Per Hundred—Results Summarized.

By E. C. Westbrook, Field Agent in Argronomy, State College of Agriculture.

With most of the Georgia tobacco growers the big suspense is over. No one but a man who has raised tobacco can appreciate that innermost feeling that exists when the bulk of a man's crop is put upon the warehouse floor for sale. The entire family has a deep interest in the financial results. They have toiled early and late to make the crop and have planned to buy many things with the money that it brings. So it is no wonder that fellow leans forward as the auctioneer draws near his tobacco, very much the same as a man would at a horse race when he is pulling for his favorite horse to win. He is hoping that the buyers will take a fancy to his tobacco and pay him a good price for it.

Taking everything into consideration the Georgia tobacco grower has done well this year. While prices are not quite as good throughout the season as was expected at the opening, the farmers who cared for their tobacco made a satisfactory profit. In most instances farmers with a small acreage of tobacco made the biggest profits per acre. The large farmers as a rule did not give their tobacco enough personal attention. Farmers who followed proper methods realized $100 to $300 profit per acre. Profits as high as $600 per acre were obtained, but these were unusual.

The farmers who made the biggest profits with tobacco were the ones who fitted it in with a general plan of their crops rather than those who simply added tobacco as an additional crop. Tobacco requires most labor during the harvesting season in July and August. Corn, cotton and peanuts do not require much work at this season, therefore, labor for these crops, which might otherwise be idle, can be used in tobacco. If melons are grown for market they conflict with tobacco because they require the maximum amount of labor at the time it is needed for tobacco. It would therefore be necessary to either reduce the acreage in tobacco or melons or cut out one entirely to get best results. In this day of expensive labor and high cost of production the farmers who plan their crop system so as to produce them at the lowest cost will be the ones to make the biggest profits. The average of producing this year's crop of tobacco was about $100 per acre.

The amount of tobacco sold on each of

(*Continued on page* 35)

During the Season, Some "Mighty Good" Tobacco Was Shown on the Sales Floor of the Lyons Tobacco Warehouse Co. at Lyons, Ga.

MARCELINO PEREZ DIES

A specialist in fine clear Havanas —A man whose charity corresponded to his success — His motto was: "Be friendly."

Marcelino Perez is no more. At his home, 672 Park Place, Brooklyn, last Thursday morning, the noted manufacturer of fine clear Havana cigars passed away. He had been ill nearly a year. Beginning with an infected tooth, a disease of the mouth and throat eventually caused his death. He was a man of many good deeds.

He was born November 16, 1864, in Merida, Province of Asturias, Spain. In his youth he resolved to be a cigar maker. Ere he reached his 16th year he migrated from Spain to Cuba. In the J. S. Murias factory in Havana he served an arduous apprenticeship. Celebrated for making specially good and ofttimes extra costly cigars, the Murias factory emphasized unusual proficiency. Murias graduates were aristocrats among cigar makers. In Havana, however, young Perez was not content merely to learn the cigar makers trade. While working away, he assimilated much knowledge concerning tobacco. Having served his time, having proved that he could qualify as an expert cigar maker, anywhere, Perez was induced to go and see what Fortune had in store for him in New York. He was 20 years old, then. He worked here during part of the winter of 1884, but cold weather persuaded him to return to Cuba. His stay in Havana proved to be brief. "A cigar maker got bigger pay in New York." Besides, Perez hoped soon to engage in business on his own account. Ambition being restrained by prudence he continued in employment in New York for two years, the better to learn the language and ways of the country. His first business venture was associated with the operation of a small factory in connection with a cigar store at 85th street and Third avenue. In this enterprise he had Pancho Gonzalez for a partner. The undertaking proved to be successful, not phenomenally so, but enough to assure a steady growth. The factory, in 1890, was moved to 14th street and Third avenue. A little later the M. Perez Co. was organized. The incorporators of the company were Marcelino Perez, A. Winter, Manuel Rodriguez and D. T. Whitbeck. Mr. Winter acquired ownership of the M. Perez Co. in 1896. On his withdrawal from the M. Perez Co. Mr. Perez, with Manuel Rodriguez and D. T. Whitbeck, formed the firm of Perez, Rodriguez & Co., which established a factory at 20 Fulton street, New York. Some years later, having purchased the interests of his partners, Perez changed the firm name to Marcelino Perez & Co. From 1911 to 1918, the office and factory of Marcelino Perez & Co. was at the corner of William and Duane street. Factory operations were transferred from New York to Tampa in 1918.

A notably expert cigar maker himself, one who most thoroughly understood the inmost secrets of the craft of cigar manufacturing, Don Marcelino used to say: "No cigar can be better than the tobacco it contains." Being a manufacturer of fine clear Havana exclusively, devoted to "the made in bond" idea, he took thought always to be well supplied with choice tobacco. Even in Vuelta Abajo crops vary in quality. "To be sure of having what you want when you want it, you must buy when you can." Marcelino Perez knew that preferred tobacco, at times, is a commodity better to be possessed than money—especially to a manufacturer who jealously guards the reputation of his brand against impairment.

It is the policy of Marcelino Perez & Co. to have "ample" reserve stocks. During the hard times that occurred just after the commencement of the war in Europe, the manufacturer of Tuvals couldn't be persuaded that business would all go to "the eternal bow-wows." Instead of trying to skimp along until properity returned, he jumped right in and attempted to obtain new business. In the early part of 1915, when nearly everyone complained, he increased sales and kept his factory busy. The first six months of 1915 he made an especially successful half year. The next six months enabled a better showing to be made. The demand for good cigars never ceases.

The Late Marcelino Perez

Perez could go into the Cuban tobacco market and make selections with unerring judgment; he could and did organize and superintend a factory so as to produce a maximum of results with a minimum of friction; and when occasion required it, he could take a seat at the bench and turn out cigars comparing favorably with those produced by the most skilled workmen in constant practice; he could fill his sample case with Tuvals and travel through the country assured of success.

But he never tried to make the business of Marcelino Perez & Co. a one man proposition. He took his two sons into partnership, Manuel L. in 1904 and Jose P. in 1905, not to fill sinecures, not to be figureheads, but to become capable in all that pertains to cigar manufacturing. He indeed had a right to be proud of the ability and dependability of his sons. "Always on the job, they needed no invitation to do any work required. They were thoroughly conversant with every detail of the constantly growing business. They relieved Don Marcelino of responsibility. In recent years, supervision and direction of the business largely was entrusted to them. They were "not the kind of boys that make mistakes." Training his sons properly to succeed him, Don Marcelino made his boys real and most helpful partners.

Not entirely because he believed strongly in the virtue of hospitality, Don Marcelino invited the public to visit the Tuval factory. A factory clean, convenient and thoroughly sanitary; a factory that attests cigar making at its best, is worth seeing. A working force favorably situated and undeniably proficient is a good advertisement. And merit, high reputation, assured excellence won from smokers approval and patronage from Tuval cigars.

Though the Tuval factory typifies the commercial prestige of Marcelino Perez & Co., there are other things that will cause Marcelino to be remembered long and affectionately. He was the founder and chief supporter of Union Benifice Espanola, a Spanish benevolent society that now has a membership of 7,000.

In other ways he did much. Few men, though they had far larger means, were more charitable. In aiding distressed fellow countrymen, Marcelino Perez was indefatigable. His time and purse were heavily taxed, but ever he was ready to do more than his share.

Though not many of his friends here knew it, Marcelino Perez, because of his work in behalf of unfortunate Spaniards, was awarded a decoration by the King of Spain that carried with it the title of Eccelentissimo. He was one of the few who survived when the Spanish mail steamship *Viscaya* was lost in 1891. By helping others to safety, he escaped death in the sea.

Not the least of the assets of Marcelino Perez was ability to make and hold friends. In and out of the cigar industry he had friends, everywhere. He believed in being friendly. Generous, sociable, hospitable, kindhearted, he went through life making people happier.

He was a member of the Spanish Masonic lodge in Brooklyn, the Montauk Club, the Merchants Association of New York, La Nacional, a society of which he was president for several terms, and "the Dependientes" in Havana.

He leaves a wife, a daughter, Mrs. Jose Gestal, and four sons, Manuel L., Jose P., Marcelino and William.

Funeral services were held Saturday morning, at St. Teresa's church, Brooklyn, the Rev. Father Antonio Casas, officiating. At the funeral the honorary pall bearers were Col. Alvaro Garcia, Salvador Rodriguez, Ysidro Pendas, Afredo Selgas, Carl Avery Werner, Dr. Jos. F. Todd, George W. Stocking, Stephen R. Wightman, Fred Miller and J. H. Deering.

Interment was in Calvary cemetery.

Three Cruisers of the Delivery Fleet of the Lynchburg Cigar & Candy Co.

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, SEPTEMBER 23, 1920

GAIN IN TOBACCO PRODUCTION

In yield per acre, tobacco has had its period of decline, followed by a recent period of gain. During 1865-1874 the national average yield per acre was 722.3 pounds, and it fell to 719.9 pounds in the following 10 years and to 714.4 pounds in 1885-1894. Thereafter the gain has been marked, and the average of 768.8 pounds during 1895-1904 was followed by 827.5 pounds during 1905-1914. During 1915-1919 the yearly yield ranged from 730.8 to 873.7 pounds. These average yields have been established by the Bureau of Crop Estimates.

To discover whether this apparent gain in yield per acre, which began with the decade of 1895-1904, is not an arithmetical fiction due to a redistribution of the crop geographically, it has been analyzed by States, with the result that the gain has been found in all of the prominent tobacco States for periods covering the last 20 to 40 years. In the last 10 years the average yield per acre in these several States has gained upon a former decade with the lowest average, at the end of a decline, by 12 to 40 per cent. The gain in Kentucky is 22 per cent in 40 years, in North Carolina 40 per cent in 30 years, in Virginia 19 per cent in 30 years, in Ohio 16 per cent in 20 years, in Pennsylvania 20 per cent in 20 years, and in Wisconsin 24 per cent in 40 years. These increases, as well as the increase for the national total, must express the results if an improved agriculture.

The story is different when yield per acre is compared with population. The average yield of tobacco per acre per 1,000,000 of the population was 18.5 pounds in the decade 1865-1874; it fell to 14.4 pounds in the next decade, to 11.5 pounds in 1885-1894, to 10.1 pounds in 1895-1904, and to 9.1 pounds in 1905-1914, and the yearly averages for 1915-1919 range from 6.9 to 8.3 pounds. This evidence unequivocally indicates that the yield of the soil in tobacco in relation to population has declined for half a century.

NO ENCOURAGEMENT OFFERED

Southern cotton growers received short shrift when they appeared before the Federal Reserve Board appealing for aid in the form of expanded credit to save them from a forced sacrifice of their crop. "Go back home and tell the people to quit talking calamity" was the curt advice they received following the emphatic refusal of their request for assistance. Thus ends hope of relief from this source, and it also dissipates the rumor that the board had seen the error of its drastic deflation policy and would adopt a milder course. This being its unchangeable attitude, there is no encouragement in sight for the tobacco growers, who are in a predicament similar to that of the cotton planters.—*Richmond Times Dispatch.*

Business and Human Beings

Fred C. Kelly in the "Nation's Business"

The ideal executive is one who never does anything that can be done by anybody else, and yet is always busy.

The beauty of being an executive is that one may be accomplishing just as much when apparently not doing anything as when humped laboriously over a desk. I know a man who says he often does his most important thinking while shaving.

An executive once said to me, as he closed down his desk to go to a ball game at 3 o'clock: "Business isn't an endurance test. Tomorrow I may have to be here until 6 o'clock. But today, when I don't, I'm going to grab off a little recreation. I'm not going to stay here just to try to make a record for the number of hours I put in at the office."

When Henry Ford put his famous $5 a day minimum wage scale into effect, he might have said to his men: "Work a little harder and you will make more money." Instead he said: "Here's more money for you. But unless you work harder and earn this increase, we won't be able to keep you." He knew that a man will work harder to keep what money he already has, than to get a promised return that he has not.

It is unwise to try to introduce an important new idea to a man on Monday morning. The heaviest mail of the week arrives on Monday, and for various other reasons the average business man is more busy then than on any other day of the week. He does not wish to be disturbed. Anyone trying to sell him anything then must first overcome a strong prejudice against himself as an inopportune caller.

Admiral Samuel McGowan, paymaster general of the United States Navy, noted for his efficiency methods, usually aims to be out of his office on Monday morning. He says a lot of people take advantage of their Sunday leisure to think up foolish or annoying requests to make of him on Monday.

Somebody ought to write a ponderous book on "How to Resist Salesmanship." Tons of books and correspondence school courses have been written on how to sell, but I do not know of a single work on how to avoid buying. The gifted salesman comes in fortified with weeks of study on how to present his selling talk. Any objection the prospect raises is answered so plausibly by the salesman that the victim feels foolish and often buys what he does not want. All the buyer can say is what he can think of on the spur of the moment. Hence he can't cope with a man who has been thinking for months about what he is going to say.

I once asked a famous bankruptcy lawyer why so many business men at some time in their careers became insolvent. Promptly he replied: "From overbuying."

It is human to have a strong aversion to wastefulness. Give a woman free seats to a theater that she really doesn't care to see, and she is not unlikely to spend $3 or $4 in taxicab fare—to prevent having the tickets go to waste. Nothing worries the average man more than to see his trousers wear out before the coat and then have the coat go to waste.

Most people hate any form of novelty—until they get used to it and it ceases to be a novelty. Farmers were the most bitter antagonists of automobiles at first—and yet farmers were in greater need than any other class of people, of the quick form of individual transportation that automobiles provided.

Men often slow to observe obvious things of vast commercial importance. It was years before great retailers began to realize the advantage of being on the shady side of the street. Yet nearly 25 per cent more people walk by the stores on the shady side than on the sunny side of a business street. The shady side is cooler in summer and more likely to be free from slush in winter. And the footsteps that seek the shady side are a valuable business asset. Yet, I repeat, it was only in comparatively recent years that merchants took such phenomena into reckoning.

One of the greatest assets to any business man, whether employer or employe, is courtesy. It is often the most expensive thing in the world to go into the market and buy, but the cheapest thing to produce right on the premises one's self.

It often happens that a marvelous business executive, who would not think of having a larger store or factory than his business requires, nevertheless loses all sense of proportion and values in his personal affairs. Nearly every man of wealth has a much larger home than he needs—just to show the world his ability to own such a large place.

The average business man would be astonished at the value to him of his telephones in his office. Not long ago a New York lawyer had his name accidentally omitted from the telephone directory. He had the phone, just the same, understand, only his name wasn't listed. And he sued for $20,000 damages.

Another strong human impulse is the something-for-nothing instinct. Many a newspaper man has made it a practice to buy at regular prices supposedly complimentary theater tickets to give to advertisers with whom it is desired to curry favor.

Before hiring a man on the strength of his letters of recommendation, it is well to remember that there is many a man to whom one might give a strong testimonial in order to get rid of him.

A man who says a thing can't be done should bear in mind that his testimony is entirely negative. In court negative testimony never gets as much weight as positive. If one witness says he heard a clock strike at a certain time, and another man declares that he didn't hear such a sound, the one who says he *did* hear is more likely to be telling the truth. When a man tells me a thing isn't so, I ask him: "Then what are the facts?"

When a man rents a store he buys two things—space and location. And it depends on circumstances which is more important. If he has a store 10 feet square on the busiest corner of the world, he can sell any one of a number of articles and grow rich.

Women employed on a tobacco farm near Windsor, Conn., have reported to A. A. Katz, the city legal aid agent at Hartford, that their employer declined to pay them wages due for work. Although thirteen women have already called with complaints of this sort, Mr. Katz said that a much larger number usually are received during the season.

Branches Where the Turkish Leaf grows

In all the principal markets for Turkish Leaf the Standard Commercial Tobacco Company maintains permanent branches and warehouses. The shaded areas on the above map represent the chief regions where Turkish Leaf is grown and where our branches and warehouses are maintained—in Athens, Salonica, Cavalla, Patras Volo, Agrinion, Novorossisk, Smyrna, Samsoun and Constantinople.

As growers and direct buyers in these fields the Standard Commercial Tobacco Company regularly obtains more Turkish Leaf than any other dealers in the world.

What does this immense volume mean? It means that out of our large stocks the manufacturer may obtain a constant supply of any type of leaf. And to every merchant and manufacturer, large or small, our great volume enables us to offer Turkish Leaf at a most attractive price.

THE STANDARD COMMERCIAL TOBACCO COMPANY, INC.

The World's Largest Dealers in Turkish Tobacco

120 BROADWAY

NEW YORK

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

HUGO MULLER COMPANY
INCORPORATED
IMPORTERS OF
Sumatra and Java Tobacco
152 WATER ST., NEW YORK

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

Increased Efficiency Bigger Outputs Diminished Expenses
Follow the introduction of our
AUTOMATIC MACHINE
For
MAKING LONG FILLER BUNCHES
With
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Descriptive catalogue showing annual savings and capacity sent on request
COLWELL CIGAR MACHINE CO., Inc.
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Leaf Tobacco Broker
155 Water Street, New York

Germans are Considering Possibilities of Carbon

A "Scientific Suggestion" That a By-product of Smoking Chimneys Might Be Utilized Advantageously to Promote the Growth of Tobacco—As a General Proposition, Probably, It Would Not Pay—Theory Versus Practice—A Question of Cost and Availability—Discussed by Dr. H. Claassen.

BERLIN, Sept. 8.—How to increase agricultural production is a pressing problem for Germany. Science is trying to solve it. Carbon applied to growing plants would stimulate their growth and increase the crop quantitatively. Natural air, of course, contains carbon. More carbon in the air will make the plants grow faster. In addition, carbon makes them grow to a larger size. Through all the smoking chimneys of the land a vast amount of carbon escapes as waste. If this carbon could be collected and applied to plants near the surface of the soil, the problem of food and related products, such as tobacco, could be solved in a twinkling. It would mean cheap food and an end to the high cost of living.

German scientists have solved part of the problem. They have found a way to collect part of the escaping carbon waste. They have applied it to plants, by laying pipes upon the soil and pumping carbon through little pin holes, thus diffusing the stimulant among the growing plants.

The plants grew wonderfully; there is no doubt about that. But it costs money to collect the waste carbon. Besides, the carbon has to be purified, which adds to the expense. If applied directly, impurities contained in the collected gas would hurt the plants more than the carbon can improve their growth. Again, plants thus stimulated need more fertilizer. More fertilizer costs more money. If Germany succeeds in taking cheap fertilizer from the air, in the form of nitrogen, part of this problem will be solved.

While there is lots of carbon escaping as waste, it is a difficult task to collect all of it. It would hardly pay to place a collecting bag over every household chimney that smokes. It might impair the speed of locomotive engines were they equipped with collectors of carbon. And locomotive engines are eating up quite a considerable portion of the nation's coal output.

However, the artificial application of an increased carbon supply to plants has been found to be feasible. The new method will probably pay when applied to such high priced plants as tobacco, for instance. Rome was not built in one day, and science will overcome obstacles that now seem unsurmountable.

One serious obstacle is this: Most of the coal is consumed in winter, while plants need their carbon in summer time. Will it pay to collect carbon while the fields are covered with snow and to apply the gas after the swallows have returned from their winter resorts?

Dr. H. Claassen has a long article on the subject in the *Chemists' Gazette,* discussing the problem in a rather pessimistic vein. He believes that collectible carbon would not suffice to increase the general production of food stuffs perceptibly. He admits, however, that in certain special fields the application of carbon will be profitable even in the face of obstacles that seem to bar success to a general application to the farming industry.

Another problem still unsettled is the question whether increased size, brought about by artificial carbon, will not interfere with the quality of the plants. He thinks increased amount of fertilizer will forestall any qualitative deterioration.

The wind is another factor to be taken into consideration. A strong wind would drive off the carbon before it would have a chance to affect the plants. For this reason, if for no other, carbon application would be most effective in hot houses where air currents could be regulated artificially.

As to the amount of carbon available the following figures are interesting: Before the war, in 1913, Germany produced 190 million tons of coal and 87 million tons of lignite. The latter may be excluded as unavailable. Of those 190 million tons of coal produced Germany exported 25 millions, leaving 165 for home consumption. As noncollectible the gas escaping from the chimneys of dwellings, railroad locomotives, steamers, etc., has to be eliminated. There remain 120 million tons of coal consumed by industrial plants. Most of them are located in cities rather far removed from the areas of agriculture, which tends to increase the cost of pipe lines. Dr. Claassen thinks not more than about 24 million tons of coal could be depended upon annually to furnish carbon for agricultural purposes. Gas could be collected only 120 days a year. This would reduce the amount of available carbon considerably. Dr. Claassen estimated the amount of carbon that could be collected from the smokestacks of available plants at 6,400,000 tons annually.

"According to Bornemann's experiments," says Dr. Claassen, "one hectare of land needs at least 88 tons of CO_2 where conditions are favorable, and at least 100 tons where conditions are less favorable. Figuring on 27 million tons of gas available the amount would suffice to supply carbon to 270,000 hectares, or to about one half of one per cent of surface of the German Empire that was. It would cover about one per cent of the cultivated area. Even if the application of carbon would multiply crops by 2 or 3 times the increase in the whole output of agricultural products would amount to only 1 or 2 per cent."

The plants themselves, in comparison, produce about 100 million tons of carbon annually, equal to one half of all the coal mined in all the coal and lignite mines of Germany. In order to apply carbon in sufficient quantity to the whole of Germany's areable soil, amounting to 26 million hectares, the nation would have to produce 2,300 tons of carbon or burn about 800 million tons of coal.

Accordingly, the use of carbon seems to be restricted to the aristocrats of plant life. Tobacco and other plants of distinction will be the objects of experimentation. In the course of time a way may be found to produce carbon in a less expensive and a simpler manner. Then the rest of plantdom could share in the benefit of carbon treatment. For the present, tobacco and related plants will be the pathfinders in a new field of exploration—invaluable work in the service of humanity.

More Tobacco Sold Than Expected

WARSAW, N. C., Sept. 17.—Total sales for the week, 594,030 lb. Average price per pound, $16.6272. Sold to date of 1920 crop, 1,030,734 lb. Average price per pound, $17.5971.

Remarks: Great dissatisfaction among the farmers. However, more tobacco has been sold to date on this market than expected after prices continued low.

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On or about September 29th, we will offer a large quantity of the 1919 crop of Java (Vorstenlanden tobacco), finest selections of the following plantations:

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SG
TROETJOEK
MANANG
DJOEWIRING
GAJAMPRIT, etc.

We will also offer at that time about 600 bales of fancy old Java tobacco.

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Tobacco Strippers and Commission Merchants

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TOBACCO STOCKS

	Bid	Asked
American Cigar com	128	130
American Cigar pf	73	78
American Mach. & Fdy	140	160
American Snuff	100	106
American Snuff pf	78	87
American Sumatra	90	90¾
American Sumatra pf	85	90
American Tobacco	130	131½
American Tobacco B	128½	129½
American Tobacco pf	89	89¾
Conley Foil (new)	20	23
Consolidated Cigar	74½	75½
Consolidated Cigar pf	81	83
Geo. W. Helme com	160	170
Geo. W. Helme pf	93	98
Imperial Tobacco	8½	9
Johnson Foil	100	115
J. S. Young	128	138
J. S. Young pf	80	90
Liggett & Myers	133	145
Liggett & Myers B	120	145
Liggett & Myers pf	99	106
Lorillard P	138	140
Lorillard P pf	96¾	105
McAndrews & Forbes	110	116
McAndrews & Forbes pf	75	82
Porto Rico Am. T	110	120
R. J. Reynolds 'A'	84	89
R. J. Reynolds 'B'	42	44
R. J. Reynolds pf	98½	100½
Tobacco Products	68½	69½
Tobacco Products pf	84¾	85¾
United Cigar Stores	130	152
United Cigar Stores pf	95	104
United Drug	105	115
United Drug 1 pf	45¼	48
Weyman Bruton com	165	172
Weyman Bruton pf	90	95

CIGARS FROM PORTO RICO

Per S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Cases
United Cigar Stores Co	62
Porto Rican Amer. Tob. Co	162

Per S. S. Mohawk. Arrived Sept. 20.

	Barrels
M. Gans & Sons	138
Portocuba Corporation	50
Porto Rican Amer. Tob. Co	36
L. Hirsch	22
Rosenstadt & Waller	78
Hamburger Bros. & Co	76
M. Lopez & Co	59
M. A. Sola & Co	43
W. Schall & Co	5
American Cigar Co	127
Durlach Bros.	100
Julius Klorfein	4
Stern-Mendelsohn Co	4
Union National Bank	7
P. R. American Express Co	58
Bernard Judao & Co	29
	Bales
W. D. Smith & Co	10
R. Gans	46
L. Hirsch	20
Rosenstadt & Waller	28
Hamburger Bros. & Co	4
A. Blumensteil	1
M. Lopez & Co	20
M. A. Sola & Co	7
American Cigar Co	129
Durlach Bros.	61
Portocuba Corporation	33
J. B. Lichenstein & Co	90

Per S. S. Mohawk. Arrived Sept. 20.
Consignees:

New York—	Cases
Porto Rican Amer. Tob. Co	134
Portocuba Corporation	1
Pedro Costa	5
United Cigar Stores Co	115
Villar Zanza & Co	8
Cien Porciento Co	8
Welcher Bros.	8
F. Bonilla	3
El Coro Export & Import Co	32
A. Rivera	5
P. R. American Express Co	6

Per S. S. Helen. Arrived Sept. 17.
Consignees:

New York—	Cases
United Cigar Stores Co	181
P. R. Amer. Tob. Co	131
Total	262

Per S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Cases
P. R. Amer. Tob. Co	162
United Cigar Stores Co	62
Total	224

TOBACCO FROM PORTO RICO

Per. S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Barrels
P. Lorillard Co	241
H. Duys & Co., Inc	139
Universal Leaf Tobacco Co	75
Rosenstadt & Waller	176
Durlach Bros.	125
E. Rosenwald & Bro	151
M. Lopez & Co	61
W. Schall & Co	8
Selgas & Co	121
Bowering & Co	100
Cullman Bros.	70
	Bales
P. Lorillard Co	1,000
M. Lopez & Co	35
H. Duys & Co., Inc	8
W. Schall & Co	5
Welcher Bros.	50
Selgas & Co	86
I. Lewis Mfg. Co	200
Bowering & Co	75
Cullman Bros.	5

Per S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Bales
P. Lorillard Co	1,000
Lewis Cigar Mfg. Co	200
Total	1,200
	Barrels
H. Duys & Co	139
Selgas & Co	121
Total	250

Per S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Barrels
Universal Leaf Tob. Co	75
E. Rosenwald & Bros	151
H. Lopez & Co	96
Total	322

STRIPPED TOBACCO FROM PORTO RICO

Per S. S. Helen. Arrived Sept. 17.
Consignees:

New York—	Barrels
Union National Bank	20
Stern, Mendelsohn Co., Inc	18
J. Cohn & Co	132
M. Gans & Co	150
Amer. Cigar Co	487
Total	807

Per S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Barrels
P. Lorillard Co	241
Durlach Bros.	125
Rosenstadt & Waller	176
Cullman Bros.	70
Bowering & Co	100
W. Schall & Co	8
Total	720

SCRAP TOBACCO FROM PORTO RICO

Per S. S. Philadelphia. Arr. Sept. 18.
Consignees:

New York—	Bales
H. Duys & Co	8
W. Schall & Co	8
Welcher Bros.	50
Selgas & Co	86
Bowering & Co	75
Cullman Bros.	5
Total	232

Per S. S. Helen. Arrived Sept. 17.
Consignees:

New York—	Bales
J. Cohn & Co	10

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Demoralized Market at Danville

DANVILLE, Va., September 20.—Rarely has the Danville tobacco market opened a season under conditions so demoralized as they were today, growers of tobacco and warehousemen alike sharing a pessimistic view sharply in contrast with former years. Some 50,000 pounds of the weed, mostly common in variety, was sold on the warehouse floors in an hour and a half's time at a general average of $15.10 per hundred pounds. Just what this means to the farmer may be gauged by quoting the opening prices a year ago when the initial offerings brought $28.01. While comparatively few farmers were selling today, they were here by the hundreds, having been warned earlier to be on hand to see just what the buyers would do for them. As they followed the sales and eyed the tickets, they shook their heads and complained openly of what they termed "robbery" and "giving it away." Scores of planters who tested the market ran their trucks onto the floors before the sales were over and tearing up the tickets carried the tobacco back to the barn. Medium lugs brought from $25 to $30, some good ones $36 and while these figures looked high besides the $8 mark which was often in evidence, the planters explained that it meant nothing to them and that last year the same tobacco would have sold for $70 and would have been snapped up at that.

Contending that the present crop has cost them $36 to raise the prices paid at the opening was accepted by many as spelling ruin and even bankruptcy though more optimistic farmers opined that after the presidential election, no matter which party triumphs, there will be a wholesome reaction.

After the sales were over the streets were filled with farmers thoroughly disconcerted and at sea as to what to do. T. B. Hill from Kentucky was here and he was seized upon as a leading light. At his suggestion, the farmers gathered at the city tabernacle demanding that a meeting be held at which they could relieve themselves of their pent-up feeling. J. H. Warren who with nine other prominent growers of the Piedmont section were appointed a committee at another mass meeting held here last Saturday to formulate plans for a concerted movement of tobacco growers, urged that the farmers go home and await the deliberations of this committee, as planned, but the growers were in no mood to calm themselves easily and the meeting was held.

After a number of short talks were heard when "the trust" was mentioned or other alleged agencies which are conspiring to force down the prices on the tobacco market, the following resolution was adopted.

"Whereas the prices offered for tobacco on the market of Danville today mean bankruptcy to the farmers of Virginia and North Carolina;

Be it resolved, that we farmers now assembled urge the farmers to offer no more tobacco for sale until the committee appointed can make its report on the ways and means of selling the present crop of tobacco for a reasonable profit on the cost of production.

"Your committee urges every farmer in the states of Virginia and North Carolina to meet at the Danville Tabernacle, Saturday, September 25, at 11 A. M., to hear the report of the committee and we hereby demand the warehousemen of Danville to close their auction houses until after that date."

Three thousand persons stood up as taking the affirmative side of the resolution and a committee was appointed to wait on the warehouse men.

Some of the cooler planters were of opinion that nothing could be done until the Piedmont Growers Association can be formed and thus present an united front to the buyers and ask for some explanation of the drop in prices.

While tobacco warehousemen had expected low prices, they had quietly hoped that the situation caused by the North Carolina markets when farmers, outraged at the prices offered, took virtually the same action here, would have caused some reaction to set in in Virginia. Their fondest hopes were not realized and the week sold perhaps lower than it did in North Carolina. There were examples here and there where a planter brought first class wrappers to the market and received a price that would give him a reasonable profit, but on the mediocre grades the exceptionally low trend of prices was seen. This augurs badly for the planters as the preponderance of the crop is low quality.

Tobacco men do not believe that the farmers as individuals will adhere to any plan of campaign until the organization now being perfected has been worked out It is notably true of the growers that they rarely act in unison when left to their own devices. It was also pointed out that while the large tobacco producer who operates on a fairly good bank margin might, perhaps, store his tobacco for several months and still live in peace and plenty, this is not true of the so-called "one-horse" farmer, the small grower, probably in debt and in need of money just now to meet his outstanding obligations. It is unquestionably true too, that some of the planters have been "carrying" tenants for the past three months and are expecting a reckoning within the next sixty days. It is also to be remembered that the fabulous prices of the last two years caused some of the younger farmers to plunge into land deals when acres were abnormally high, who paid sums down, the rest being secured by notes on which payments are now to be made.

Tobacco men of conservative judgment scorn the "trust" accusation and say that this is sedulous propaganda. One well known local dealer told TOBACCO correspondent today that one large tobacco firm has three million dollars' worth of bought tobacco undelivered and five additional million dollars' worth unsold and also undelivered, this representing half of the capital of the concern. This, he said, was some indication of the amount of tobacco on hand by large domestic concerns. The port of Liverpool is closed absolutely to tobacco, owing to the fact that the warehouses are filled to capacity. The port of London is partially closed and tobacco is being taken in in rations. It is explained that the

foreign manufacturers have been unable to use up their accustomed supplies of raw material as result of the economic situation and internal labor disorders.

The buyers are also pointing out to the farmers that the advice given in all earnestness at the close of the last season has not been heeded by the growers. They were told that the remarkable prices for tobacco could not last indefinitely and they were warned to curtail their acreage. Instead, the farmers in the Bright belt increased it. G. T.

Preliminary Sales at Richmond

RICHMOND, Va., Sept. 19.—The Richmond leaf tobacco warehouses were open last week and enough of the weed was put on the floors to get the buyers interested to some extent. A few more primings, about 15,000 pounds, came in on Tuesday and Friday, and, on Wednesday one of the warehouses (Hutcheson's had a good sale of bright fluecured leaf that was grown in the territory contiguous to Richmond.

The sun-cured primings that were offered showed no improvement in quality as compared with the offerings of the week previous, and the buyers showed no burning desire for them, but they let no "guilty pile" escape. The prices paid were from $2 to $5 per hundred pounds, as reported by the *Times-Dispatch*: "The buyers took a very decided interest in the brights that were offered at Hutcheson's warehouse. These offerings consisted of something like 15,000 pounds made up of many small piles of bright primings, fillers, cutters and wrappers, a few small piles of fine leaf being noticed in the last two named grades. This tobacco was grown in Chesterfield, Charles City and Cumberland Counties, and was brought to the city last week by the growers to try the market and see for themselves if Richmond really proposes to become a bright market."

The buyers turned out in good force, and the bidding on the brights was spirited. A varied lot mixed with all the grades mentioned above, grown in Cumberland by W. T. Brant, who is experimenting in brights, brought an average of $31 per hundred, which is said to be the highest average yet made in any bright market in Virginia or the Carolinas this season. One pile of this lot brought $56 per hundred, and the others from that figure down to $21.

It devolves that a good deal of bright tobacco was grown and flue-cured this year in the territory around Richmond, and this trial "break" is but the forerunner of a prettty big business Richmond will do in brights this season. Quite a number of farmers in the three counties named above and in other counties near to Richmond have tried their hands at growing and flue-curing the Little Cronoka and other kinds of the brights, and Richmond is their favorite market if the buyers want it to become a bright market. The way the latter bid on the trial lots last week rather indicates that they do want this to be a bright as well as a dark market. There will be another and larger sale of brights at Hutcheson's warehouse about the last of the month.

Sales Rather Small at Rocky Mount

ROCKY MOUNT, N. C., Sept. 18.—Sales of leaf tobacco on this market have again been light, reaching only about 700,000 pounds during the week, which brought an average of $22 per hundred.

While the better grades have advanced, the large per cent of common nondescript tobacco selling from the general average to the figures named above.

Improvement Anticipated at Winston-Salem

WINSTON-SALEM, N. C., Sept. 14.—This season's opening sale on the local leaf tobacco warehouse floors today totaled 332,476 pounds for $61,495.49, at an average price, therefore, of $18.50 per hundred pounds, which compares with previous years as follows:

Opening in year 1895 averaged $7.09.
1900 averaged $6.42.
1905 averaged $7.96.
1910 averaged $9.92.
1915 averaged $9.17.
1916 averaged $17.84.
1918 averaged $29.15.
1919 averaged $28.26.
1920 averaged $18.50.

In 1919 the market opened Sept. 2, selling 386,575 pounds for $109,264.59, an average of $28.26; in 1918 on the opening day were sold 451,113 pounds for $133,459.05, an average of $29.15 per hundred pounds.

The prices today ranged as low as .50 per hundred for trash and burnt ground leaves, up to $60.00 per hundred for the better bright leaf grades.

Bidding gradually grew stronger as the sale progressed, and the general opinion seems to be that prices will improve when the export companies begin buying next week, as they are the largest buyers of the commoner grades such as were offered today mostly, but will not have buyers on the sales for the first week or two, it is understood, because their plants are filled with receipts from the South Carolina markets which have just closed.

The offerings today were of fair quality considering the heavy rains during the growing and maturing season; however, they were not as good as on the opening date last year.

While the farmers were not pleased, of course, today's prices seemed to be good as expected in view of reports from other markets which opened before, and on account of the absence of four of the largest buyers until next week; besides it was expected that prices today would range considerably below those of last year, due to indications of a large crop. G. W. C.

Prices Declined at Wilson

WILSON, N. C., Sept. 17.—President W. J. King of the Wilson Tobacco Co., reports tobacco sales on the market here during the past week, as follows:

Sold 1,967,702 pounds, brought $448,675.67, averaging $22.80.

Prices have steadily declined all the week on all the grades, and the quality of tobacco has not improved a great deal, but of course we have more body tobaccos than we had on the opening sales.

Farmers in general, have been greatly dissatisfied, as tobacco is now selling below cost of production.

Greater Market Facilities at Danville

DANVILLE, Va., Sept. 18.—The Danville tobacco market will open for the 1920-21 season next Monday morning with a full corps of buyers on hand, but nobody knows just what will happen in the way of bidding activity or prices. Expressions today among tobacco men indicated that if the farmers will market their crop slowly that prices will not be as low as they were at the opening of the North Carolina market.

Nearly all of the warehouses have enlarged, two of them practically doubling their space, while several additions have been made to rehandling plants. There's no discounting Danville's ability.

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The Largest Tobacco Seed Growers in the World
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Determined at Wilson

WILSON, N. C., Sept. 16.—Tobacco growers, warehousemen, bankers, merchants and professional men representing 17 counties in Eastern North Carolina and the Piedmont section, attended the big meeting held here yesterday, pursuant to the call of the Wilson Chamber of Commerce. Resulting from the meeting will be an organization specially formed to devise ways and means for the more advantageous marketing of crops. Also the organization will take steps to bring about a reduction of the tobacco acreage, next year, in the Carolinas and Virginia. On the committee appointed to bring into being the organization planned, determinedly, are J. E. Winslow of Pitt County, F. L. Carr of Wilson County, Stephen Bragow of Wilson County and J. A. Croom of Wilson County. The plans are to extend the organization to every county in North Carolina, South Carolina and Virginia.

In brief the purpose and desire of the meeting was expressed in two resolutions.

One, introduced by F. M. Miller, of the Wilson Chamber of Commerce, arranges for the extension of tobacco sales over a longer period; to wit:

"Resolved, That instead of marketing this crop of tobacco in four months we market at a period of seven months.

"That the daily sales of each market shall be determined on the basis of the total sales of that market on last year's crop, extended over the production of several months as above specified, and that the North Carolina Warehouse association be called upon to prepare and put in motion necessary machinery to accomplish that end."

The other, presented by Judge Stephen Bragaw of Beaufort, provided for the formation of an association of tobacco growers, thus:

"Resolved, That an association of tobacco growers be immediately formed and organized, the name and plan and operation of which shall be designated and provided as follows:

"Each county in eastern and piedmont North Carolina in which tobacco is grown shall select a representative for that county, said representative to constitute a committee to meet here after and at the earliest date possible to formulate a complete plan of organization and operation, said committee of representatives being hereby authorized to designate the name of the association, to recommend by-laws and other regulations for submission to local or county units of the organization for ratification and adoption.

"That this committee of representatives shall be authorized to designate the curtailment of acreage to be planted in tobacco for the year 1921 and suggest methods whereby such curtailment may be affected.

"That this committee of representatives be authorized to select officers and committees of the organization to the end that delay in putting into effect its plans may be avoided and shall make provisions for election of officers and committees by the organization at large at some other date, to be designated by the committee or representatives.

"Resolved, That it is the sense of this meeting that every bank doing business with tobacco growers in North Carolina be requested to enter into such legal agreements with this association as may tend to assure a curtailment of acreage in tobacco for the year 1921 and to encourage and enable the planting of a large acreage in food and feed crops and thus to aid in providing against a repetition of existing conditions.

"Resolved, That this committee of representatives be authorized and it is hereby directed, immediately upon and after its meeting and organization, to invite and provide for co-operation with the tobacco growers of South Carolina and Virginia and, if deemed advisable, other states.

"Resolved, That a special committee be appointed by the chairman of this meeting, whose duties shall be to communicate the substance of this resolution to each county in the territory contemplated and to request that local meetings be held and a representative selected to act for the county on the committee of representatives herein before provided for, this special committee to be authorized and directed to name the time and place for the meeting of said committee of representatives and to make due publication thereof and otherwise to provide for the full attendance and county representative at such meetings."

Fairly Heavy Breaks Expected.

LYNCHBURG, Va., Sept. 19.—The bright tobacco market will open here next Thursday and local warehouses are expecting fairly heavy breaks. The dark crop is not expected to move freely until after November 1. This tobacco cures much later than the bright and ordinarily begins to move to the market about a month later than the bright. This year, because of other heavy crops and a labor scarcity, the start will be even later than normal.

The sales of dark primings during the past week aggregated 148,300 pounds, bringing the sales for the month up to 302,100 pounds, an increase over last year of 26,600 pounds. The top price of the season came during the week, being $31. Good offerings are selling high, but the demand is small for the inferior grades.

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The Baltimore Tobacco Market

BALTIMORE, Sept. 16.—Receipts of Maryland tobacco were somewhat smaller, totaling 1,563 hogsheads, while sales were only 636 hogsheads. With the exception of strictly French grades, which were somewhat lower, there was no change to note in this market.

Ohio—Receipts, 46 hogsheads with no sales.

Maryland Prices—Inferior and frosted, firm leaf, $5 to $10. Sound common and greenish, $11 to $15; good common, $16 to $25; medium, $26 to $34; good to fine Red, $35 to $55; fancy, $56 to $58.50; seconds, good to fine, $29 to $50; seconds, common to medium, $10 to $28. Bay top fire cured, $15 to $55; upper county air cured, $12 to $41; ground leaves, $8 to $30.

Stock in warehouses:

	Md.	Ohio.	Total.
Stock January 1.....	14,691	4,015	18,706
Receipts since	17,890	1,147	19,037
	32,581	5,162	37,743
Delivered since	15,321	1,241	16,562
Stocks today	17,260	3,921	21,181
Sales—			
This week	636	...	636
Previously	6,734	440	7,154
	7,350	440	7,790

Opening Up at Appomattox

APPOMATTOX, Va., Sept. 17.—Total sales for the week, 60,334 pounds. Average price per pound, 4.56. Sold to date of 1920 crop, 60,334 pounds. Average price per pound, 4.56. Sold to same time last year, 52,209 pounds. Average price per pound, 7.43. Remarks: Priming crop light, on account of wet weather. Common, 3 cent average; medium, 5½ average; binders, 15 to 25 cents.

Many Farmers Are Holding Back Tobacco

WINSTON-SALEM, N. C., Sept. 17.—Total sales for the week, 604,185 pounds. Average price per pound, 18.89. Sold to date of 1920 crop, 604,185 pounds. Average price per pound, 18.89. Sold to same time last year, 2,770,261 pounds. Average price per pound, 34.75. Remarks: Our market opened earlier last year, which accounts for the great difference above. Offerings lighter. Farmers holding back their tobacco until full representation of buyers are on the market. Prices firmer towards latter part of week.

G. W. CORBIN.

Good Grades Sell Better Than Last Week

KINSTON, N. C., Sept. 17.—Total sales for the week, 1,186,417 pounds. Average price, per pound, 19.25. Sold to date of 1920 crop, 2,093,143 pounds. Average price per pound, 19.85. Remarks: Large percentage common tobacco being sold. Good grades selling better than last week, and only large percentage of new grades makes average low.

EY. SPEED, Sec.
Kinston Tobacco B. Force.

Plan to Organize at Danville

DANVILLE, Va., Sept. 19.—The organization of a tobacco growers' association probably will result from the mass meeting of farmers held here yesterday, J. H. Warren has been named temporary chairman of a strong committee of growers from Virginia and North Carolina who plan to meet next Tuesday here to build up the framework of what is regarded as being a union of growers.

While farmers had opportunities to air their grievances, fancied or real, yesterday, nothing definite could be done because the prices on the market are still problematical and will be revealed only on the opening day.

A committee of ten planters, five from North Carolina and five from Virginia, has been appointed to plan permanent organization of a tobacco growers' organization. The five from North Carolina are T. G. Chandler, William Lea, C. H. Vernon, Kinch Williams and T. M. Adams. The five named from Virginia are J. H. Martin, J. H. Neal, H. C. Allen, P. H. Terry and J. C. Warren. They will hold a meeting here Tuesday to take stock of the situation and to act as spokesmen for the growers until a permanent organization can take place October 2.

The idea of appointing 10 men was to have recognized spokesmen who might take up the issue of crop prices and speak for the planters of this section. Hitherto it has been largely complaints from individuals but now the buyers will have to talk to men who represent the united growers of tobacco. There is not a real spirit of antagonism, although some of the farmers are decrying price fixing and alleging that the crop is to be bought for nothing so that the farmers can produce an even larger crop next season. The predominating belief is that the buyers should be shown clearly what it has cost to produce the crop and instead of taking snap judgment by boycotting the market, simply because the prices do not please, that there should be a medium of negotiation.

Farmers Disliked a 30-Cent Price

DANVILLE, Va., Sept. 20.—General dissatisfaction among tobacco growers with prices ruling at the opening of the new season today resulted in scores carrying their tobacco back to the barns. Tobacco which brought from $80 to $90 per 100 pounds last season opened at $30 today, while the common grades predominating on the floors brought from $8 to $17 or one-half of last year's prices.

Roth Tobacco Co. Protests Against Freight Rates

WASHINGTON, Sept. 22.—The Roth Tobacco Co. of St. Louis, has filed a complaint with the Federal Trade Commission against the St. Louis-San Francisco Railway and others, protesting against rates on shipments of raw tobacco from Tennessee, Kentucky and Indiana to Cape Girardeau, Mo., as excessive when compared with rates charged competitors of the Roth Company in St. Louis, Cincinnati, Chicago, Memphis, New Orleans, Richmond and Philadelphia. The tobacco company asks for the establishment of new rates.

Exports and Imports of Matches

WASHINGTON, Sept. 27.—There was $19,780 worth of matches imported into the United States during July, according to figures made public by the Department of Commerce. During that same month exports of matches were valued at $40,298.

Camouflaging Japanese Matches

WASHINGTON, Sept. 22.—The Consaco Sales Co., Inc., has filed its answer with the Federal Trade Commission in docket No. 570, relative to the sale of safety matches which are manufactured in Japan and imported into the United States. The company admits that it is selling Japanese matches with labels on them which contain words printed in the Swedish language. The company declares, however, that none of the matches which it has been selling could deceive any person purchasing the same into believing that they were purchasing matches which were manufactured in Sweden. Request is made that the complaint be dismissed.

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Thousands of Visitors Attracted to the Lucky Strike Factory at Atlantic City.

This is a picture of The American Tobacco Company's latest factory. While in no way does it compare in size with any of the other factories of this company, nevertheless it is a cigarette factory in every sense of the world.

It is centrally located on the Boardwalk on the Central Pier (Young's old pier) at Atlantic City and no one visiting the famous seashore resort of New Jersey can fail to see it.

At this factory, the public is shown how Lucky Strike Cigarettes are made. Every step in the making of this fast growing cigarette is demonstrated from the machine that feeds the tobacco to the sealing of the cartons.

The toasting process is also demonstrated and explained by two of the company's representatives. After seeing how Lucky Strikes are made and what toasting does for tobacco, one can understand why thousands of Lucky Strike cigarettes are sold here every day.

Lucky Strike cigarettes are sold in individual packages of 20s and in cartons of 100 and 200 cigarettes and are mailed anywhere free of charge. These cartons have a special wrapping, showing that they are made in Atlantic City, and many of the visitors instead of buying useless souvenirs, mail cartons of these toasted cigarettes to their friends at home.

On the roof of this Exhibit is one of the biggest electric signs in Atlantic City, advertising—The Lucky Strike Cigarette—IT'S TOASTED.

Its glory blazes o'er the boardwalk.

Largest Sales of the Summer in Louisville

LOUISVILLE, Sept. 17. — This week's sales of tobacco on the local breaks were the largest of the summer, being unusually heavy for the season of the year. They totaled 1,624 and exceeded the week's comparatively heavy receipts by 280 hogsheads. The week before, sales were 1,309 hogsheads. In the like weeks of 1919, 1918 and 1917 they were only 1,162, 377 and 246, respectively.

Owing to the large percentage of very common tobacco in the week's offerings prices were exceedingly poor for that kind. Common smokers, which last week brought $5 to $7, were sold as low as $2 to $4 this week. Good and fine leaf and bright grades were inclined to be higher; medium grades of leaf and color and red tips were firm.

Dark offerings also were of poor quality, with few hogsheads of air-cured leaf that could be classed better than common. Fired leaf and lugs sold fairly well.

The week's sales consisted of 175 old burley, 9 old dark and 209 1919 dark. Rejections were very heavy, being 38 per cent of auction sales, compared with 18 and 30 per cent, respectively, for the like weeks of 1919 and 1918. Rejections last week were only 22 per cent, and those of the week before, 20 per cent.

Paducah Market Report

PADUCAH, Ky., Sept. 17.—Sales of loose tobacco on the loose floors and through the chutes during the past week have been small. Prices remain about the same as last week, with buyers readily taking all offerings.

Most of the loose tobacco that is moving now is being delivered to the prize houses of the Planters Protective Association, and receipts have been heavy with them all week.

The weather during the early part of the week was hot and sultry. Wednesday afternoon there was a heavy general rain, and since the rain it has turned cooler. In several localities we have reports of heavy hail storm accompanying the rain, but the damage from this source was not very great, as the area affected was small.

Cutting has been pretty general over the entire district this week. Some sections have cut and housed practically all the crop, while others have hardly begun. I estimate that 50 to 55 per cent of the Western District crop is now in the barn. There is less complaint of damage from rust or black fire and this disease seems to be checked.

The Planters Protective Association reports the sale of 72 hogsheads of common to medium leaf at prices ranging from 15 to 19 cents. They also have inquiries for various grades of tobacco, and expect to consummate other sales in the near future. W. B. KENNEDY.

Wholesale Grocery Company Organized

WINCHESTER, Ky., Sept. 17.—The Cynthiana Wholesale Grocery Co., composed largely of Winchester capital, has been organized and is expecting to operate one of the largest wholesale groceries in Kentucky. The company is capitalized at $100,000. Among the stockholders are John Zade and Rife Hodgkin, Vic Bloomfield, Howard Hampton, W. C. Taylor, Roll Ratliff, D. S. Gay and S. T. Davis, this city, and H. D. Ayers, Cincinnati. All the stock has been subscribed.

Tobacco Barn Burned Near Paris.

PARIS, Tenn., Sept. 18.—On J. E. Maxwell's farm, east of Paris, a tobacco barn, containing about 3,500 pounds of tobacco in the process of curing, was burned. The loss is placed at $1,200, partly covered by insurance.

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Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Louisville Tobacco Sales Statistics

LOUISVILLE, Sept. 17.—The Tobacco Board of Trade makes report as follows:

Tobacco Sales for the Week and Year to September 17, 1920

Warehouses	Week: Auction sales	Week: Private sales	Total for week	Year, Jan. 1 to date
Turner	94	..	94	3,445
Kentucky	486	11	497	10,252
Main Street	155	..	155	5,914
Planters-Farmers	387	..	387	8,029
Tenth Street	249	..	249	5,681
Louisville	237	5	242	7,204
	1,608	16	1,624	40,525
Year 1919			1,162	43,196
Year 1918			377	50,430
Year 1917			246	36,959

Comparisons with Previous Years

	1920.	1919.	1918.
Sales—			
Total sales of new crop to date	36,043	44,334	53,590
Sales of new crop to date. Original inspection	29,836	38,557	48,973
Rejections—			
Rejections this week:			
Burley	481	.....	.....
Dark	97	.....	.....
Total	578	177	71
Percentage of rejections to auction sales:			
Burley	34	.....	.....
Dark	47	.....	.....
Total	36	18	30
Rejections, Jan. 1 to date:			
Burley	9,716	.....	.....
Dark	572	.....	.....
Total	10,288	7,211	5,633
Receipts—			
Receipts this week	1,344	940	279
Receipts, Jan. 1 to date	33,511	42,185	45,353

Classifications of This Week's Sales

	Old Crops.	1919 Crops.	Total.
Burley	175	1,231	1,406
Dark	9	209	218
	184	1,440	1,624

Classifications of Sales Jan. 1 to Date

	Old Crops.	1919 Crops.	Total.
Burley	7,413	30,652	38,065
Dark	310	2,150	2,460
	7,723	32,802	40,525

Louisville Official Quotations

	Burley: Dark Red.	Bright Red.	Colory.	Manufacturing.
Trash (green or mix.)	4 to 5	to 6	7 to 8	5½ to 6
Trash (sound)	5 " 7	8 " 10	9 " 12	6 " 7
Common Lugs	8 " 10	11 " 14	14 " 17	6 " 7
Medium Lugs	11 " 16	14 " 17	19 " 24	8 " 9
Good Lugs	18 " 22	22 " 25	35 " 40	9½ " 10½
Com. Leaf (short)	9 " 12	16 " 20	18 " 22	8 " 9½
Common Leaf	13 " 15	20 " 22	24 " 28	9½ " 12½
Medium Leaf	17 " 25	25 " 28	30 " 35	14 " 16
Good Leaf	30 " 35	38 " 42	40 " 45	18 " 20
Fine and Selections	40 " 45	55 " 60	60 " 65	22 " 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, *Secretary.*

The Southern Farmers' Association

WILSON, N. C., Sept. 17.—The Southern Farmers' Association has been organized by the farmers of the bright tobacco belt, to deal with the problems that now face them, primarily with the tobacco situation, the low prices of which now threaten serious loss to every tobacco grower and to every enterprise dependent upon or drawing support from them.

The first meeting of this association was held at Farmville, September 6, with delegates duly accredited and empowered to perfect an organization. The executive powers of the association were vested in a central board of directors or governing committee of five members, with full powers of initiation of all acts and measures necessary for the welfare of the association and with power to act also as the grievance committee for the settlement of all questions arising within the association itself.

A tentative draft of the constitution and by-laws, limiting membership to persons of the white race, fixing the initiation fees and annual dues at $5 each, setting forth the scope and plans of the organization and the rules which shall govern it, was adopted and referred to the central committee for revision and the preparation of a final draft to be submitted for adoption at the first annual meeting of the association.

Four members of the central board or committee were selected, with power, to add the fifth member, to wit: J. R. Speir and J. T. Lewis, of Pitt County; J. T. Frizzell, of Green County, and F. L. Carr, of Wilson County. This committee met in Snow Hill September 10, electing F. L. Carr as chairman and Jno. W. Jomp secretary and treasurer, with temporary headquarters at Wilson. The committee recommended that provision be made for the establishment of county boards, to be composed of one representative from each township; for the apportionment of the funds arising from the fees and dues of the association between the central board, the county boards and the soliciting agent; for the fixing and the graduation of the bonds, ranging from $100 to $1,000, which shall be exacted from every member of the association for the faithful performance of his pledge; for recognition of similar associations of negro land owners, organized under similar by-laws and constitution, and yielding control to the central board of directors or governing committee of the association; also for the establishment of the office of general organizer, and recognizing the necessity of immediate action in this particular, elected to that position W. R. Dixon, of Wilson, to begin work at once, the continuance of which office to be subject to the approval of the association at its next regular convention.

The committee issued its first general orders, as follows, instructing same to be printed and placed in the hands of every member of the association:

"General Order No. 1.

"Whereas, The tobacco raisers of North Carolina are determined not to sacrifice this crop of tobacco at the prices now offered, and having been told that the farmers themselves can do much to remedy this situation by slow and careful marketing, have already taken steps to put this suggestion in force; and

"Whereas, The tobacco raisers alone can control the supply of tobacco which shall be offered for sale, not only of the present crop, but hereafter, by the reduction or elimination of next year's acreage; and, realizing the necessity of such action only as after due trial and deliberation shall justify and demand the confidence and co-operation of every farmer and business man in the whole tobacco belt, it is

"Resolved, That until October 1, 1920, every owner or raiser of tobacco is requested to offer for sale on the markets only such tobacco as cannot be held without damage in his farm barn or pack houses; that this shall include first curings or 'lugs' and last curings, or 'tips.'

"That on and after the first day of October next, due notice shall be given by the executive committee of this association, limiting the amount of tobacco which may be offered by any individual for sale on the warehouse floors, which limit shall be a fixed percentage of his

(*Continued on page* 18)

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Southern Farmers Association

(*Continued from page* 17)

total holdings and shall be determined by the executive committee after consultation with the warehousemen and buyers of each market.

"That, if, on October 1 next, or thereafter, when the raisers shall have exhausted their efforts to secure reasonable prices for their tobacco, it shall still be found that the prices offered do not justify the continued sales thereof, mass conventions of farmers shall be immediately called in every tobacco county, who shall determine upon the recommendations of the executive committee.

"1—Whether the sales of leaf tobacco shall be stopped entirely and for how long.

"2—What limit shall be placed upon tobacco acreage for the ensuing year.

"It being the fixed determination of the members of this association to withhold this crop of tobacco from the markets until planting time, if necessary, to limit or eliminate next year's acreage beyond question of doubt or recall.

"In explanation of the above resolution it should be said that nothing therein either advises or requires any farmer to sell any part of his crop whatsoever, but recognizing the demands of business and the impracticability of holding the entire crop without loss or damage, opportunity is given for every farmer to dispose of that part of his crop most subject to damage—the lugs and tips; and the co-operation of the warehousemen and buyers will be sought in limiting sales to this class of tobacco. Nor is it to be understood if, by October 1, it shall be found necessary to take steps to close the warehouses entirely, that the closing orders shall necessarily go into effect at once, but that a date shall be fixed for such closing, which will allow every man reasonable opportunity for the slow and careful marketing of that part of his crop above specified. It being the purpose of this association to force the holding of the greater part of this crop, if necessary, until seed planting time of the next crop, as being the surest method of securing a fair price for this crop and also the surest method of securing the reduction of next year's acreage.

"While no definite statement has been given out by the committee yet as to what the curtailment shall be, it must be understood that the association is committed to such a reduction, the actual amount of which reduction to be determined after mature deliberation and upon recommendations of the executive committee, upon whom will devolve the task of gathering the information necessary for a wise decision in this most vital particular.

"Also recognizing the fact that low prices affect not only the farmer but the business man as well, their co-operation and money contributions will be sought in the campaign for higher prices.

"But in its final analysis this matter will rest in the hands of the farmers themselves. Conventions and resolutions are powerless without the organization necessary to carry these resolutions into effect. The strength of the organization depends upon the number of its members. Every farmer in North Carolina is needed. Show your colors. Put your shoulder to the wheel and see things move."

Reduced Burley Acreage in Tennessee

Replies to the coupon sent out by the Burley Tobacco Growers Association in its "wildfire" and "rust" damage census continue to be received in large numbers at the headquarters in the United Clothing Building, Lexington, Ky.

A report on the Tennessee Burley belt received at the Burley headquarters from Carthage, Tenn., says:

"Our crop of tobacco to start with was short in acres. Now the rust and wildfire has taken hold and caused the crop considerable damage. Some tobacco is being cut green, causing a loss in pounds. The one-sucker seems to have been more susceptible to rust than the Burley. This section raises about 3,000,000 pounds of Burley of fine quality, and this year will be light in weight, but of good quality.

"The market will open around November 15."

Two New Warehouses and a Storage Building

GREENEVILLE, Tenn., Sept. 17.—Bernard & Co., who have one tobacco warehouse here, are erecting their second warehouse This house will be completed within the next 90 days, and will represent an investment of $125,000. It is brick with steel framing and will provide about fifty-four thousand square feet of floor space.

The Planters Warehouse Co., which is a stock company, will complete their steel warehouse within the next 60 days. They will have fifty-two thousand square feet. This house will represent an investment of approximately $80,000.

The Austin Company is putting up an all steel storage house with a capacity of twenty-five hundred hogsheads and represents an investment of $25,000. This house will be completed by the first of December.

EXCLUSIVE PROCESS
UNION MADE
PATTERSON BROS. TOBACCO CO. INC.
RICHMOND VIRGINIA

Cable "Smith"

Codes Lieber's A. B. C. 5th Arnold's 5 & 15

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ESTAB'L'SHED 1907
LEAF TOBACCO DEALERS AND EXPORTERS

Mayfield, Ky., U. S. A.

Operating in the fired dark markets of Mayfield and Hopkinsville, Kentucky, Springfield and Clarksville, Tennessee, handling exclusively fired dark tobacco.

V. H. Dowlen & Co.

Leaf Tobacco Brokers Dealers and Exporters

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SPRINGFIELD
Tenn., U. S. A.

Kentucky and Tennessee Fired and Burley Leaf Wrappers, Spinners, Fillers and Cutting Leaf

ANY QUANTITY

Attend the following Markets

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Hopkinsville, Ky.
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Codes { Arnolds Nos. 5 & 15 Cable "Dowlen"

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PRESIDENT-TREASURER

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LOUIS McCALL
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J. W. MARKER
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Walter E. Olsen & Co.

INCORPORATED

Manufacturers of

EL ORIENTE
JEAN VALJEAN

HELIOS
LA GIRALDA

Daily Production 500,000 Cigars

"Products Sold the World Over"

Strictly Hand Made Cigars
of the Better Kind for
the American Gentleman

FACTORIES: MANILA, P. I.
Manila Offices: 27 Escolta

Cable Address:
"Kiosko," Manila

SHANGHAI OFFICE:
6 A. K. Ezra Road

Cable Address:
"Neslo," Shanghai

TEMPORARY U. S. A. OFFICES:
Sixth Avenue, cor. 35th Street, Herald Square
New York City

CABLE ADDRESS: "KIOSKO," NEW YORK

Short Stories of the Trade

The Tobacco & Cigarette Co. (Tirnac) a Greek company recently organized in Kavalla, has a capital of 1,000,000 drachmae.

—

An estimate of the West Virginia tobacco crop just issued by J. H. Stewart, State Commissioner of Agriculture, shows the tobacco acreage reduced this season and much of the tobacco is very late. At present the condition of tobacco is very good, averaging about 90 per cent of normal.

—

William R. Higgins, 34 years old, a tobacco planter, committed suicide by shooting himself in the left breast with a 32-caliber revolver Thursday night shortly after 10 o'clock at his home on the Harrodsburg pike one mile from Lexington, Ky. He had been in declining health for a year, and bad health is assigned by members of the family as the reason for the act. Higgins worked in tobacco fields during the early part of the week, but was confined to his room Thursday. He had indicated an intention to commit suicide.

—

T. R. Herbest, for some time in business in Bangor, Me., died Thursday at his home in Malden, Mass. Mr. Herbest was a resident of Lewiston, Me., for many years, conducting an art store there and was at one time city marshall. He was for a number of years a resident of Bangor, being in partnership with L. W. Savage under the firm name of Savage & Herbest, wholesale cigars and tobacco, and will be well remembered. He is survived by his wife and his son Thomas R. Jr. The burial took place in Lewiston, Saturday.

—

At Henderson, N. C., just now attention is called to the fact that there is a tremendous waste of tobacco on account of its ripening too fast to be taken care of in the curing. The farmers have been working hard as they can but it has been impossible to save all. It is stated, however, that more has been cured than was prepared for the market last year and that the losses this year are in the amounts planted in excess of what was planted last year, for which there was practically no provision made for curing either in barns or labor. There has been an unusual number of barns of tobacco burned in that vicinity this season, as many as a half dozen being reported last week.

—

In 1910, Goldsboro, N. C., was handling less than one-half million pounds of tobacco a season and its market consisted of three inadequate wooden buildings. The farmers of Wayne and adjoining counties, realizing that Goldsboro was the logical point for a tobacco market, have combined their money and energy and today Goldsboro has five of the largest sales houses in North Carolina with a floor space of over two hundred and fifty thousand square feet. Experts claim that the Goldsboro sales houses will accommodate a forty million pound market. In addition to these sales houses, the J. P. Taylor Co., the Export Leaf Tobacco Co. and the Imperial Tobacco Co. have established large drying plants in Goldsboro and with these facilities, Goldsboro has the possibility of being one of the greatest tobacco market in Eastern Carolina.

—

John M. Taylor of Winston-Salem has been spending several weeks on a new tobacco market located in the State of Mississippi, where tobacco culture is a new thing. Mr. Taylor says the tobacco grown in Mississippi this season is not the best, taking the average over. He says, while there is a small percentage of very choice types, the most of it is common and medium. Mr. Taylor says the lands down that way are fine for tobacco, but as yet the farmers have not learned the art of growing, curing and handling, but he says many of them are greatly interested in tobacco production. The crop is late, what there is of it in Mississippi, and the farmers have not yet finished curing. John Taylor is interested and owns quite a number of fine tobacco farms in Stokes County, and he says his crops are looking fine. He says he will, he thinks, make 100 per cent more pounds than he did last season on the same number of acres. —*Southern Tobacco Journal.*

—

Herman Stearn, of the Stearn Co., cigar importer and dealer, at 35 Wall street, New York, had a very narrow escape from serious injury last Thursday when the explosion took place only a few feet from the front of his store, which is in the Wall street side of the Mills building, and adjoining the J. P. Morgan & Co. building. Mr. Stearn was seated at his desk when the infernal machine exploded in the street, and the cigar man would undoubtedly have been crushed under a heavy section of plate glass hurled toward him had it not been warded off by a wooden cabinet which chanced to be standing between himself and the large new plate glass humidor, which was just about completed. But as luck would have it, Mr. Stearn escaped with bodily injury no worse than a slight abrasion of the left arm. He estimates his financial loss to be about $2,500 as a result of the explosion. Thirteen of the twenty-two plate glass sections forming the humidor were shattered. Each section averaged about five by seven and a half feet. Among other things that were wrecked and ruined were a large number of expensive cigars in the window display and a large novelty show case that stood inside of the store. And no insurance to cover any part of the loss.

IN A CLASS BY ITSELF

MATOAKA TOBACCO
AND
MATOAKA CIGARETTES

Apply for open territory to

MATOAKA TOBACCO CO., Inc.
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Dealers and Jobbers

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Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THEY WIN ON POINTS !!!

As to quality Manila Cigars meet every test.

Philippine Cigar Leaf is naturally Mild, Sweet and Aromatic.

All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

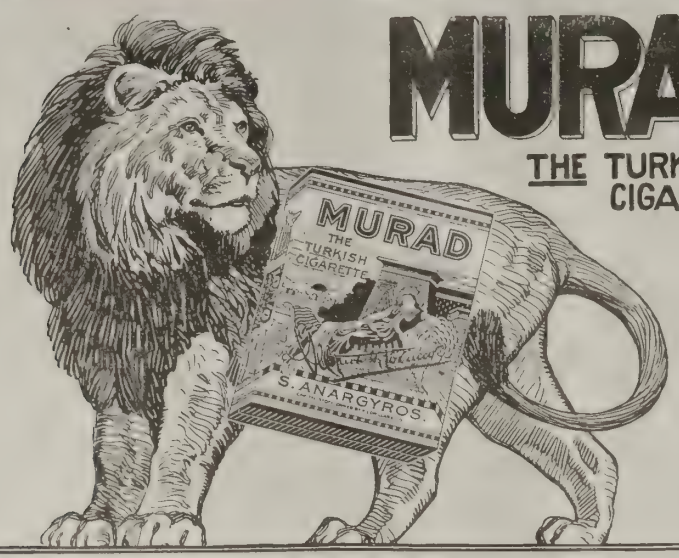
Prices that allow a fair margin of profit under present competitive conditions enable dealers to

MAKE MONEY ON MANILAS

List of manufacturers and importers on application to—

MANILA AD AGENCY, C. A. BOND, MGR.

172 Front Street, New York City Phone—John 1428



MURAD
THE TURKISH CIGARETTE

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

MELIKIAN CIGARETTES, Inc.

FACTORY, TRENTON, N. J.

New York Sales Office, 235 Fifth Ave.

Manufacturers of the Better Grade of

Pure Virginia & Turkish Cigarettes

Lion, Rivoli, Turkish Honey, Melikian

Jobbers Write for Special Introductory Offer

EXPORT TRADE SOLICITED

CIGARETTE PAPER

FOR IMMEDIATE DELIVERY

2000	Bobines	Domestic	Egyptian	verge	20 gr.	30 mm.	3120 mm.
4800	"	Imported	"	"	20 "	30 "	3120 "

Arrival within three weeks.

5000	Bobines	Imported	Egyptian	verge	16 gr.	28½ mm.	1560 mm.
5000	"	"	"	"	16 "	27½ "	1560 "
5000	"	"	"	"	20 "	28½ "	1560 "
5000	"	"	"	"	20 "	27½ "	1560 "

Samples and Prices at Request.

W. A. O. WEBER 150 Nassau St., New York
Telephones Beekman 1080-81-82

Up-State Cigar Trade After Summer Visitors Have Departed

Chesterfields Conspicuous at the American Legion Tournament—Blackstones in Greater Demand Than Ever Before—A Clerical (?) Cigarette Purchaser and a Check That Proved to Be N. G.—Peter Schuyler on the Street Cars—The Gossip of Cigar Men.

New York State Capitol District,
Falling-Leaf-Week, 1920.

"Ho-hum! Well, Sam, guess you might's well tell the ice-man to cut out his deliveries for the year, for I figure we can get along all right without ice-water from now on," commented Jim Stubb, rubbing his hands vigorously together to produce enough heat through friction to sign the morning roll-call for the Stubb & Ash, Inc., Hot Chair Club.

"Yeh, an' at the same time, unnerstan me, yuh should also-as-well notify it that there coal man to move in his million dollar mine, I bet yer," advised Sam Ash, walking over to the hot-air radiators to blow off the accumulated summer atmosphere from the vents.

"Seems as if we ain't had no summer a-tall," lamented Jim Stubbs, spreading out the prayer-rug and opening up the koran of the Boosters Bashful Band. "Why, Sam, here the leaves are turning seer and yellow, whatever that is, and business is practically over with the cigar trade for the tourists."

"Uh-huh, I should guess we got it all the moneh them there goofs is gonna spend this season," nodded Sam Ash, pulling six big buttons out of his pants' pocket and wishing he had last year's o'ercoat which came with 'em. "Yuh can't expect it that there rain o' golden leaves should fall in your lap all winter, I s'pose."

"No, no, Sam, but the cigar business is still prit-ty good, and all that I regret now is the rotten weather to come," deplored Jim Stubb, making a neat pile of the electric fan, the extra-additional palm leaf fans and the fly-swatter, to be packed up and put on the high-shelf for Spring-and-Summer, Nineteen-Twenty-One.

"Don't worry, men, the cigar business is good, no matter what the weather," optimistically remarked Big Bill Lakin, now only 286 pounds, net, with his Waitt & Bond samples in both pockets of his Autumn ulster. "Blackstones are coming along from our Newark plant much better, thank you, and, without boosting, I verily believe they are in heavier demand than ever."

"Like Chesterfield cigarettes at the American Legion tournament," spoke up Pat Doyle, lighting one up, just to increase the output for October, "you know the big event at the State Convention was to be pulled off at the Albany Baseball Grounds, Chadwick Park. But bunk weather interfered, so the deal was transferred to the State Armory of the Tenth Regiment.

"Some six or seven thousand doughboys were to be there, and the stunts included boxing, red lemonade, hot doggies, and cigarettes. This gave me the idea that Chesterfield cigarettes ought to be represented quite properly. Accordingly, I jumped around a bit and finally induced the committee to accept our brand.

"Also, I obtained the exclusive advertising privileges of the big time by having suitable Chesterfield posters surrounding the roped arena. No other goods were permitted to feature, so the L. & M. cigarette walked away with the gran-prix.

"Some lil' hustle was required, though, to put the deal over right. It required the combined and united service of three ole vets in the Liggett & Myers Tobacco Company's Capitol District bunch to deliver the goods. This outfit consisted of Jim Barrett, Ward Relyea and myself.

"All the cigarettes were properly piled on pretty platters, passed pleasantly by the gentlemanly amateur waiters, Relyea and Barrett. Without spilling a single pea, these expert chauffeur-missionaries distributed the smokes in such a way that lots o' good will was instantly established for our leading twenty-cent article."

"Good enough!" endorsed Sam Ash, pouring more water in the famished cigar moisteners, dry as volstead since Decoration Day. "I should make it a bet then, y'unnerstan, that Pat's work with them there soldiers started such a demand for cigarettes that even Louie Herschberger got some o' the business, down there on South Pearl street.

"For, almost the next day, unnerstan me, a feller walked into Louie's jobbin' headquarters, introduced himself as a minister, back-button collar an' all, sayin' he wanted some smokes for sick soldiers. Told Louie he was stoppin' at the Ten Eyck Hotel, ordered 5,000 cigarettes, gave Louie a $55 check, thanked him kindly, an' walked out with considerable dignity.

"Some other merchants also got it fifty-dollar checks from the same shyster. So now the cops is lookin' for a smooth son-of-a-gun who does rough jobs in a soft manner. When they catch 'im, he'll prob'ly be either in church or China, preaching psalms to the heathen, y'unnerstan."

"Wonder he didn't tackle some State street shops," observed Jim Stubb, nibbling on two zwiebachs and a ginger-snap for breakfast-dessert. "Or why didn't he call on Archie Drummond? Because Archie is back in the business again, down on Broadway at the United store."

"Sure, Archie should know it how to handle such birds, I bet yer," agreed Sam Ash, selling a good class C cigar to a fussy customer at the usual price, twenty cents, tax-paid. "But a dealer should be foolish, mebbe, to cash it a check for a fish just on account he should make-up like a pastor-rabbi, y'unnerstan, an' talk soft as silk. Am I right or wrong?"

"That's all very true, Sam, but did you ever get stuck yourself?" countered Jim Stubb, topping off his breakfast-lunch with a very fine grade o'valve-oil-coffee. "You know how easy it is for a easy-speaker to work off a nice check with a clever story. You've got some post-mortems in the cash drawer there, Sam—don't forget 'em!"

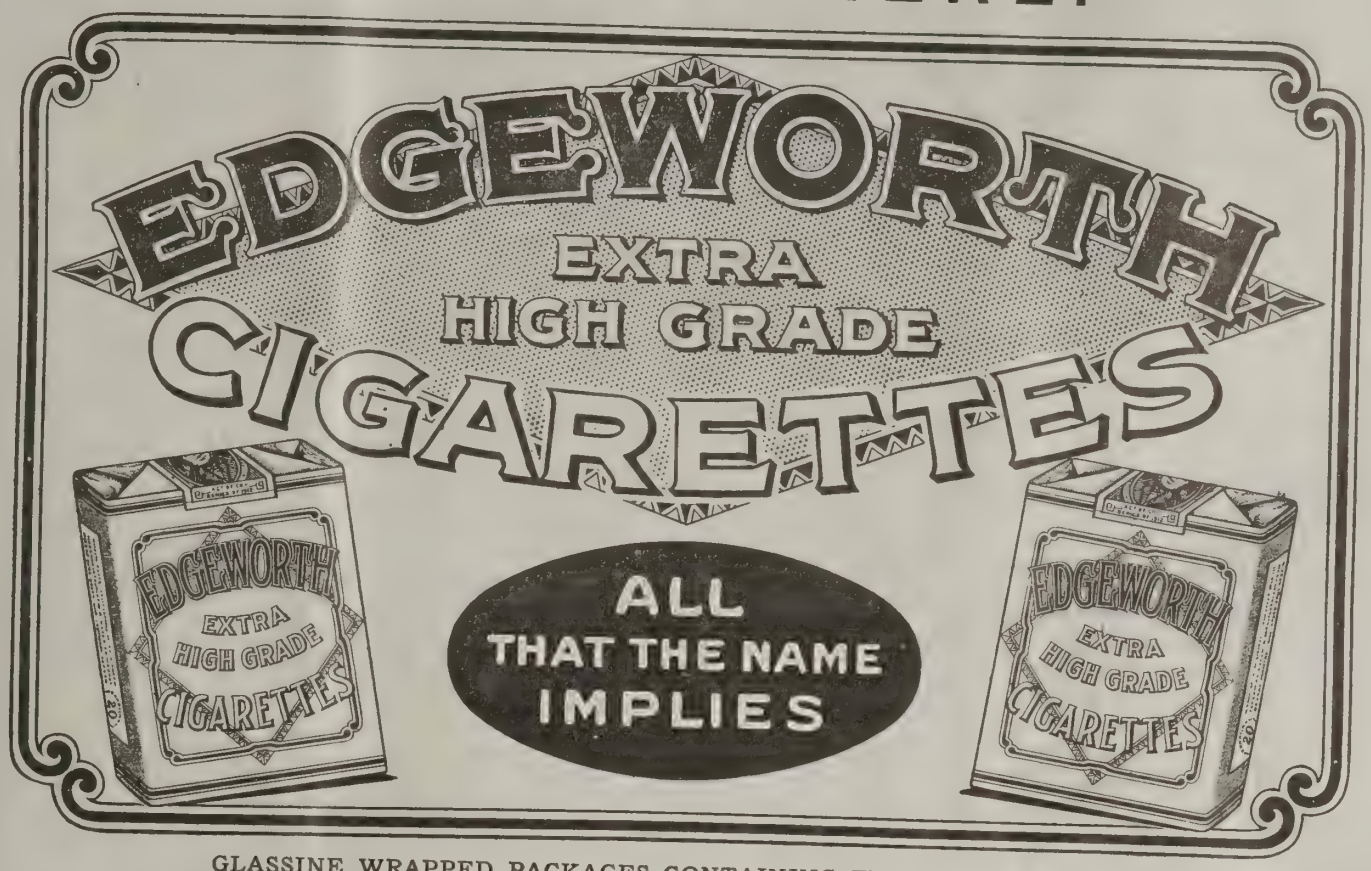
"Is that so?" sputtered Sam Ash, taking in another piece o' lead wampum in the excitement o' selling fifty cents' worth o' smokes, all to one man. "Then mebbe yuh should know it a bad check when yuh see it, just on the same account yuh should say a man is a tailor, unnerstan me, because he should cross his legs an' sit it on a table!"

"You got me wrong, Sam," claimed Jim Stubb, arising from his combination eat-and-sleep seat for a tour o' inspection o' the Hot Chair Club. "I don't claim to know a good or bad check on sight. But you bet your shirt, Sam, I ain't cashin' no checks for fly-birds, no more than I let guys reach o'er the counter here and snap a rubber band at my wrist, get that?"

"Whadyemean, snap a rubber at yuh're wrist?" demanded Sam Ash, doing almost so much business as Julius Rosenwald, the mail-order king, at the cigar case where Porto Rican cigars were still going for five cents per each. "Mebbe yuh should translate that there remark, unnerstan me, by meanin' yuh should never let a customer hand yuh anney fresh chatter, hey?"

"That's it exactly, Sam," confessed Jim Stubb, stopping a minute to lamp Sam's new lid, a willie winkle design made to fit a Palmer Cox Brownie. "Maintain a dignified position back of the case, and let no man belittle your goods or trade, commercially or personally. At the same time, Sam, give 'em every courteous attention, even though they look like crab-apple-plums."

THEY ARE HERE!



GLASSINE WRAPPED PACKAGES CONTAINING TWENTY CIGARETTES

REED TOBACCO CO., Branch Larus & Bro. Co., Richmond, Va.

Write Us Direct If Your Jobber Cannot Supply You

"Speakin' of them, Jim, which I should unnerstan it, grow on fruit trees in Sidney, N. Y., who did yuh see there yesterday?" inquired Sam Ash, trying to urge the rush o' customers to patronize the bonded Habana case once in a while. "Meet anneyone I know?"

"Yep, ran into Wright McCastline," answered Jim Stubb, pausing again to get a glimpse of Sam's sample shoes, minus the lacers. "He was standing on the Detain & Hinder station platform, waiting for the 3:05 P. Mer, and he said he was on his way to Oneonta to see A. O. Ingerham, the jobber, and the Oneonta Grocery Company.

"And, as usual, Mac had a specimen package o' Union Workman in his hip pocket, along with his price-list and order book of the Scotten-Dillon Company, Detroit. So what should he care about the barn-posters for Honest Scrap which the opposition is tacking on all the red hay-vaults?"

"Puttin' them out there, hey?" grunted Sam Ash, setting a sole surviving fly back on his feet after a dizzy shimmy on his back, due to the keen Fall air. "An', I should also-as-well see it that the Peter Schuyler see-gar is at last bein' advertised in street cars.

"For years an' years they's been on the painted boards, but hardly ever in newspapers nor surface cars, y'unnerstan. Like Hamalul Kiram, Sultan o' Sulu, they's moved from Jolo to Borneo, I bet yer."

THE SMOKER.

Prepare to Take United Action

NEW BERN, Sept. 19.—In every county in the tobacco belt in North Carolina meetings were held Saturday to select delegates to go to the tobacco growers' meeting to be held in Raleigh next Wednesday morning at 11 o'clock.

Thoroughly aroused over the continued demoralization of the market, the growers are preparing to take united action to bring some sort of order out of the present chaotic situation.

Federation for Support of Jewish Philanthropy

Cigar, Cigarette and Tobacco Men Will Co-operate

A thorough survey of all firms and individuals in the cigar and cigarette industry is now under way, in preparation for a twelve-month canvass of the tobacco trade for the drive against drives which is now being conducted by the Business Men's Council of the Federation for the Support of Jewish Philanthropic Societies, according to an announcement made last week by D. Emil Klein, of the Consolidated Cigar Co., at a luncheon of cigar and cigarette manufacturers at the Metropolis Club. Mr. Klein is the division head of the cigar industry on the Business Men's Council. Among those present at the luncheon were E. Kleiner, of Kleiner & Co.; Sidney Goldberg, of Simon Batt & Co.; Max Schwartz, Asa Lemlein, of E. H. Gato Cigar Co.; Macie Gartner, of Edwin Cigar Co.; I. Rosenthal, of Rosenthal Bros., and Julius Klorfein. All present promised their earnest co-operation.

The survey includes the listing and alphabetizing of the names of all heads of firms and high salaried employees, both those who already are members of Federation and those who have not yet become its supporters. Volunteer workers, prominent in this industry, have pledged themselves to devote a stated number of hours each week to a thorough canvass of their respective fields and to keep up this canvass for a year, or whatever part of a year is required to complete the task, Mr. Klein said. The purpose of this movement, he explained, will be to enrol every Jewish man and woman of New York as a supporter of Federation, through which ninety-two leading social service institutions are provided with funds for their maintenance, and to complete this task without recourse to a public drive.

"Public indifference to drives has become so serious a menace to the well being of social service institutions, that the far-sighted directors of Federation have determined upon a new policy," Mr. Klein said. "We, too, have found that the two or three weeks allotted for a drive are entirely inadequate to complete a canvass of an entire industry, and to approach every prospective giver in a house to house canvass. Yet we feel that the situation confronting our institutions is so critical that it must be brought to the attention of every Jewish man and woman, and that each one must do his share, each giving time and money according to his means. The cigar and cigarette industry, I am certain, will line up one hundred percent. Many of fellow tradesmen have already manifested such enthusiasm and willingness to help that I am very optimistic that our part of the task will be finished in half of the twelve months allotted to us.

"Frequently during a drive workers have found it difficult to secure the full co-operation of a trade because its members were in the midst of a busy season or of trade difficulties. Now our workers will have no set time or season for their work. Each volunteer has pledged himself to Federation to talk Federation at every opportunity in the office or factory, at luncheon and dinners, at the theatre and the club. He pledges himself also to call personally upon all prospects whom he has on his list at some time or other within the twelve months, and use all the salesmanship which his business experience has bred in him, to sell Federation and to obtain 'the best possible prices.' We know that this campaign is going to set standards for methods and results, and I am certain that the cigar and cigarette industry will be well in the front ranks of the successful industries."

Arthur Lehman, of Lehman Bros., bankers, is chairman of the Business Men's Council; Percy S. Straus, of R. H. Macy Co., associate chairman; William Goldman and Manny Strauss, vice-chairmen; Benjamin Doblin, secretary; and members of the Council are: David Ansbacher, Ben Erdman, E. E. Goldwasser, Samuel C. Lamport, Col. Herbert Lehman, Sam A. Lewisohn, Herman Lissner, Solomon Lowenstein, Dudley D. Sicher, Henry F. Samstag, Fred M. Stein, E. Van Raalte, Felix M. Warburg, Edwin S. Lorsch, Louis J. Robertson, Joseph Cullman, Jr.

Tobacco Industry Develops in Algeria

WASHINGTON, Sept. 22.—Tobacco growing and manufacture are very important industries in Algeria, according to a recent report just received by the Bureau of Foreign and Domestic Commerce. The French State Monopoly does not apply to Algeria, but during the past few years the French government has requisitioned a large portion of the tobacco crop. Until recently, the exportation of Algerian leaf tobacco has been prohibited, but this prohibition has been repealed.

The pre-war production of tobacco in Algeria was approximately 9,000 metric tons, of which 3,000 tons was destined for domestic consumption; 3,500 tons were taken by the French monopoly, and the remaining 2,500 tons were exported. In 1917 there were 16,000 tons of tobacco produced, and in 1918 the crop was 24,000 tons.

The report states that there has been a marked increase in tobacco manufacturing, owing to the growth in demand for tobacco products. In 1917 there were 60 manufacturers, about one-half of which establishments were of importance and equipped with up-to-date facilities. The report states that the native tobacco is rather neutral in quality and requires a mixture with American or other tobacco to give it character. During the winter months when thousands of tourists go to Algeria, the demand for foreign cigarettes increases, but the total market owing to domestic production and the high price of the foreign product is necessarily a very limited one.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
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Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
12-24 Mechanic Street

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GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
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109-115 Commerce St.,
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Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

Connecticut Tobacco Growers Getting Bigger Prices

Crops All in the Barns and the Leaf Is Curing Down Fine—Storm Losses in Some Instances May Be Associated with Gains—W. C. T. U. of Hartford Resolves to Undertake an Anti-Tobacco Campaign.

HARTFORD, Sept. 18.—Tobacco growers now have placed their crops of tobacco out of harm from frosts. The favorable weather has brought the tobacco down into the curing stages very fast. The earlier cut tobacco is now well advanced in the curing process, and is proving to be extra fine leaf, good colors and quality.

If it continues to cure during the next few weeks, as it has done so far, the first cuttings will be ready to come down within a month. Already considerable primed has been taken down, and is in the "bulk" sweating process. "And it's good."

Some of the warehouse operators are making additions to their plants so that the crop can be handled in better shape than heretofore. Warehouses are now cleaning up preparatory to the reception of the new crop when it is ready.

Buyers are still looking for crops, prices continue high, but some growers in the broadleaf belt are holding their crops for $1 per pound.

In a few instances, 90 cents has been paid, but the average price is from 75 to 85 cents assorted, without the "brokes and fillers."

Growers in the hailcut section are plowing under crops that were badly damaged. In more than one instance, the grower lost practically his entire acreage. J. E. Shepard, of South Windsor, Conn., who grows about 325 acres of Broadleaf, lost nearly 200 acres by the storm, and estimates his loss at about $150,000, with no insurance.

The Farnham Tobacco Co., was another heavy loser by the storm, but fortunately, it had taken out insurance against hail. It has been paid $73,000 by the Insurance people.

L. L. Grotta, of Warehouse Point, Conn., is adjusting hail losses for hail insurance for the Hartford Fire Insurance Co., and the losses will amount to around $300,000.

Many farmers are plowing their tobacco lands and putting on cover crops, timothy being extensively used, though some are sowing oats, clover or rye.

Since the hail and wind storm that made so much havoc with the tobacco fields in and around Windsor Locks, Suffield, Warehouse Point and other towns, there has been much guessing as to how the farmers would come out with their crops. There is yet an uncertainty in many cases, but with some, it looks as if the loss will be to a large extent made up by the higher prices offered.

The market seems to be short of good wrapper stock and with further curtailment caused by the storm the available crop is worth considerably more than what was expected earlier in the season.

In some of the contracts made for growing crops, it was stipulated that all the tobacco was to be in good merchantable condition. This condition was made impossible by the storm, and therefore it is claimed that contracts were broken.

Under these conditions the growers have been able to make other bargains for the sale of their crops, thereby coming in for the advanced prices offered for perfect goods. They are getting whatever they can for the damaged part of the crop, making two separate bargains for the stock sorted out in that way, and in the end coming out better than they would under the original contract, if the crop had not been damaged in part. In some fields, however, the plants were so badly riddled that much of the tobacco is not worth harvesting and will be plowed under to save the expense of cutting and housing. Some farmers prefer to let it go for fertilizer on the field for next year.

The W. C. T. U. of Hartford is out for a fight on tobacco. It is urging members to face staunchly the smoking question. One phase of the campaign will be to destroy all cigar and cigarette butts found in the streets; in that way to remove the temptation from the younger generation.

Plans were made for the State convention in Hartford on October 19-20-21.

C. F. Schoverling & Co. are installing electric lights at their warehouse in East Hartford and are making plans to put on a full force as soon as the tobacco can be made ready for warehouse work.

Considerable first priming of Shade has been taken down and being made ready for "bulking," and the leaf shows up remarkably well.

Also the first "primes" of Havana are being made ready for "bulking." The tobacco promises to be excellent.

WISCONSIN NOTES

EDGERTON, Wis., Sept. 17, 1920.—Normal activity prevails in the northern field. Tobacco is bought right along by several firms going at an easy gait. In the southern field the buyers have not done anything in the last two weeks that is at all startling. The buying is not off, of course, but there are no signs of a stampede to gobble up the large amount of tobacco still in first hands. A very good rain a week ago Thursday was helpful to late tobacco, and much of it has been coming along in very good shape under a week of warm sunny days and mild nights. As much tobacco will go into the sheds this week as is going to be harvested any week this season, but a large number of acres will be left for next week, and some into the last week in September. But as long as the weather stays favorable there is no need of worry, because the late tobacco needs the time to ripen well. The temperature conditions during next week will have much to do with the success, or failure, of considerable tobacco in Wisconsin. While the average of leaf of this year's crop is not as large as might be desired, the crop as a whole is sound, free from holes and bruises. The labor situation is turning out as well as predicted in *The Reporter*. There is no shortage of help, and while the going wages are high, there has been no chance to force them up on account of the needs of the harvest.

S. B. Carter, West Union, Iowa, says: "I have 15 acres of tobacco raised here fine enough to sell for top price."

The farmer's packing is being sampled this week. Sampling of 1919 is in progress in most packing centers of the State.

A. S. Flagg has been in Stoughton the last couple of weeks receiving 1919 bundle tobacco bought from the farmers in the town of Pleasant Springs and other places in Stoughton vicinity. He shipped 7 carloads of these goods to packers in Janesville.

The Wisconsin Crop Reporting Service estimates the total tobacco yield for Wisconsin, September 1 forecast, at 57,624,000 pounds. Last year's production was 61,069,000 pounds. For the United States the estimate is 164,812,000 pounds higher production this year than last year, or 1,553,812,000 pounds.—Edgarton Reporter.

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK
CORNWALL & STEVENS, Inc.
84 William Street, New York
Insurance Engineers and Brokers Risks Covered Throughout U. S.
FIRE-MARINE-BOILERS and LIABILITY INSURANCE
Members Tobacco Association of United States

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

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Most Exacting Requirements of the
Cigar Manufacturing Industry

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The Most Complete Line in the World

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New York

LESLIE PANTIN

Commission Merchant

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S en C
COMMISSION — EXPORTERS
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ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

A Review of Cuban Trade

In a review of the tobacco trade in Havana, the *Times* of Cuba, says:

"The present tobacco crop is a very good one from every point of view, and although the percentage of wrappers is rather small, the regular run of the 5a and 2a is pretty good.

"The tobacco planters are not inclined to sacrifice their product without a reasonable profit. They claim that they can not sell their tobacco unless the price paid them is just right, and what they mean by right is nothing in comparison with the price of tobacco after it is put into bales and ready to be worked in the factories.

"On the other hand we have heard many packers say that they are afraid of the late buying, because it shows that some people are trying to force them to sell at their price.

"Notwithstanding the fact that some people say our tobacco is too high in price this year, the tobacco merchants from the States don't seem to be disturbed in the least, and are coming over by every steamer to make heavy purchases. Mat Wengler, a Chicago cigar manufacturer, of the firm of Wengler & Mandel, is evidence of this fact, he having secured some of our best leaf for use in his factory.

"From far away San Francisco, Cal., John Gerdts, of the firm of Frankel, Gerdts & Co., has come to Havana to buy some of that genuine Havana tobacco, to make cigars with, so that their customers may be contented when they smoke them. He purchased heavily.

"Ramon Irijoa, an old and well-known tobacco dealer of this city, has just arrived from the Argentine Republic where he represents the interests of Ira Hija de Gener & Batet, manufacturers of the celebrated cigar and cigarette brand 'La Excepcion.'

"Abraham Haas, the hustling leaf tobacco dealer and packer, is taking a small vacation over in the States and will return within a few days."

Important tobacco exports during August are reported as follows:

	Bales
Lesley Pantin	3,998
Mark A. Pollack	3,210
Cuban Land & L. T. Co.	2,897
Walter Sutter & Co.	2,104
J. Bernheim & Son	2,092
Mendelsohn & Levison	1,876
Menendez & Cía.	1,630
Fernández, Grau y Hno.	1,392
Genl. Cigar Co.	1,084
Manuel Suárez y Cia.	994
H. Smith & Co.	890
I. Kaffenburgh & Son	550
Virgilio Suárez	525
Cuesta, Rey & Co.	495
García y Cía.	439
Bruno Díaz & Co.	368
Pérez Capín	314
Stern & Mendelsohn	290
Hav. Tob. Stripping Co.	170
Cano Hermano y Cía.	159
H. Diehl	152
Bridat y Cía.	144
Leopoldo R. Mederos	123
Por Larrañaga	104

Cigars shipped in large quantities to different foreign countries during the month of August:

	Cigars
To Spain, France and Switzerland	1,423,075
To the Argentine Republic	660,100
To the United States	4,441,071

To England we have shipped 35,197,362 cigars from January 1st to July 31st, 1920, as against 22,888,545 cigars exported to the said country during the same period of time in 1919.

SHIPMENTS FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.

To Gibraltar, N. Y. & Cuba Mail S. S. Co., 1 cs. cut tobacco, 40 cs. granulated tobacco. To Buenos Aires, 10 tierces leaf tobacco, 32 tierces tobacco, 4 tierces cut tobacco, 20 cs. cigars, 130 bales leaf tobacco, 130 bales leaf tobacco, 15 bales leaf tobacco. To Oran, 200 cs. cut tobacco. To London, 9 cs. cigars. To Adelaide, 4 cs. cigars.

CIGARS FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.

Consignees:

New York—	Cases
N. Y. & Cuba Mail S. S. Co.	47
Benson & Hedges	2
G. W. Faber, Inc.	16
C. A. Pettengil	1
B. Wasserman & Co.	23
Acker, Merrall & Condit Co.	15
United Cigar Stores Co.	19
United Cigar Stores Co. (cigars and cut tobacco)	1
United Cigar Stores Co. (little cigars)	1
Park & Tilford	52
T. D. Downing & Co.	1
G. Nicholas & Co.	17
A. Wolf	1
G. Nicholas & Co., Inc.	9

LEAF TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.

Consignees:

New York—	Bales
E. Ellinger & Co.	97
Cullman Bros.	13
J. Bernheim, Inc.	300
P. Lorillard Co.	400
Max Schwartz	58
Deisel, Hemmer & Co.	246
L. Dankowitz	32
S. Ruppin, Inc.	60
	Packs
Ruy Suarez & Co.	10
P. Lorillard Co.	101

STEMMED TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.

Consignees:

New York—	Barrels
Jacob Sutter & Sons	7
J. H. Goetze & Co.	64
E. Rosenwald & Bros.	50
T. D. Downing & Co.	10
	Bales
E. P. Cordero & Co.	27
E. Rosenwald & Bros.	50

UNSTEMMED TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.

Consignees:

New York—	Bales
Brit. Amer. Tob. Co.	274
Jacob Sutter & Sons	18
T. D. Downing & Co.	38

STRIPPED TOBACCO FROM CUBA

Per S. S. Morro Castle Arr. Sept. 16.

Consignees:

New York—	Packs
Yocum Bros.	13
Alles & Fishel, Inc.	93
J. J. McCormick	90
Cullman Bros.	30
A. Gonzales Camero	10
N. Y. & Cuba Mail S. S. Co.	124
J. Bernheim, Inc.	135
Max Schwartz	30
J. Bernheim & Son	114
	Barrels
J. Klorfein	63
Order	12
Order	28
S. Rossin & Sons	103
S. Ruppin, Inc.	43
Total	249

Cable "Quinto" P. O. Box 902

WALTER SUTTER Y CA

COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

In the Beginning of the Cigar Box Business

The "Old-Timer" Goes Back to 1865

"You asked me how old the cigar box business was and I told you that it was rather difficult to answer this with any degree of exactness. To the best of my knowledge cigar boxes came into use in this section along in 1865, prior to which time cigars were sold quite generally in bulk. The cigars were packed in bundles of 50 and the manufacturer carried the goods to the dealers in baskets. It was a common sight, here in the west, to see manufacturers making the rounds with baskets filled with cigars, covered with a white cloth at the top, and selling these goods to the saloon and retail trade in bundles as required. The dealer placed the purchased cigars in receptacles that he had and emptied earthenware snuff jars were generally used for the purpose.

"As the business developed, that is the cigar business, some of the more enterprising manufacturers decided to put up their goods in more commercial form and the cigar box came into being as a result. The boxes were nailed and trimmed at the cigar factories, then cut to size boards being procured from wood-working mills, and the labor on the boxes was performed by the stripper boys and apprentices of which every factory had an ample number. In those days the cigar making trade was considered a very good one and apprentices received low wages due to the advantage of an opportunity to learn a well-paying trade. The making of boxes was, in those days, considered as much a part of the cigar business as the production of cigars or the selling of the same. Every cigar maker that was working at the bench knew how to make boxes, there were a great many more box makers at that time than now. As competition among manufacturers developed the cigar box came into more general use and the sale of cigars in bulk was discontinued, while not entirely so at least to such a degree that bulk sales were exceptional. In placing cigars with the retail trade, the dealer was cautioned to handle the boxes as carefully as possible so that they would be in suitable condition for re-use. The cigar manufacturers gathered the empties as they accumulated, allowing the dealer a rebate for their return, and the boxes were then refilled and again sent to market. The return of boxes continued as long as the boxes were in any presentable shape, damages being repaired from time to time so as to make a box last as long as possible. I am told that while the life of a box varied, it was a fair average for a box to return to the factory five times for re-use.

"During this time cigars were not subject to taxation as the present system of internal revenue taxation did not go into effect until Aug. 1, 1862. This measure of taxation provided for ad valorem taxes and there was quite a difference on the values. The lowest tax was $1.50 per 1,000 cigars valued at not over $5 per 1,000, while the highest tax was $3.50 per 1,000 cigars on cigars valued at over $20 per 1,000, and the scale graduated on cigars in value between the two. No internal revenue stamps were used on boxes, and returns were made by manufacturers to the collector of internal revenue in his district monthly, based upon the amounts, qualities and values of the cigars manufactured and sold. Since the matter of values was left to the honesty of the manufacturer it occurred at times that the government did not realize as large a return as the law prescribed. It was due to the wiles of the dishonest manufacturer that the trade at large was called upon to assume the cost to which the government was put in checking the stock closer through the medium of the revenue stamp. Before the stamp came into use the rates of taxation were changed so as to take in cigars valued as high as $45 per 1,000 and cigarettes and cheroots were taxed separately then for the first time. This was in 1864 and in the year following the law was again changed, there being a flat rate tax upon cigars and cheroots made wholly of tobacco or any substitute therefor.

"In 1866 an act was passed that imposed taxes graduating according to values and this was followed in 1867 by a flat rate of $5 per 1,000 on cigars of all descriptions. It seems that the matter of taxation had to pass through these various experimental stages before the revenue department finally settled on the stamp tax as the best and surest method of tax collection. And to protect itself the government embodied in the act of July 20, 1868, a ruling that no more goods could be sold in bulk. All cigars had to be packed in boxes and to prevent the re-use of a revenue stamp the re-use of boxes was prohibited. This provision was directly responsible for the establishment of box factories the country over as the volume in requirement was such as to make of this a distinct and recognized business. I presume that it has been the experience of many box makers, just as it has been mine, to be accused by the cigar trade of having had a hand in the framing and passage of this act, the provision that prohibits the re-use of boxes having been inserted for selfish reasons. As a matter of fact there were but few cigar box factories at that time and the mill men who supplied stock for the purpose of making boxes were not strong enough numerically to have had any bearing on the law, even if the branch of the business were such as to warrant action, which it certainly did not. Well, with the re-use of boxes forbidden the demand was increased decidedly, especially so with the growth of the country and the cigar industry, and the box maker was able to anticipate a steady volume of business".—*Packages.*

TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.
Consignees:

New York—	Packs
N. Y. & Cuba Mail S. S. Co....	38
E. Ellinger & Co.....	21
J. Klorfein	93
F. Miranda & Co.....	69

SCRAP TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.
Consignees:

New York—	Barrels
Hinsdale, Smith & Co.....	20
	Packs
S. Rossin & Sons.....	4
Max Schwartz	3
F. Miranda	8

FILLER TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Sept. 16.
Consignees:

New York—	Barrels
F. Miranda & Co.....	30
J. H. Goetze & Co.....	125
N. Y. & Cuba Mail S. S. Co.....	107
Hinsdale, Smith & Co.....	50

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GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
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LOBETO y GARCIA S. en C.
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Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

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ALL KINDS OF HAVANA LEAF TOBACCO
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Cable "Iglelle" 15 Slaud St., HABANA, CUBA

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LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
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BRUNO DIAZ
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Established 1877
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PRADO 125, HAVANA, CUBA

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PACKER AND LEAF DEALER IN
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Cable: Abella.

FOYO & RODRIGUEZ
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22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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New York Correspondent

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CALIXTO, LOPEZ & CO.

Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

Does Fear Keep Cigarmakers from Returning to Work?

Businessmen in Tampa Say That a Great Majority of the Cigarmakers Would Vote to Resume Labor If a Referendum Was Taken—A Threat to Call Upon Longshoremen and Allied Workmen in Cuba to Stop Tobacco Moving to Tampa—Nothing in It, Apparently—Ridiculous Allegations Regarding the Trust.

TAMPA, Fla., Sept. 17.—There has been little change in the cigar strike situation in Tampa during the past week. Manufacturers report workmen returning to their benches slowly but in an entirely satisfactory manner. However, on the other hand strike leaders claim they have their side of the situation well in hand and hold out they will win for a closed shop, despite the fact that the manufacturers declared open shop some weeks ago and opened on that basis.

Statistics show there has been a steady increase in the output from the Tampa factories since they were opened on the open shop basis—all of which goes to prove cigarmakers are returning to their benches as time passes on. Well informed business men of the city declare the cigarmakers emmasse would vote to go back were a referendum taken at this time. It had been intimated cigarmakers are afraid to go back for fear of bodily harm despite the fact that full assurance has been given that nothing of the sort would be tolerated.

Some few days ago a story was current in Tampa to the effect that the strikers would call upon longshoremen and allied workmen in Cuba to refuse to move leaf tobacco from Havana to Tampa. Nothing of the sort has materialized. It is reliably understood, that in such instance, the manufacturers would simply charter an individual vessel of some description and transport their own leaf independent of any particular boat line dependent upon Havana longshoremen for labor.

The strike has been of such duration and of such a nature that the public generally is good and tired of even hearing about it. If there is any sympathy it might be safe to say it lay with the manufacturers. If there was ever any sympathy for the striker it has died away since the factories have opened on the open shop plan and they have refused to return to work after public announcement that there would be no cut in wages.

That insinuations that the Tampa Cigar Manufacturers' Association is controlled by the "trust" are absolutely ridiculous and false, is the substance of a statement made yesterday by the manufacturers' association. The manufacturers, publishing the full list of their board of directors, shows that the American Cigar Co. is represented by only one member. The board of directors contains, in all, nine members.

The statement follows:

"In answer to articles that have been printed from time to time, we beg to state that we have sitting on a board of directors nine manufacturers of shade-grown cigars, two representing the manufacture of shade-grown goods, and two are manufacturers of short filler goods. Three officers represent the cigar manufacturing industry at large. Nine is the number of directors, and Jose Escalante is president of the association and chairman of the board of directors.

"The statement that the 'trust' controls the situation is both ridiculous and false, for the American Cigar Co. has only one representative—in the person of Mr. Pendas—having only one vote. Mr. Pendas has no more voice in affairs of this association than has any other single member.

"This board of directors represents all important manufacturers in Tampa. The policies adopted, and the actions taken, are with full approval of the board of directors, every important move being fully discussed from all sides and agreed upon."

Jose Escalante, chairman; Mariano Alvarez, vice-chairman; Manuel Garcia, Benjamin Cocio, Enrique Pendas, Laureano Torres, H. S. Foley, J. A. Jones, Arthur H. Cross, board of directors Cigar Manufacturers' Association.

Striking Cigar Makers Discouraged

Circular letters, typed in Spanish and signed "Diez Internacionals" (ten internationals), were distributed rather freely in Tampa last week. And the letter may be taken as an ill omen for the cigarmakers' strike, for the letter reads:

"To members of the Union, 'La Internacional,' Friends: Let us not allow ourselves to be deceived longer; the members of the consulive committee have said privately and publicly that we lost the strike, yet they warrant it to last longer.

"We have heard that when we go Saturday, to collect our part, we will be forced to sign our names, to appear as if we want the strike to continue.

"When the strike started they did not ask for our signatures, so therefore we do not want to give them now, knowing that the strike is totally lost, and that if it goes on we all become strikebreakers sooner or later."

Drug Stores and the Tobacco Trade

The growing importance of drug stores as distributors of tobacco products is very strikingly emphasized in an investigation which has been conducted by the national magazine of the drug trade, *Drug Topics*.

Representative druggists, large and small, in towns of varying size and in all sections of the country, were selected from the list of 49,000 druggists reached by the magazine, and each was mailed a questionnaire. Averages were made of all the returns, disclosing the following figures:

1. The weekly sale of cigarettes, cigars and tobacco, $101.33. The lowest figure presented was $6, and the highest, $350 per week.

2. Largest selling brand of cigarettes, Camels. Camel was distinctly the leader; Lucky Strike was named second, the largest number of times, and then a dozen or more brands followed.

3. How often do you order cigars, cigarettes and tobacco? 50 per cent order every week; 33 1-3 per cent twice a week; 8 1-3 per cent every two weeks, and 8 1-3 per cent every day. Some order small quantities every week and place large orders once a month.

4. What are the three largest selling brands of cigars in the order of their sales? Please state prices.

The brand of cigar sold most varies in different parts of the country. With regard to price, however, and without regard to location, the 8 cent cigar is the most popular by far. The 5 cent and 15 cent cigars come next, and the 10 cent cigar is fourth.

5. How much is your average single order?

Cigars	$82.00
Cigarettes	101.00
Little cigars	15.00
Tobacco	19.00

New Lucella Price List

Effective immediately, R. Gangemi & Co. announce new prices on Lucella cigars as follows:

	Class D
Union Clubs, 1-20	$130.00
Queens, 1-20	125.00
Epicures, cans	125.00
	Class C
St. Francis, 1-20	115.00
Perfecto Extras, 1-20	105.00
Coronas, boxes	105.00
Monopoles, 1-20	100.00
Perfectos, 1-20	93.00
Londres Finos, 1-20	80.00
Newfields, 1-20	75.00
Coronitas, cans	75.00
Havana Blunts, 1-20	75.00
Puritano, 1-20	75.00
Puritano Extras, 1-20	75.00

Tobacco Report for Great Britain

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Imported August 1920	Liverpool	3131	1899	496	656	—	6182
	London	320	408	—	194	—	923
	Glasgow	7	—	390	406	—	803
		3458	2308	886	1256	—	7908
Imported August 1919	Liverpool	4215	2316	1829	1951	72	10383
	London	1959	762	—	—	13	2734
	Glasgow	446	279	531	1013	—	2269
		6620	3357	2360	2964	85	15386
Imported August 1918	Liverpool	6081	4569	728	1621	—	12999
	London	1271	1154	49	585	17	3076
	Glasgow	777	353	186	218	—	1534
		8129	6076	963	2424	17	17609
Imported January 1 to Aug. 31, 1920	Liverpool	23441	11562	1881	5530	86	42500
	London	10117	4441	39	2549	144	17290
	Glasgow	5495	3088	682	2596	—	11861
		39053	19091	2602	10675	230	71651
Imported January 1 to Aug. 31, 1919	Liverpool	37189	16066	15368	18665	922	88210
	London	19385	9586	894	3058	194	33117
	Glasgow	4158	4290	2185	4213	—	14846
		60732	29942	18447	22936	1116	136173
Imported January 1 to Aug. 31, 1918	Liverpool	18078	12965	3785	5816	92	40536
	London	9607	6367	199	1849	35	18057
	Glasgow	3338	3057	849	941	—	8185
		31023	22389	4833	8406	127	66778
Delivered in Aug. 1920	Liverpool	2359	1369	609	1189	11	5537
	London	682	437	58	327	1	1505
	Glasgow	233	147	118	152	—	650
		3274	1953	785	1668	12	7692
Delivered in Aug. 1919	Liverpool	3744	1447	809	1196	17	7213
	London	1772	781	69	244	38	2904
	Glasgow	305	331	235	212	—	1083
		5821	2559	1113	1652	55	11200
Delivered in Aug. 1918	Liverpool	5359	965	939	683	33	7979
	London	1568	927	136	134	12	2771
	Glasgow	368	248	103	102	—	821
		7295	2140	1172	919	45	11571
Delivered January 1 to Aug. 31, 1920	Liverpool	20073	10040	4924	8715	161	43913
	London	5687	3325	205	1542	26	10785
	Glasgow	2720	1407	1371	1497	—	6995
		28480	14772	6500	11754	187	61693
Delivered January 1 to Aug. 31, 1919	Liverpool	33183	16294	5742	8320	166	63705
	London	13066	8740	554	2007	166	24533
	Glasgow	5687	5133	1932	1748	—	14500
		51936	30167	8228	12075	332	102738
Delivered January 1 to Aug. 31, 1918	Liverpool	40699	7851	6276	3872	518	59216
	London	9947	5455	1474	1074	96	18046
	Glasgow	2864	1552	1115	782	—	6313
		53510	14858	8865	5728	614	83575
Stock on hand, Aug. 31, 1920	Liverpool	60005	35873	12457	15979	1926	126240
	London	19031	7257	1099	3466	522	31375
	Glasgow	9203	6757	919	6793	—	23672
		88239	49887	14475	26238	2448	181287

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Stock on hand, Aug. 31, 1919	Liverpool	29441	30557	12479	13357	2121	87955
	London	16439	6405	1051	2711	344	26950
	Glasgow	4014	3908	1167	4210	—	13299
		49894	40870	14697	20278	2465	128204
Stock on hand, Aug. 31, 1918	Liverpool	19012	25711	2599	3479	1206	52007
	London	7806	3824	991	1822	298	14741
	Glasgow	3875	1916	790	1085	—	7666
Stock on hand, Aug. 31 at Liverpool, London & Glasgow,	1918...	31293	31451	4380	6386	1504	75014
	1917...	77117	26257	12540	5261	2575	123750
Imports January 1 to December 31, into Liverpool, London, & Glasgow.	1919...	107596	47304	26096	37441	1328	219763
	1918..	65532	43983	9791	14084	392	133782
	1917...	17776	10004	1955	2133	925	32793
Deliveries, January 1 to December 31, Liverpool, London, & Glasgow.	1919...	71028	40726	12201	18646	602	143203
	1918...	79566	26808	13952	11148	709	132183
	1917..	85332	15821	17502	9019	1126	128800
Number of years Stock on hand = =		1 3/12	1 3/12	1 3/12	1 4/12	4 1/12	1 3/19

Number of years Stock on hand—Leaf and Stripts = 1 3/12 and 1 4/12

Based on Deliveries for 12 months January 1st to December 31st, 1919.

Imports, Deliveries, and Stocks, in Pounds weight, as per Board of Trade Returns.

Month of July

	U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.
1920	18,861,349	2,335,647	829,325	* 9,990,289
1919	25,848,062	7,386,257	1,417,373	*12,487,015
1918	19,585,337	696,127	2,117	* 8,546,929
1917	1,973,644	335,251	524,476	* 6,102,558
1916	29,313,293	1,178,195	1,740,592	* 7,476,604

January 1st to July 31st

	U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.	Remaining in W'house July 31 lbs.
1920	113,177,687	34,629,846	6,413,939	*77,045,553	...336,231,000
1919	167,715,315	21,234,478	4,402,305	*79,293,899	.. 216,682,000
1918	62,826,680	5,366,032	204,882	*60,112,334	...108,369,000
1917	28,798,110	4,861,717	1,772,857	*59,790,393	...201,210,000
1916	70,982,088	6,906,386	10345770	*59,021,302	...253,362,000

January 1st to December 31st.

	U.S.A. lbs.	Imported from Other Countries. lbs.	Exported. lbs.	Cleared for Home Consumption. lbs.	Remaining in W'house Dec. 31st lbs.
1919	321,354,628	37,374,081	9,407,011	*142,841,873	303,891,000
1918	162,927,883	8,711,460	210,976	*106,590,960	141,871,000
1917	90,789,432	5,763,569	2,184,131	*104,525,370	141,440,000
1916	152,581,352	11,684,509	13,069,823	*101,744,959	269,407,000
1915	184,237,047	18,413,916	12,015,254	*106,575,276	286,051,000

*After deducting drawback returns

QUOTATIONS.

LEAF.—Western—Dry Filler ... 14d. to 17d.
Medium to Good ... 18d. to 22d.
Good to Fine ... 23d. to 27d.
Burley ... — to —

Do. Virginia—Dark.—
Dry Filler ... — to —
Wrapper ... — to —
Bright.—
Semi ... 18d. to 24d.
Medium ... 25d. to 39d
Good ... 40d. to 48d.
Fine ... 49d. to 66d.
Fancy ... 67d. to 72d.

STRIPTS.—Western—Common to Good Filler ... 20d. to 23d.
Short Medium ... 24d. to 26d.
Medium ... 26d. to 28d.
Good to fine ... 29d. to 32d.
Burley ... — to —

Do Virginia—Dark.—
Common to Good Filler ... — to —
Medium to Good and Fine ... — to —
Bright.—
Semi to Good Semi ... 23d. to 35d.
Medium ... 36d. to 45d.
Good to Fine ... 46d. to 72d.

55 South Castle Street,
Liverpool, *6th Sept. 1920.*

Business during the month of August was on a limited scale. The South Carolina markets have now closed, with prices firm. The quality is reported disappointing. The North Carolina market opens this month. Considerable damage is reported by excessive rain, to the old Belt Crop, also to the Dark Virginia Crop, the latter affording very poor prospects for good quality. The Kentucky Crops are about a fortnight late, but it is yet too soon to speak definitely as to the quality. As already reported the Crop cannot be large.

FRANK WATSON & CO. LIMITED.

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

The Real Independent Factory in Havana
"PARTAGAS"
The World's Standard Cigar
Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba
ROBERT E. LANE
General Representative for United States and Canada
70 Trinity Place New York

A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

HIJA De JOSE GENER
HABANA, CUBA
Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
VALERIANO GUTIERREZ, Sole Representative in United States and Canada
Bowling Green Building, 11 Broadway, New York, U. S. A.

HAVANA CIGARS
ROMEO
Y
JULIETA
The Leader in All the World's Markets
U. S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

THE MASTER MILD SMOKE

CRESSMAN'S
COUNSELLOR
CIGAR

ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

THE TOPIC OF THE DAY

Mild Havana Cigar

10c. and Up

Made in Five Sizes

The demand for this popular brand is increasing daily. Made of the finest imported tobaccos blended to suit the most particular smoker.

BOBROW BROTHERS, Inc.
Manufacturers
PHILADELPHIA, PA.
Makers of the famous "Bold" Cigars

Firm Asks for a Conference with Creditors

Intimations That No One Will Lose Anything If Certain Arrangements Can Be Made—Philadelphia Wholesale Tobacco and Cigar Dealers' Association Will Decide Concerning Discounts to Be Granted to Sub-Jobbers—A New Label Store to Be Opened—Shefter & Co. May Have a Chain of Stores in the Quaker City—The Vetterlein Bros. Co. Will Amend Its Charter—Price Revision by Bayuk Bros. Co.—Cigar Manufacturer Takes Pity on a Youthful Culprit—Zugsmith Acquires a Home in St. Petersburg, Fla.

PHILADELPHIA, Sept. 21.—On the heels of the financial embarrassment of Mendel & Co., which ran into five figures but from which it hopes to emerge this week and to resume activities, comes the news that another well known manufacturer has asked his creditors, whose claims are reported to run well into six figures, to confer with him for the purpose of working out a plan whereby formal financial embarrassment can be averted. These circumstances, coupled with vague reports that there are other firms deeply perplexed over their financial future, would seem to belie the statements that the industry here is in excellent condition. The fact, however, is that it is prosperous, and that the apparent embarrassments in some instances are due to abnormal prosperity rather than to actual reverses.

Because there is a strong probability that the firm just affected may be able to extricate itself out of its predicament without declaration of bankruptcy, since it is an active going enterprise, its identity is for the present not disclosed. From the point of view at least of those directly concerned in its operation, the causes of its troubles were solely the abnormal conditions of the last six months—restricted production because of the scarcity of labor, high cost of raw materials, delays in receiving raw materials, hampered distribution, tightness of money, the withdrawal of credits by financial institutions, and finally the neglect of the proprietor, now for the first time realized, to keep in close touch with details which had been left to an associate.

Leaf dealers in this city, New York and Hartford, are financially concerned in the firm's plight, and these have been asked by the proprietor to meet with him this week for a discussion of ways and means of solving a problem which in the last week or so became acute. Discussing the matter the owner said, "I am not making any charges against my former associate and I have myself to blame. I trusted him implicitly. It was only after his retirement and on my return from my vacation that I got that direct and intimate acquaintance with my affairs which I should have had all along. I found that expenses had gone far, far beyond what I suspected, that profits I believed I had made did not exist, and that financial obligations had been assumed which I cannot immediately meet. I am just as confident, however, that when, as I propose to do, I have laid all the facts before the creditors, they will co-operate with me for mutual benefit and that we shall be able to work out a program which will save loss to all and will permit the business to go on without interruption. Publicity at this time, when all may be saved, would be harmful to all concerned."

The trade is disposed to regard the pending embarrassment as well as that of Mendel & Co. which preceded, to be due entirely to unusual circumstances and not at all to reflect general conditions. As a matter of fact, while there is ahead a period of deflation and a return to normal which must be gone through and probably with disaster to the weak, the soundly established manufacturers are entirely confident of a long season of prosperity. Everything is getting better as the days pass. Help is daily becoming more plentiful, although there still exists an acute shortage of hands for the high-priced and better-made cigars. All the larger firms are working to capacity, with orders still piling up more rapidly than production, assuring activity for many weeks, even months, to come. Though the leaf trade is a trifle quiet, it is because manufacturers are not disposed to tie up funds so necessary at this time when the banks are cutting down credits even though there is probability of higher costs later on. But the leaf trade has not the slightest fear of a slump.

Belief is expressed by informed observers that such financial troubles as some of the smaller manufacturers are struggling with, are due chiefly to the fact that in the cigar industry, unlike many other industries, there has not been worked out and certainly is not in effect, a proper system of cost accounting. They point out that if the manufacturers organized and thereby developed a spirit of cooperation and of mutual confidence, benefits would accrue to all.

It was precisely because conditions in the jobbing business, particularly in the cigarette line, had become completely demoralized, that there came into existence the Philadelphia Wholesale Tobacco and Cigar Dealers' Association. That body met on Thursday night last in the Gladstone, 11th and Pine streets, in special session for the first time since organization completely was effected. It was decided that, now that the organization is in full harness, to have its meetings of an "executive" nature and behind closed doors. After the meeting announcement was made through Secretary Brogan that only matters of direct concern to members had been transacted.

One of the problems before the jobbers is the matter of discounts, which hitherto have been allowed rather indiscriminately to all who call themselves subjobbers. While it is admitted that there are in the city a dozen reputable firms who do a real jobbing business, maintaining a delivery service and a sales force on the street, and who have not been invited to join the association because while selling to the retailers they also sell direct to the consumer, it is estimated that there are at least 500 dealers who claim to be sub-jobbers but who as a matter of fact really sell only to the consumer. In the past many of these dealers have been able, under the claim of being sub-jobbers, to get discounts on cigarettes as high as 10 and 1, the direct jobbers working on as low as a 1 per cent basis. Cut-price retailers have been able to get from jobbers all the supplies they desired at a 10 per cent discount, and it was to meet the competition of the price slashers that many of the retailers became, or alleged that they had become, sub-jobbers. There is agitation in jobbing circles that there should be adopted something like a uniform schedule of discounts and that legitimate sub-jobbers should be protected and that no retailer, price slasher or full price, should be placed on a parity with them, and moreover that there should be such regulation of credits that neither sub-jobber nor price slasher should be able to play one jobber against the other. It is believed that unless abuses which have developed in recent months are not soon eliminated there will come a time when the jobbing trade will be hurt seriously.

The problem at this time applies only to cigarette and the smoking tobacco branches of the trade. Cigar manufacturers, although at first declining to sell direct to the price slashers, are now universally selling to them and generally are encouraging them because their purchases are large and their bills

always are discounted. Whether that policy is wise or not is beside the point; the fact is that the cigar business in a retail way is on a fairly stable basis and that while the price slashers, particularly those still engaged on the three blocks of Market street from 2nd to 5th street in a war of extermniation, are including nationally advertised cigars in their offerings, they are concentrating on cigarettes and smoking tobaccos. The situation down there remained unchanged this week. Cigarettes in cartons costing the slashers from $1.41 to $1.44 are still being sold by them at $1.47 to $1.49. There are other price cutters in the city, like Label and Sam Scarlett, but their prices are considerably higher and their competition has not been looked upon as unfair. Certainly the United, which is meeting the slash on Market street, maintains its regular prices at its stores contiguous to the Label, Scarlett and similar establishments as well as in all its other branches throughout the city.

A new Label store is about to be opened. It will be located at 60th and Market streets and but two doors away from the United branch at the intersection of the streets. This makes the fifth link of the Label chain, the parent establishment being at 15th and Arch streets and the branches at 15th street below Market street, 10th above Chestnut street, Germantown avenue below Chelten avenue, and now at 60th and Market streets.

Shefter & Co., whose headquarters are in Norristown, Pa., but who have branch establishments in Reading, Phoenoxville and elsewhere, have just opened a Philadelphia branch at 2645 Germantown avenue. It is understood that this is but the first of a chain of Philadelphia stores which are to be operated just as soon as proper locations can be secured.

A cut-rate store is to be opened October 1 at 830 Walnut street, but its ownership has not yet been disclosed.

White & Jenkins, having a store at the forks of Germantown and Erie avenues, one of the largest of the uptown retail establishments, are seeking a new location. It is understood that the lease expired and that the building was sold over the firm's head, necessitating the seeking of a new location.

E. Cohen & Sons, jobbers, 2nd and South streets, recently became the owners of a large building on 2nd street, just below Arch street, close to the Krull & Cunningham jobbing houses, and at the expiration of the existing lease the firm proposes to occupy these central and much larger headquarters.

Vetterlein Brothers will make application to the Governor of Pennsylvania on October 4 for permission to make certain amendments to the charter of the corporation so that the provision that stockholders shall not receive more than 6 per cent preferred stock dividends shall be amended to make possible that preferred stockholders shall receive out of the net earnings such dividend as the board of directors may determine, but never less than 6 per cent, and that the corporation shall be bound to pay a cumulative dividend.

A part of the building, 941 Market street, recently leased to the Schulte Cigar Co., has been sub-leased by Jesse Jay Schamberg, representing Frank I. Reiszner, to Charles C. Algave and Philip Diamond.

A contract has been awarded to the Smith-Hardican Co. for making alterations estimated to cost $2,000 to the United Cigar store at the southwest corner of 6th and Market streets.

Victor Lopez, with the Falk line, was one of the few trade visitors of the week.

Thomas Dean, Middle West representative of the G. H. P. Company, with headquarters in Indianapolis, visited the office during the week to speed up deliveries, particularly of holiday lines.

The price revision announcement of the Bayuk Brothers Company is self-explanatory. It follows:

The rising cost of everything entering into the productlon of cigars forces us to the necessity of revising the prices on some of our lines.

Effective at once our list is as follows:

	Packing	Per M.
Havana Ribbon, all packings		$70.00
Phila. Hand Made, all packings (no change)		75.00
Mapacuba—		
Blunt	1/20 tin and wood	$90.00
Apollo	1/20 wood	90.00
Invincible	1/20 wood	110.00
Grande	1/20 wood	110.00
Cuban Foil	1/20 wood	110.00
Supreme	1/40 wood	190.00
Prince Hamlet—		
Epicure	1/20 wood	95.00
Common Sense	1/20 wood	95.00
Club	1/20 tin	110.00
Perfecto	1/20 wood	110.00
Corona	1/20 wood	120.00
Longfellow	1/20 wood	120.00
Squares	1/20 wood	120.00
Grande	1/20 wood	125.00
President	1/40 wood	210.00

$6 per thousand additional for 1/40th packing of the Prince Hamlet and Mapacuba lines where 1/20th packing is listed.

Same terms as heretofore.

Though H. W. Jarrett, head of a cigar manufacturing concern at 621 W. Susquehanna avenue, but serving as a juror in the Quarter Sessions Court last week, heard James Snee, a youth, plead guilty to a charge of shoplifting, he was so impressed with the sad plight of the young man that he offered to give him a position in his establishment. The youth immediately was released on probation. Testimony showed that the lad's mother had died while he was but two years of age and that he had spent eight years in a protectory school but had stolen because he was hungry, and being out of work was unable to buy food.

The office of the Reply cigar factory, now located on the first floor of 224 Pine street, shortly is to be removed to the second floor, the building having been sold to a paper box maker who desires to use most of it as an extension to his plant.

Howard Farrand, who made a trip through the Pennsylvania coal regions in the interest of the Planco line, returned during the week with a well filled order book.

A new bidder for favor is the Atlia 10-cent proposition made by S. De Pasquale, 1629 South Hicks street. It is being given an introductory showing on a number of the centrally located counters.

The American Tobacco Company's new 111 Cigarettes, which retail at 20 for 15 cents, have arrived in the warehouses of the local jobbers.

W. B. Shaw of New York, and A. Sutan of Chicago, were among the week's visitors to the leaf trade.

Leo D. Loughran, of the Stratford Co., is back at his desk after a trip to Washington headquarters. William A. Hall visited the factories during the week. Thomas J. Daly, general manager, left for a short trip to Albany and New York.

Val Keough, operating large establishments in Cleveland and Akron, was a visitor during the week to the headquarters of the G. H. P. Co. and of Sig C. Mayer, by both of whom he was entertained. J. M. Preston, Chicago representative of Sig C. Mayer, is in town endeavoring to hurry along much desired shipments.

L. D. Zugsmith, who rolls all over the United States by auto for the Duquesne Cigar Co., but makes Philadelphia his headquarters, has written to friends here from Canada announcing his prospective return about October 1. Mr. Zugsmith gave the further information that he has purchased a winter home in St. Petersburg,, Fla., and will journey there when the snow flies here.

J. Paley, of the Congress Cigar Co., is now in Chicago on his western tour. He will visit Milwaukee and St. Paul.

Enlarged Monday Production.

Having achieved largely increased production, S. Monday & Sons, of Brooklyn, now are in a position to make prompt deliveries of the following brands of package goods:

18-60	5 for 20c
Quality Puffs	10 for 35c
Hunter	10 for 10c
Cute	10 for 20c
Royal Head	4 for 15c

U. S. Exports Averaged $11,000,000 a Day

Foreign Trade for American Manufactured Goods

WASHINGTON, Sept. 15.—The very latest figures of the exports of manufactures—those of July—give further evidence that the big gains in exports of manufactures have "come to stay." Manufactures exported in the dull export month of July, says a statement of the National City Bank of New York, average 11 million dollars a day against 7½ millions per day in July of last year, and for the seven months ending with July average 11½ million dollars per day against 9⅓ millions in the same months of last year . The total exports of manufactures in July, 1920, including the two groups, "manufactures ready for use" and "manufactures for further use in manufacturing," aggregated 343 million dollars against 234 millions in July last year, and the seven months ending with July were $2,451,000,000 against $2,000,000,000 in the same months of last year. The chief increase occurred in the group "manufactures ready for use" of which the exports in July were 264 million dollars against 167 millions in July of last year, and for the seven months ending with July $1,849,000,000 against $1,479,000,000 in the same months of last year.

Another indication of the growing share which manufactures form of our exports is found in the fact that the increase in exports, both in July and in the seven months ending with July, occurs entirely in the trade with those sections of the world in which manufactures form the bulk of our exports. Manufactures form, in normal times, continues the bank's statement, about 70 per cent. of the merchandise sent by us to our neighbors in North America, over 80 per cent. of those to South America, 80 per cent. of those to Asia, nearly 90 per cent. of those to Oceania and about 75 per cent. of those sent to Africa, while they form in normal times but about 33 per cent. of those sent to Europe.

With this in mind, that manufactures form the bulk of our exports to North and South America, Asia, Oceania and Africa, and only a comparatively small percentage of those sent to Europe, it is interesting to find that the grand total of exports, both in July and in the seven months ending with July, showed a big increase in the movements to North and South America, Asia, Oceania and Africa, and a marked decline in the total exports to Europe. In fact, the total exports to the five grand divisions whose takings from the United States consist chiefly of manufactures, were practically twice as great in July, 1920, as in July, 1919, while those to Europe, whose takings of our manufactures are but a small share of our entire exports thereto, show a much smaller total in July, 1920, than in the same month of the preceding year. The total value of all exports to the five grand divisions in which manufactures form the bulk of our exports was, in July, 1920, 310 million dollars against 164 millions in July of the preceding year, while those to Europe, where manufactures form a comparatively small share of our exports, were but 341 millions against 404 millions in July of last year.

This exportation in the dull month of July of an average of 11 million dollars a day of manufactures and 11½ millions in the seven months ending with July, as compared with 7½ millions in July of last year and 9⅓ millions in the seven months ending with July, 1919, makes it quite apparent that our total exports of manufactures in the calendar year 1920 will considerably exceed 4 billion dollars against a little over one billion in the calendar year immediately preceding the war, 1913. Manufactures formed 50 per cent. of the total exports in the seven months ending with July of the current year, and about 53 per cent. in the month of July, against only 42 per cent. in July of last year. Should the exports continue during the remainder of the calendar year, at the average daily rate recorded down to the end of July, the total value of manufactures exported would be $4,200,000,000 against $1,177,000,000 in the calendar year 1919.

This continued use of American manufactures, with which the foreign world made acquaintance during the war when the usual source of supplies was cut off, is the subject of a good deal of comment among representatives, the world over, of the great manufacturing countries. British and other consuls, "trade commissioners" and commercial attaches make no hesitation in saying frankly to their "constituents" at home that the United States is not only retaining, up to this time, most of the trade in manufactures which she accumulated during the war, but that the former prejudice against American manufactures and the short credit and other peculiarities of her exporters is rapidly disappearing, after the closer acquaintance with our manufactures and manufacturers, and that the United States must now be counted as a serious and permanent rival in the markets for manufactures in all parts of the world.

Where the Grower Would Lose

Says H. G. Wheeler, of Church Road, Va., in a communication to the Richmond *Times Dispatch:* "As a grower of tobacco, I have read with interest the views advanced by T. M. Carrington, president of the Tobacco Association of the United States, and by Mr. Burton, a banker of North Carolina, as to probable condition of the tobacco market, just about to open.

"Mr. Burton thinks a '35 to 40 cent market price' should be accepted by the farmer as satisfactory and reasonable, and he mentions an added emolument in the 'lesson' from which the farmer shall learn to 'adjust his operations to meet the conditions of the readjustment period that is coming in all lines of production in this country.'

"Mr. Burton possibly forgets, or perhaps is not interested in remembering, that the farmer's 'operations,' so far as the crop under discussion is concerned, are beyond 'adjustment'—being over and done.

"The crop for which a 35-or-40-cent average seems a fair price, to the bankers, has been grown and harvested under abnormally high-priced conditions, as the following rough estimate will show:

"Average one-man crop, 2,000 pounds.	
Labor at $50 per month	$600.00
Board for labor	180.00
Guano	100.00
Extra labor to plant	10.00
Extra labor to house	32.00
Extra labor to strip	32.00
Cost of wood for curing	60.00
Total	$1,014.00
Cost of teams to cultivate and warehouse charges to be added	
Cost of production, exclusive of these two items	$1,014.00
Mr. Burton's suggested fair (?) price for crop, at 40 cents	800.00
Loss to producer	$214.00

"Many of this year's crops have been grown on borrowed capital.

"The farmer is kept too busy trying to meet his notes with the increased rate of interest to spare the time to publish his opinions upon the banking business, or for investigations into same, else he might more clearly understand why that institution, with its innovation now a few years old, which he was given to understand was partly for his protection, has failed him in this first opportunity for its test.

"To his bewilderment, however, this thing is clear: That readjustment of prices just after he has grown a crop under conditions so abnormal, will be not only unfair, but a serious hardship, from which he will find it difficult to recover.

"I have only commendation for the tobacco manufacturers. As a class and as individuals they have been uniformly courteous and generous to the farmers. Every business man wants what he is after at its lowest figure.

"Considering what a free hand the tobacco buyer has always been given, it has been a generous one as well to the helplessness of the farmer. So long as the finished commodities necessary in the operating of his business and for the maintenance of his family during the present high prices, the low product must sell in proportion, else to the producer comes disaster, and this means disaster to the consumer as well."

Edgeworth Cigarettes Promise to Be Winners

Edgeworth Cigarettes! Well, they are here and the Reed Tobacco Co., which company, by the way, is the cigarette-making branch of Larus & Brother Co., Richmond, Va., is now offering them to the entire country. They claim to have a cigarette in Edgeworth which is worthy of its name and a credit in every way to the prestige enjoyed by the famous Edgeworth brand of tobacco. The Edgeworth factory, with its many years of experience (established in 1877), has worked hard and long on a cigarette which it could safely trust to be a winner and worthy of the name carried by its distinguished predecessor in the tobacco field.

In deciding on the blend which they are now offering to the public in Edgeworth cigarettes, they submitted several different blends to hundreds of smokers, and after many months of such tests, it was found that the almost unanimous choice was the present Edgeworth blend, an expert selection of the finest tobaccos.

The color scheme and general design of the Edgeworth tobacco packages are followed in giving the Edgeworth cigarette label, carton, etc., a dignity in keeping with the Edgeworth family, and in wrapping each individual package with glassine paper, they have also accomplished the last word in appearance and protection of cigarettes.

It was first decided to try out the New England trade. The cigarette took and the demand grew so rapidly that all shipments were made by express for over a month. In the meantime inquiries were received from all over the country for the newcomer, but inasmuch as the New England territory was taking all the factory could turn out with its limited capacity, no other orders were accepted. For the past several months the factory has been hard pressed to keep the trade supplied but the expected arrival of additional machinery puts the company in a position to increase the output very materially. Now they are ready to offer Edgeworth cigarettes to the entire country, assured its success in New England is but a forerunner of even greater success elsewhere.

Edgeworth cigarettes are packed in the usual carton of ten packages and go to the trade at $9.50 per thousand and to the customer at 25 cents per package, which means to the retailer an interesting profit.

New Medalist Price List

E. A. Klein & Co. announce new prices to go into effect at once on the Medalist brand as follows:

Petit Ducs, 1-10	$128.00
Petit Ducs, 1-20	130.00
Panetelas, 1-10	128.00
Panetelas, 1-20	130.00
Puritanos Finas, 1-20	130.00
Coronitas, 1-10	148.00
Coronitas, 1-20	150.00
Deliciosos, 1-10	148.00
Deliciosos, 1-20	150.00
Deliciosos, 1-40	155.00
Invencibles, Chico, 1-20	150.00
Invencibles Chico, 1-40	155.00
	Class E
Palmas, 1-20	175.00
Invencibles, 1-20	175.00
Invencibles, 1-40	180.00
Perfectos, 1-20	180.00
Perfectos, 1-40	185.00
Coronas, 1-40	215.00
Fancy Tales of Smoke, 1-20	215.00

The Real Conspirator

Indicated by the Richmond *Times Dispatch*

It is not improbable that what is happening to the cotton growers of the South will be repeated in the case of the tobacco farmers. There is evidence in the early breaks that already tobacco has started on a course parallel with that of its great twin crop. Conditions surrounding the marketing of these two of the South's staples appear to be identical. In the case of cotton it is not likely that any conspiracy to hammer down prices can be proved to exist. Nor is it probable that tobacco buying interests have conspired to flout the law and squeeze the farmers. No such conspiracy is necessary. Ideal conditions have been furnished by the so-called "deflation operations" of the Federal Reserve Board. Things have been made delightfully simple and easy for the buyers. All they have to do is to wait until the grower, either of cotton or tobacco, is compelled to sell because of the board's refusal of credit, under the guise of deflation, and then gobble up the results of his labor at their own prices.

That is what is taking place in cotton and already the Southern growers have been pinched out of many millions of dollars. This year's cotton in the South is estimated to be worth approximately $2,000,000,000 and it is now coming on the market. Arbitrary restriction of credit has made its handling almost impossible. Mills fear to stock up on the staple in large quantities, lest credit necessary to carry on their operations be refused. Buyers are staying out of the market, expecting to take the crop at their own bargain figures, and already the prices have slumped below the actual cost of production.

Similar conditions prevail in the tobacco market. If credit is refused, then the farmers, most of them dependent on their sales to discharge their debts contracted in producing their crops, will face ruin. With all indications pointing to such sacrifice sales, the buyers can afford to bide their time in the knowledge that they will be able to dictate the figures. No buyers' conspiracy has been necessary to achieve this condition, not even the usual "gentlemen's agreement." The buyers know their business, and why should they conspire when the Reserve Board by its arbitrary credit rulings is placing the prey in their hands?

The Federal Reserve Board has announced the plentifulness of money for all essential purposes, but it has made no move toward assisting the South and relieving it from conditions that are involving it in financial and industrial disaster. No aid has been extended or promised to the cotton growers, and, if it be withheld, none may be reasonably expected for the tobacco growers. A word from the board is all that is necessary to stay the wave of distress that threatens to engulf the South. Will it be forthcoming? Or will the board stubbornly, and with its eyes closed to the inevitable consequences of its refusal, cling to its mistaken "deflation" policy that already has upset the business world and brought to a sudden stop the wheels of industrial and agricultural progress? The South awaits the answer.

The tobacco industry produces more than a billion dollars a year for the United States.

And it merits consideration, in proportion.

Herbert Tareyton London Smoking Mixture

"There's Something About It You ll Like"

Falk Tobacco Co., Inc.

New York, Richmond, London

Union of Tobacco Interests Advocated in Germany

Great and Small, Herr Huber Estimates the Number of Tobacco Dealers to Be "Over 200,000"—Not Enough Cohesion—The I. D. Z. May Be Dissolved—Auction Sales Engineered by Speculators—Questionable Business—The Value of Trade Papers.

MUNICH, Sept. 8.—Discussing general conditions in the manufactured tobacco trade, President Karl Huber of the German Tobacco Merchants' Association, points out the value of the trade press. "Many businessmen are unwilling to join a trade organization, rejecting as too high the dues collected by these associations, although most of them are sending a trade journal free of charge to their members. There are still a number of merchants who consider a trade paper of secondary importance. But any one who fails to understand the enormous value of a well edited trade journal is beyond hope of redemption. He deserves to be left to his fate. A tobacco merchant, in order to successfully conduct his business, should be well informed on laws, regulations and rules pertaining to his trade. He should also be informed on trade conditions, past, present and future. This information is to be found in trade journals, exclusively. The war has brought about a revolution in trade conditions. No one can keep himself posted on the kaleidoscopic changes, the vicissitudes of trade and the fluctuations of commerce without following the reliable trade news contained in a paper devoted to the interests of that particular trade. Most of the members of our trade have acknowledged the truth of this statement and, consequently, have become subscribers to and careful readers of trade journals. Let us hope that the rest of us, still groping in the dark, will see the light and join the large family of up-to-date businessmen who consider trade papers an essential aid in the conduct of their enterprise. The money paid for the subscription to a trade paper is the best investment ever offered to a merchant."

President Huber estimates the number of businessmen engaged in the sale of tobacco goods in Germany to be not less than 200,000. Of them only 4,000 belong to the various mercantile organization, while the number of organized cigarmakers is over 100,000. In our democratic age where governments are bound to follow the lines of least resistance, numbers count. The trade would wield a much larger influence were it organized the same as the workers, says Herr Huber. But instead of joining a trade organization and sticking, German merchants, he says, seem to drop out again as soon as their personal and immediate interests, in their near-sighted opinion, are no longer concerned. Many joined the organization when only by collective efforts they seemed to be able to get their supplies. Now, when there seems to be a more liberal supply, many merchants fail to maintain their membership. They refuse to see that conditions may change over night.

For this reason Herr Huber advocates an amalgamation of all the various trade organizations, including the owners of large concerns as well as the small retailers. He would even join the manufacturers, the merchants' associations and the labor unions in one big organization, ready to represent tobacco in all dealings with government and parliament and also equipped to put up a united front against the ever increasing army of fanatics who advocate prohibition. While each branch of the trade and industry should have its particular association, they all should join in one big union to fight for the common interest of all.

Herr Huber is not the only one advocating this one big union idea. The labor unions are in favor of it. Many merchants see in it their only hope. In view of the latest rumor concerning a move on the part of the manufacturers, demanding the dissolution of the "I. D. Z.," the merchants feel they are being deserted by that very branch of the business which they helped to protect in times of stress. The "I. D. Z." was formed for the protection of the tobacco industry and trade. At a time when many merchants are selling their stocks at auction, in order to obtain ready cash, when the papers are filled with advertisements announcing sacrifice sales of tobacco goods, the manufacturers are in favor of removing the restraining hand of the "I. D. Z.," because they think forced sales at prices below cost will stimulate consumption and, subsequently, increase the demand for new manufactured goods. In other words, the dealers claim the manufacturers are willing to climb over the dead bodies of their distributors in order to increase their profits.

Auction sales of tobacco goods are engineered by speculators and interlopers, in the main. The same class of men that raised the price of tobacco when it was at a premium, buying and selling it secretly and at exorbitant prices, are now purchasing the stocks of the weak brethren in the trade, offering them a small amount of cash in a lump sum for goods that they are afraid to keep.

However, in other lines of business, in the textile trade, for instance, prices are rising again. At the same time the exchange rate of the mark is dropping once more. This means higher prices all around. No doubt the new tendency will affect the tobacco trade as well. Under the circumstances, solid businessmen, aside from the mushroom growth, expect to weather the storm. They are warning against and fighting sacrifice sales, although the elimination of certain elements, by way of the auction block, might be a benefit to the trade as a whole in the long run.

Tobacco Sales in South Carolina

Reported by B. Harris, State Commissioner of Agriculture —Business Done During July and August, 1920

Tobacco sales for the month of July in South Carolina amounted to 10,351,945 pounds in 76 warehouses on 29 markets. Lake City, with 1,444,246 pounds, excels the others. The totals for the month are below those of the last three years, being 14,607,307 pounds short of 1919. The average price this year for the month is .2240, slightly above the figure for 1919, but considerably below the 1918 price.

Mullins takes second place for the month, with sales totaling 902,725, while Kingstree is third with 872,316.

A comparison of the totals for July of this year with July for the last nine years, and also a comparison in prices, will show as follows:

	Amount Sold.	Average Paid.	Ave. Price.
1911.....	944,301	$62,195.38	.065
1912.....	5,064,085	381,604.95	.0753
1913.....	8,731,789	1,094,415.34	.1253
1914.....	3,862,346	387,762.31	.1004
1915.....	3,378,716	145,499.23	.0431
1916.....	657,816	51,833.74	.0788
1917.....	18,954,777	4,151,674.84	.2165
1918.....	23,876,785	8,125,262.04	.3386
1919.....	24,959,252	5,256,115.05	.2105
1920.....	10,351,945	2,319,563.83	.2240

The following table shows the number of pounds sold on each of the 29 markets, with division of the sales among producers, dealers and warehousemen, and also the total receipts from same:

	Sold for Producers Pounds Sold	Sold for Dealers. Pounds Sold	For Warehouse men. Sold	Grand Total Pounds Sold	Sales. Amount Paid
Andrews	384,784	20,063	32,706	437,553	$107,143.34
Aynor	303,829	13,686	24,623	342,138	79,661.14
Bamberg	117,706	490	21,315	139,511	26,911.39
Conway	599,829	55,614	39,224	694,667	167,539.27
Darlington	316,436	9,196	25,758	351,390	59,457.57
Dillon	204,888	9,492	13,840	228,220	49,245.84
Florence	258,850	18,062	18,270	295,182	57,832.09
Georgetown	92,660	166	4,422	97,248	26,316.22
Greeleyville	68,276	5,252	6,918	80,446	15,690.85
Hartsville	46,789	3,355	3,393	53,537	7,762.37
Hemingway	342,126	7,872	47,046	397,044	99,951.11
Johnsonville	293,571	25,588	14,446	333,605	75,373.13
Kingstree	747,723	74,902	49,691	872,316	196,769.41
Lake City	1,181,369	13,436	49,441	1,444,246	352,232.72
Lake View	168,979	12,287	9,153	190,419	36,330.11
Lamar	130,354	280	7,404	138,038	30,122.51
Latta	159,082	570	1,970	161,622	33,743.12
Loris	514,152	64,882	58,589	637,623	136,978.97
Lynchburg	102,392	3,616	9,544	115,552	23,340.50
Manning	409,045	21,730	20,482	451,257	116,736.51
Marion	340,060	11,632	38,162	389,854	74,692.14
Monck's Corner	23,600	2,252	1,562	27,314	5,778.69
Mullins	760,289	69,821	72,515	902,725	200,392.47
Nichols	316,327	2,580	19,611	124,342	25,301.23
Olanta	102,151	58,610	37,672	677,711	157,542.99
Pamplico	213,513	5,071	16,092	234,676	44,556.98
Sumter	130,953	3,930	8,232	143,115	37,210.61
Summerville	32,467	30	438	32,935	8,470.13
Timmonsville	581,429	13,130	28,202	357,659	66,480.42
Total	8,943,729	27,595	680,621	10,351,945	2.319,563.83

Grand Totals Are Considerably Ahead of August Figures in 1919

Tobacco sales on 29 markets and 77 warehouses in South Carolina for the month of August reached a grand total of 481,702 pounds and this brought in $14,235,575.34.

The August report is distributed as follows as regards the various sales: sold for producers, 47,203,798 pounds for 011,989,116.01; sold for dealers, 4,-173,718 for $1,129,086.17; sold for warehousemen 5,104,186 for $1,117,373.16.

The grand totals are considerably ahead of the 1919 August report and the average price is also better according to the figures from the commissioner's office. In August of 1919 the total sales were 52,816,306 and the amount was $12,675,117.83.

Lake City again took the lead in the highest amount sold with a total of 6,607,913. This market also led in the July report. Below is a comparative table showing the number of pounds sold for producers each August since 1911, the total amount for the month and the average price:

Year	Pounds	Amount	Aver.
1911	944,301	$ 62,195.38	6.50
1912	5,065,085	381,604.95	7.53
1913	8,731,789	1,094,415.34	12.53
1914	3,862,346	387,762.31	10.04
1915	3,378,716	145,499.23	4.31
1916	657,816	51,833.74	7.88
1917	18,954,777	4,151,674.84	21.65
1918	34,629,820	10,528,515.24	30.40
1919	44,345,927	10,944,116.50	24.68
1920	47,203,798	11,989,116.01	25.39

Figures by markets are given below:

Markets.	Sold for Producers Lbs.	Sold for Dealers Lbs.	Sold for Warehouse-men Lbs.	Grand Total Lbs.	Sales Amount.
Andrews	1,489,680	118,691	181,344	1,789,715	$354,116.52
Aynor	967,957	66,500	128,692	1,163,149	321,521.01
Bamberg	616,990	.....	142,700	759,690	165,447.54
Conway	2,726,770	218,700	198,130	3,143,600	775,737.18
Darlington	2,621,171	160,260	235,136	3,016,567	715,541.46
Dillon	1,737,478	88,583	239,895	2,065,956	496,784.26
Florence	1,439,110	120,642	146,172	1,705,924	492,260.34
Georgetown	401,884	3,278	79,182	484,344	94,759.08
Greeleyville	512,202	79,726	84,562	676,490	94,837.78
Hartsville	531,114	47,989	85,043	664,146	123,085.90
Hemingway	1,690,093	38,442	330,130	2,058,665	509,101.55
Johnsonville	1,469,330	151 594	152,214	1,773,138	413,298.74
Kingstree	3,860,834	375 815	259,376	4,496,025	1,015,236.80
Lake City	5,425,241	837 507	345,165	6,607,913	1,826,972.27
Lake View	1,197,735	55 015	46,647	1,299,397	347,069.07
Lamar	1,129,380	29 114	188,188	1,346,682	316,609.42
Latta	796,103	72 200	65,835	934,138	196,819.22
Loris	2,064,854	390 462	236,165	2,691,481	724,296.42
Lynchburg	661,185	50 944	158,185	870,314	207,965.14
Manning	2,039,560	150 248	166,290	2,356,098	444,570.40
Marion	1,583,390	150 905	301,430	2,035,725	529,069.63
Moncks Corner	98,020	4 711	14,811	117,542	17,002.74
Mullins	4,431,167	340 881	574,468	5,346,516	1,601,981.80
Nichols	1,484,406	60 857	180,612	1,725,875	526,467.86
Olanta	230,904	13 922	32,402	276,928	73,395.19
Pamplico	714,959	26 627	49,647	791,233	209,948.67
Sumter	632,443	79 555	77,172	789,170	120,770.59
Summerville	55,561	534	17,157	73,252	11,570.27
Timmonsville	4,594,277	440 016	387,736	5,422,029	1,509,338.47
Total	47,203,798	4,173 781	5,104,186	56,481,702	14,235,575.34

Payroll Statistics

WASHINGTON, D. C., Sept. 22.—The Bureau of Labor Statistics has received reports from 43 cigar factories, showing the employment and wages paid in these factories during the months of August 1919, and August 1920.

There were 10,582 persons employed in these establishments in August 1919, as compared with 13,630 in August 1920. This was an increase of 28.8 per cent. The payrolls also showed a great increase from $172,219 in August 1919, to $280,565 in August 1920, an increase of 62.9 per cent.

The figures of the Bureau also show the comparison of employment and wages paid during the months of July and August 1920. In 48 establishments there were 14,769 persons employed in July, as compared with 14,744 in August, a slight decrease amounting to .2 per cent. The payrolls also showed a slight decrease from $311,678 in July, to $311,041 in August, which is .2 per cent.

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

Value of the Co-Operative Market Reporting System

Demonstrated at Florence, S. C.—A Successful Experiment Made by an Alert and Up-to-Date Chamber of Commerce—Early and Accurate Information Helped to Keep Up the Price of Tobacco—A Suggestion That Should Not Be Ignored.

FLORENCE, S. C., Sept. 18.—The value of the co-operative market reporting system, adopted among the leading markets of Florence county, is reflected in the tobacco statistics of August, announced for South Carolina by the State department of agriculture. This market report was assembled and in turn disseminated at Florence, which is the capital of Florence county. Florence particularly reflects the value of this service, as indicated in the following figures:

Florence—1,705,924 pounds; value, $492,260.34; average, 28.85.

Timmonsville—5,422,029 pounds; value, $1,509,338.47; average, 28.02; advantage, 0.83.

Lake City—6,607,913 pounds; value, $1,826,972.27; average, 27.34; advantage, 1.51.

Pamplico—791,233 pounds; value, $209,948.67; average, 26.53; advantage, 2.32.

Olanta—276,928 pounds; value, $73,395.19; average, 26.14; advantage, 2.71.

In the entire State of South Carolina two other markets only made a better average than Florence. Nichols topped the list at an average of 30.50 for a total sales of 1,725,875 pounds at $526,467.86. Mullins was second with an average of 29.96 for a total of 5,346,516 pounds at $1,601,981.80.

Florence is 4.00 above the average of the State at large. During August the total sales of tobacco was 56,481,702 pounds for $14,235,575.34, an average of only 24.85 against Florence's average of 28.85, giving this market the advantage of 4.00 over the entire State.

Comparing Florence with other markets of this section, outside of the county, she is way ahead of her nearest competitor, Darlington. For August Darlington sold 3,016,567 pounds, for $715,541.46, an average of 23.72. With her average of 28.85, Florence was 5.13 above Darlington.

In respect to prices generally paid over the State for the month the patrons of Florence market were very fortunate. For instance, Sumter made an average of only 15.30 on 789,170 pounds, sold for $120,770.59. The majority of the markets averaged around 20 cents, while many of them were below that figure. Hence, despite the weather and financial conditions, depressing as they were on the local market, Florence patrons realized far better prices than all other markets of South Carolina, save two others only.

Florence county is the only one in the entire State which undertook such a co-operative market reporting system. Though this service was not instituted till three weeks after the market opened and necessarily was not replete in its provisions, generally the tobacco interests found it of such value and real worth that they heartily favor its continuation next season. Arrangements already have been made for such reports to be collected and disseminated in a much more elaborate way than was possible this season.

The high standing of Florence in the August tobacco market of South Carolina is attributed largely to the co-operative market reporting service. It originated in the dissatisfaction and discontent of the patrons of the various markets of the county, which factors are not lacking generally in other tobacco markets and centers. This spirit militated seriously against the local markets. It was very receptive to unfounded reports of fabulous prices in other markets and kindred misinformation. As a remedy, the Chambers of Commerce of the leading markets of the county co-operated their efforts to procure and give out the correct information on current markets of the county.

Besides being a source of most accurate information to the man who had tobacco to sell, it was a great stimulant in the local markets. For instance, the tendency of the producer was to patronize the market known to be paying the high price, when his home market was subnormally low. The result was to spur the local market to higher prices when it was lagging and losing tobacco. It practically assured the planter the very best prices.

Georgia Tobacco Sales Totals

(*Continued from page 4*)

the Georgia markets this year and average price is as follows:

Name of market.	Pounds.		Average cents per pound.
Douglas ...	2,096,482	$493,438.47	23.50
Abbeville ..	1,432,308	303,506.06	21.19
Nashville .	1,131,070	284,237.89	25.13
Tifton	1,084,572	250,150.31	23.06
Blackshear.	915,626	268,179.67	29.28
Fitzgerald.	586,851	113,751.10	19.38
Vidalia ...	576,598	132,042.60	22.90
Nichols ...	441,000	106,942.50	24.25
Ashburn ..	407,581	81,516.50	20.00
Lyons	415,647	.....	....
Total...	9,677,835	$2,278,484.52	23.44

(Unsold, not reported and marketed out of the State, estimated, 600,000.)

The report for Tifton includes only the tobacco sold up to September 7. The market there had not closed on that date, while the others had. The final results will place Douglas first, Abbeville second, Tifton third and Nashville fourth in the number of pounds sold. Fifteen warehouses operated in the State of Georgia.

While the number of pounds sold this year was about three-quarters of a million less than last year the crop brought $417,800 more than last year's crop. The average for the State last year was $17.73 per hundred pounds, as compared with $23.44 this year.

In view of the fact that there is a bumper crop of tobacco this year and considering the price of cotton in other States, Georgia farmers should feel satisfied with prices they got for the weed.

One of the biggest lessons Georgia farmers can learn is that they are just beginning to learn the tobacco game. Georgia has made rapid strides with tobacco. Her future progress will depend on the farmers' willingness to continue to learn about how to grow and handle tobacco, rather than to feel like they have learned all there is to know about it.

The above has to do only with fluecured or cigarette tobacco.

Cigarettes Imported by Germany

WASHINGTON, Sept. 22.—A report from Germany relative to the effect of unlimited importation of luxuries upon the decline of the mark gives as an example the large importation of cigarettes from the United States. Even in 1919, says the report, the exports of cigarettes from the United States showed a tremendous increase, rising in January, 1920, to 1,401 millions, as compared with 1,033 millions in January, 1919. A large part of these exports were received by Belgium and smuggled into Germany. In January, 1920, Belgium imported 546 millions, against 27 millions in January, 1919. From July, 1919, until January, 1920, Belgium imported 297 millions, as compared with 74 millions during the same period in 1919. In January the exports to Belgium totaled one-half of the entire exports of the United States. Great quantities of cigarettes to Germany were imported through Holland, the latter importing 35 millions in the first half of 1920. Holland imported none in 1919. Importations from England, France and other countries were large.

FROM THE FIRING LINE

Personal and Trade Jottings

Jos. Myers has engaged in the cigar business in Dent, Minn.

—

Frank Stewart has opened a cigar store in Park Falls, Wis.

—

H. W. Langhoff has purchased a cigar business in St. Peter, Minn.

—

Jos. Suchy has embarked in the cigar business in Black River Falls, Wis.

—

C. H. Backett has sold his cigar business in Frazee, Minn., to Walter Rosene.

—

B. J. Daniels of Pine Island, Minn., has sold his cigar business to H. McDougal.

—

Luxembourg has abolished the export embargo on cigars, cigarettes and tobacco.

—

F. A. Norman has sold his cigar establishment in Bowman, N. Dak., to J. J. Bieber.

—

G. M. Titus has purchased the Hommidue & Bellud cigar store in Redfield, S. Dak.

—

R. Gangemi & Co., have just opened a new cigar factory at 1459 Third Ave., New York.

—

Fred Nelichka of Wyndmere, N. Dak., has disposed of his cigar business to R. Hanson.

—

Charles J. Mills, proprietor of a cigar store in Evart, Mich., died a few days ago following a short illness.

The "strike" is reported "off" at the cigar factory of M. F. Minden Co., Inc., N. Y. City.

—

The R. J. Seidenberg Co., of Buffalo, has increased its capital from $100,000 to $200,000.

—

Jacob Stahl, Jr., & Co., of New York, say they are about six weeks behind with cigar orders.

—

The Liggett & Meyers Tobacco Co.'s branch stemmery at Watertown, Wis., was burned out recently.

—

H. I. Sadler, proprietor of a cigar store in Red Wing, Minn., has sold the business to Mayrice Nelson.

—

E. T. Lequillon, the Ohio representative of S. Monday & Sons, has started his fall visits among the cigar trade.

—

E. A. Kline & Co.'s cigarmakers were "out" last week for another "vacation," but went "in again" Monday of this week.

—

F. F. Fritz has become the proprietor of the cigar business heretofore conducted in Bantry, N. Dak., by Henry Redline.

—

The Droske & Hanson partnership, engaged in the cigar and restaurant business in Amherst, Wis., has been dissolved, Droske continuing alone.

F. Garcia, of F. Garcia & Bros., cigar manufacturers, is enjoying an extended rest and recreation in Pueblo, Colo.

—

Jos. Berran, cigar manufacturer, of 407 East 91st Street, New York, started Sunday for a week's tour of New England cities.

—

Advices from the Philippines indicate that considerable damage to tobacco in the Cagayam Valley, by a typhoon, on August 30.

—

A. Boll, representing S. Monday & Sons, of Brooklyn, is off to New England, to see that cigar dealers are provided with Monday products.

—

E. Springer, the representative of S. Monday & Sons, has started his fall campaign through Missouri, Kansas, Iowa and Nebraska.

—

Pat Cunningham, New York City, salesman for R. Gangemi & Co., reports that local dealers are buying quite liberally for present requirements.

—

W. Stodberbeck, has started out on a tour of the cigar trade on Long Island and in Southern New Jersey, in the interest of S. Monday & Sons.

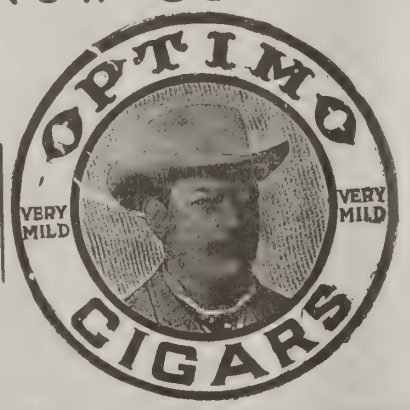
—

Harris & Son Cigar Co. announces the removal of its office and factory from 94 Greene street, New York, to 24-26 Prospect street, Newark, N. J.

—

S. Monday & Sons say that many of their former employees, who deserted a few years ago to enter other employment, are now returning to them because of slackness in the other lines.

SALESBOARDS
IMMEDIATE DELIVERY—WAR TAX PAID
BEST PRICES—STANDARD BOARDS
Order Now and Get Quality and Service
ORO SALES COMPANY
376 E. 26th Street CHICAGO, ILLINOIS

New OPTIMO
BEST OF THE BEST


BEST OF THE BEST
MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Telephone Canal 5632-5633 Cable Address "Gloria," New York
GLORIFIER CIGAR CO., Inc.
MANUFACTURERS OF
LITTLE CIGARS
GLORIFIER LITTLE CIGARS EL GRADO LITTLE CIGARS
GLORIFIER PANETELAS LORD ROMEO PANETELAS
372-374 Broome Street, New York

PARK & TILFORD
are the
LARGEST IMPORTERS
of Cigars from the Independent Factories in Havana, and have the largest displays in their stores of these finest Cigars
Wholesale Price List will be sent to any dealer
Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

FINE SIZES

CHANCELLOR
CIGAR

HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

St. Earn is a new brand of cigars featured by the Stearn Co., of 35 Wall Street, New York. It is manufactured by Leopold Powell & Co., and already the St. Earn seems to have earned a good reputation.

—

Business failures in the United States during the week ended September 16, were more numerous than in the preceding week; but still much below a five year average.

—

J. W. Fuller, salesman for S. Monday & Sons, after the Summer lull, is again out on the job, looking after the cigar trade in his territory, which comprises Texas, Oklahoma, Arkansas and Louisiana.

—

The German government has reduced the tax on cigars by 75, on cigarettes for the five highest grades by 50 and on smoking tobacco by 20 per cent. The reduction will be in force for six months, to begin Oct. 1.

—

At Basel, Switzerland, the Tobacco Industry Stock Company was organized. It is doing a manufacturing as well as an exporting and importing business. The stock capital amounts to 500,000 francs.

—

Henry P. Greenwald, of Compton Road, Hartwell, O., cigar maker, has filed in United States District Court at Cincinnati a voluntary petition in Bankruptcy. He schedules liabilities at $5,097, and assets at $573.

—

Cablegram from Asuncion Friday gives news of the prevalence in Paraguay of a severe financial crisis, which has been met by an emergency issue by the government of 30,000,000 pesos of currency to be loaned to the banks.

—

In the arrest of Ernest Crump, a negro, 26 years old, the Louisville police believe they have solved the mystery surrounding the numerous thefts of tobacco from the plant of Campbell Bros., Eleventh and Liberty streets. Nearly $5,000 worth of tobacco has been stolen from the plant during the last year.

—

H. Erlich, representing Justin Leubert, Inc., says that it is more important to stay in New York and see to getting cigars shipped, than it is to go on the road and pile up more orders, with which to burden the factories.

—

Among the numerous articles of personal effects, which were found within the police lines after the Wall street explosion zone had been cleared of the excited throng, last Thursday, was a pipe, freshly filled with tobacco.

—

S. H. Furgatch & Co.'s erstwhile cigarmakers are "out" viewing the landscape around New York town and inspecting the park benches, while the Furgatch factory chairs in East 75th street are vacant—likewise the pay envelopes.

—

The United Cigar Store at the corner of Broadway and Wall street, two blocks away from the scene of last Thursday's demonic explosion, lost a lettered plate glass window, as a result of the concussion. But fortunately no one was injured by its fall.

—

The large display window of the Schulte cigar store, at 36 Wall street, New York, was completely wrecked and ruined by the bomb explosion a few feet away from it last Thursday. But fortunately no one in the store at the time was injured in any way.

—

Max Borkowitz, president of the Gensior Tobacco Company, Limited, of Montreal, has been in New York for the past few days, after an extensive trip through the eastern Provinces of the Dominion. He reports business there is very brisk at present and the outlook for fall trade most encouraging.

—

The China-American Tobacco and Trading Co., at Rocky Mount, N. C., will erect a brick warehouse 250 by 80 feet, one story high, at the southeast corner of Belleville and Henrico streets, to cost $40,000. The plans are by Marcellus E. Wright, and the contract has been awarded to the Wise Granite & Construction Co.

—

C. T. Cheek & Sons, numbered among the leading wholesale grocers of Nashville, Tenn., say they agree that private brands have been the greatest obstacle in the way of jobbers' progress, except possibly for the very largest city firms. They propose now to give private brands up in favor of nationally advertised brands.

—

According to information received from representatives of the American Red Cross, big stocks of tobacco and wheat have for months been cooped up in Theodosia, South Russia, waiting to be exported in exchange for the farming machinery and insecticide sprays sorely needed there for the huge grain crops of Crimea.

—

Germany's internal revenue on tobacco consumed was 582 million marks for the period from April 1, 1919, to January 31, 1920. For the current fiscal year the internal tobacco tax is estimated to yield 432 million marks. In addition there is the import duty on tobacco. It amounted to 652 million marks for the period mentioned.

—

The Louis Leidsdorf Tobacco Co., of Milwaukee has rented the Henrichs building on Gibson street, Eau Claire, Wis., and will open a wholesale tobacco store there next week. The interior of the building is now being extensively remodeled. This will be one of the several branch stores of the company throughout the northwest.

—

Grosvenor Nicholas & Co., at 60 Broad street, New York, report booking orders for considerably more than a quarter of a million cigars on Sept. 14, the day before the new price schedule on imported Havana cigars went into effect. This, they say, is by far the largest single day's business they ever did in all of their thirty odd years of experience.

—

George R. Hubbard, of Shepherdtown, West Virginia, representative of the Export Leaf Tobacco Co. of Richmond, Va., died suddenly at St. Andrews' S. C., Thursday a week ago. Mr. Hubbard was one of the largest and oldest tobacco buyers on the Andrews Market, and has a large circle of friends who will feel deeply his loss. Mr. Hubbard was well known throughout the tobacco sections of South Carolina, North Carolina, Virginia and Kentucky, and was one of the oldest buyers on all Southern tobacco markets.

—

Notable improvements are being made at the plant of the P. Lorillard Co., tobacco rehandlers, Thirty-first and Walnut streets, Louisville, with a view to installing a chewing tobacco manufacturing department. Several hundred workmen, in addition to the 1,300 now employed, will be given employment when the equipment has been installed and the plant has been made ready for operation, which will require at least two months.

—

Three hundred and thirty-seven thousand cigars were made every day in Key West during the month of August. Total number was 9,099,850. Of this number nearly 6,000,000 were of the grade that retails for fifteen cents and over 2,000,000 of the grade that retails for twenty cents. Sale of revenue stamps for cigars and miscellaneous use at Key West office during August totals $87,432.29. This is an unusually fine showing for this season of the year, with large increase over recent months, indicating the cigar industry here is in a flourishing condition.

—

Fred P. Austin, secretary-treasurer of the Austin Company at Greeneville, Tenn., says: "The farmers here are beginning to cut their tobacco but we have had so much rain that it is in very bad condition. Some of the leaves are so rotten that they are falling off the stalk. For the past two days we have had sunshine and if the weather continues as it has been in the past two days, we will have a great improvement in the quality of the tobacco of that which has not been cut. Taking the farmers as a whole, they are very, very much discouraged but if the sunshine continues, it will bring the tobacco out and give them more encouragement."

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

207 Pearl Street, New York

Warehouses: HAVANA. CUBA UTUADO, P. R.

EL DALLO

"Each Cigar In Its Own Humidor"

Made ONLY by

WERTHEIMER BROS. Baltimore, Md.

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

All Progressive Dealers Read TOBACCO

Good Steady Business Reported in San Francisco

Featuring Class C Manilas—Some Big Shipments Received from the Philippines—Gerdts Anticipates Higher Prices on Havana Tobacco—Ehrman Bros.-Horn & Co. Chain Extended—Preparing for a Spur Campaign.

San Francisco, Sept. 14.—After experiencing a phenomenal spurt in tobacco and retail cigar consumption, the local trade is settling down to a regular steady season of good business. Jobbers and importers are not making such heavy sales as they did during the early weeks of August, but what is thought to be a steady demand without fluctuation is creating normal business for all concerned.

Harry Green & Co. have received 850,000 cigars from Walter E. Olsen & Co., Manila, on the steamer *Venezuela* this week. Last week they received about 250,000 cigars on the *West Ira*. This is mostly class "C" goods, which is the only class of goods which is moving well now. Against the protests of a large number of dealers, they are forced to take a quota of class "A" stock, so that the importer will not be stuck with it. The lower priced goods have fallen off considerably in demand during the last few months throughout the Western States, due it is thought principally to the greater amount of money in circulation among all classes of people. More and more high grade goods are being imported by Green and other importers. The large concern will not receive any more consignments from the Philippines for 30 or 60 days, as all houses are becoming well stocked. Prices are steady and no advance is contemplated in these imported grades.

Retailers have done a very good business in the past week in box goods, owing to the Jewish holidays.

The United States Navy will hold a sale of condemned tobacco at the Mare Island Navy Yard, September 17. The tobacco to be sold consists of 19,790 packages of Omar cigarettes.

A large increase in sugar acreage, with consequent decrease in tobacco planting will soon precipitate a sensational raise in tobacco and cigar prices throughout the country, is the opinion of John Gerdts, of Frankel, Gerdts & Co., who recently returned from the Southern Island. Laborers and everyone in Cuba have too much money as a result of the high prices paid to labor during the sugar industry prosperity thinks Mr. Gerdts. The decline in sugar prices will be a good thing for the tobacco trade he says, and will have a tendency to restore the production of tobacco to its normal level again.

Ehrman Brothers-Horn Co. recently opened another chain store in Vallejo, Cal., under the managership of Ralph Bizante.

The John Bollman Co., branch of the Liggett & Myers Tobacco Co., is now offering for sale the Spur cigarette. The Spur is to be widely heralded in the daily newspapers throughout this section of California, by the manufacturers, according to information which became known today. The newspaper advertising is to cost many thousands of dollars, and is to be followed up with intensive work among dealers, it is intimated. The campaign is scheduled to take place during the next two months. The crimped feature of Spurs is to be especially featured.

George R. Webb is on a business trip in Sacramento. He reports a good month's business for the month of August, particularly on his Webb's smokers, three in foil for 20 cents. Mr. Webb is contemplating manufacturing a high grade Havana cigar in his local factory, but has not yet decided whether to use machinery or to make his new brand by hand.

The I. Lewis Cigar Manufacturing Co. brands, John Ruskin and Melba, are reported to be doing especially well by the local jobbers for these brands, the Testa Cigar Co. The latter concern also reports the usual good demand for Palencias and Virginia Lees.

Morton Macks of the General Cigar Co., wholesale sales department, is spending his vacation visiting in Pixley, California. Lee Donahoe is taking care of the department in his absence.

John W. Glenn, the El Roi Tan representative, has been spending a week with the San Jose Tobacco salesmen.

MANILA CIGARS ARRIVED AT SAN FRANCISCO

Per S. S. Venezuela, Sept. 10.

	Cases
Harry Green & Co., San Francisco	89
H. L. Judell & Co.	17
Wm. Cluff & Co.	6
In bond for transit to New York.	105
In bond for Los Angeles and Eastern points	149
Glaser Bros., San Francisco	15
S. Bachman Cigar Co., San Francisco	10
S. Bercovich Cigar Co., San Francisco	5
W. J. Byrnes & Co. (in transit for New York)	31
L. Willard, San Francisco	4
C. Solomon, Jr., San Francisco	7
United Cigar Stores Co., San Francisco	28
Marx Bros., San Francisco	25
Ehrmann Bros., San Francisco	55
Horace R. Kelly, New York	15
United Cigar Stores Co., Brooklyn, N. Y.	75
United Cigar Stores Co., Chicago.	63
J. & B. Moos, Chicago	32
Cohen Bros.' Cigar Co., Chicago.	13
S. Frieder & Sons, Cincinnati	15
J. Stacey Hill & Co., Cincinnati	7
Central Cigar Co., Detroit.	1
Max Jacobson, Denver	1
House of Crane, Indianapolis	20
Kohlberg Bros., El Paso, Texas.	14
Niles & Moser, Kansas City	10
Crocker Cutting Co., Los Angeles.	5
Klauber-Wangenheim Co., Los Angeles	8
Klingenstein Co., Los Angeles	6
Haas, Baruch & Co., Los Angeles.	2
H. Jevne & Co., Los Angeles	50
Charles Schavarein, New York	13
Nathan Garten, New York.	32
Metropolitan Tobacco Co., New York	60
Applebee & Newman, New York.	12
Klauber-Wangenheim Co., San Diego	1
Oppenheimer Cigar Co., San Antonio	20
Niese Grocery Co., St. Louis	3
Peter Hauptman Tobacco Co., St. Louis	6
Parker Gordon Cigar Co., St. Louis	32
Sam Freud & Co., Waco, Texas	2

TOBACCO FROM MANILA ARRIVED AT SAN FRANCICO

Per S. S. Venezuela, Sept. 10

	Bales
Hera Bros., San Francisco	30

TOBACCO FROM CHINA ARRIVED AT SAN FRANCISCO

Per S. S. Venezuela, Sept. 10

	Cases
Tsui Chong Wing Lung Lee	5

Candid Advice to Retailers

In view of the anti-tobacco agitation that is going on all over the country, it would be as well if dealers in tobacco products took stock of themselves and set about cleaning house before it is too late. It can scarcely be denied that there are some objectionable features about the manner in which some tobacco stores are conducted. It is not necessary to mention what these are, they are obvious to anyone who has given any attention to the matter, and they will be seized upon by the anti-tobacconists to further their campaign. Tobacco dealers should take heed of what happened to the saloon men. A little cleaning up now will save a whole lot of trouble later.—*Smoke.*

"Whether or No" Farmers Say, "Depends on Weather"

"Will the 1920 Pennsylvania Tobacco Crop Be the Best Ever?" —It Looks That Way if Days and Nights Are of a Nature That Assists the Tobacco to Cure Properly—Progress of the Harvest at Lancaster—Growers Have Reason to Be Hopeful.

LANCASTER, Pa., Sept. 17.—Of the 52 tobacco fields bordering on the turnpike from Blue Ball to Lancaster, 25 were entirely harvested at the beginning of the week. In nine, no cutting had been done, but in the rest more than half of the crop had been cut and put in the curing sheds. Only three fields of considerable size showed that the tobacco needed about 10 days of growing weather yet to mature.

A few fields profitably might have been topped a little lower, making less leaves for the farmer to handle, and incidentally increasing the growth and weight of the remaining leaves.

Tobacco to be properly cured must be left to ripen fully before being harvested. If cut green, there will be a decided loss in weight and quality.

It is far better to have a few rust spots than to jeopardize the reputation of Lancaster county seed leaf by cutting tobacco when it is green. When harvested, the leaves contain from 70 to 80 per cent of water, of which the greater portion evaporates in the curing.

Curing is not merely drying the leaf. It involves other processes.

Tobacco can be cured, after a fashion, in a few minutes by applying heat, but such tobacco does not nor never can show the quality of properly cured leaf.

Necessary conditions for good curing require that the tobacco be hung in the sheds in sound condition. The temperature should be kept sufficiently high to allow the curing changes to proceed normally. The process of curing must be controlled by regulating the humidity; it is essential to prevent too rapid or too slow drying.

The shed should be constructed so as to assure thorough ventilation. The ventilators should fit snugly, so that during wet weather the shed can be made airtight.

During wet or prolonged foggy weather ventilation is not beneficial. In fact it is rather harmful.

There have been comparatively few crops sold so far this year, as conservative merchants want to see how this tobacco cures in the sheds. It cannot be denied that the 1920 is a "wet-weather" crop, very large, of quick growth and "sappy." It depends entirely on the weather during the curing season whether the tobacco will damage or not on the poles. It is by far the leafiest crop Pennsylvania has raised in years and with proper curing weather will have some very fancy binders and "tops." However, if the curing has to proceed under adverse weather conditions, then we will have a lot of "poleburn" and tobacco too big for "B's" and too heavy for "tops."

The crop is so heavy that in several instances rafters in tobacco sheds have given way under the heavy strain.

With favorable weather, Lancaster county will have the best tobacco it has produced for a long time, likewise the leafiest. There have been buyers here from different sections of the country looking over the crops. They all are of the opinion that with good curing weather this crop will be the "best ever."

Froelich & Sons of Milwaukee, Wis., were here recently; they bought 1919 B's.

Artie McGuigan, Harry McGuigan and Wm. Toomey, all of Red Lion, Pa., were here this week transacting business.

J. Kauffman, of Harovits Tobacco Co., 136 Water St., New York, is here selling Connecticut shade-grown tobacco to the trade.

Charlie Willis, who has charge of R. A. Heiland & Co's. warehouse in York, Pa., is at the Lancaster office attending to shipments of tobacco to York county points.

— ❖ —

TOBACCO FROM HOLLAND

Per S. S. Ryndam. Arrived Sept. 15.
Consignees:

New York—	Bales
H. Duys & Co.	421
Irving National Bank	11
	Barrels
J. H. Goetze & Co.	118

Per S. S. Ryndam. Arrived Sept. 15.
Consignees:

New York—	Barrels
Irving National Bank	11
	Packs
Robt. Schubert & Co., Inc. (in cases)	8

Per S. S. Ryndam. Arrived Sept. 15.
Consignees:

New York—	Cases
General Cigar Co., Inc.	221
Schmid & Co.	503

Per S. S. Ryndam. Arrived Sept. 15.
Consignees:

New York—	Bales
Cullman Bros. (in cases)	186

Per S. S. Ryndam. Arrived Sept. 15.
Consignees:

New York—	Bales
S. Rossin & Sons	50
W. V. Doorn & Co.	5

— ❖ —

SEED LEAF TOBACCO FROM ROTTERDAM, HOLLAND

Per S. S. Ryndam. Arrived Sept. 15.
Consignees:

New York—	Cases
E. Rosenwald & Bro.	200

— ❖ —

TOBACCO FROM SANTO DOMINGO

Per S. S. Algonquin. Arr. Sept. 14.
Consignees:

New York—	Bales
Selgas & Co. (No. 1)	33
Selgas & Co. (No. 2)	10

— ❖ —

TOBACCO FROM HAMBURG

Per S. S. Kerlew. Arr. Sept. 8.
Consignees:
New York—

	Barrels
Tropical Tobacco Co.	36

— ❖ —

TOBACCO FROM MAYAGUEZ, P. R.

Per S. S. Porto Rico. Arr. Sept. 17.

	Barrels
L. M. Freiras	88

— ❖ —

TOBACCO FROM NORWAY.

Per S. S. Stavangerfjord. Arr. Sept. 7.
Consignees:

New York—	Cases
Universal Leaf Tobacco Co.	1

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.
Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Our packing eight thousand cases selected "1918" Lancaster County Tobacco was all packed during the regular packing season and will be ready for the trade in due time.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

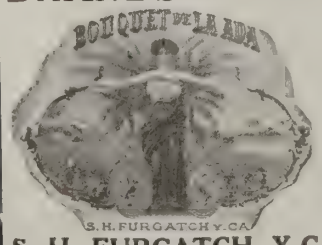
Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

BENSON GORE CO., Inc.
Cigar Importers and Jobbers
366 Fifth Avenue, New York
IMPORTED BRANDS
Bock—Carolina—Corona—Hoyo de Monterey, Larranaga—Partagas—Romeo & Juliet
CLEAR HAVANA
Lucius—Old King Cole—R & T
MILD HAVANA
Admiration—Emilia Garcia—La Aneta—Like America—Natural Bloom—Nordac—Puncher—Rancho—R-U-On

F. LOZANO, SON & CO
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

BRANDS THAT BUILD UP BUSINESS


VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

Cigar Price Increases Expected in Chicago

Dealers All Do Not Entertain the Same Opinion on the Sales Question—Bargains Offered by Department Stores—Burglars Get Away with 20,000 Cigars—A. Rios Again Becomes a Cigar Manufacturer—Shots and Jots—Following the Trade All Over Town.

CHICAGO, Sept. 17.—Relative to such Tampa made cigars as may come on the market here, the big question is:

"Will the consumer stand for another increase and will he take smaller sizes?" Several dealers are of the opinion that many smokers will not stand for a raise. But others state that 20 cents straight may be a staple seller. Above that price, however, the sale will be limited. One large loop dealer says the factories that still will make 10, 2 for 25, and 15 cent sizes will get all the business they can handle. Here and there one finds a storekeeper who states that the sale of 20 and 25 cent sizes shows some increase, but only on well known brands.

El Producto is having its inning. It is here to stay. El Producto is one of the livest brands that the jobbing house of Clarence Hirschhorn & Co. ever tried.

Fred Oakes now is "Chicago's classiest cigar salesmen." Fred calls on the trade in his big brown touring car with his "Maduro" colored driver. It's the best ad the E. H. Gato Cigar Co. ever had in Chicago and Oakes is the talk of the town.

"Well, it's out at last." Tom Moore cigars have advanced in price. Invincible and panatela sizes are now 15 cents straight. They are listed at $115. The former 15 cent foil size is now in Class D and will retail at 20 cents, 3 for 50. It will cost the dealer $130 per M.

New arrivals this week were the new packings in tins of 50 of Chesterfield Piedmonts and Spur cigarettes that will retail for 50 cents and Fatimas in 50s to retail at 65 cents. They are very handsome packings and are bound to make a hit.

The Fair offered at bargain prices 25,000 Virginia Lee 2 for 25 cent size 50 for $4.75, 50 Deities at 95 cents, 200 Camel, Chesterfield or Lucky Strikes at $1.65 and 50 Mogul or Murads for 69 cents. Rothschild's offered Lozano 2 for 25 cent size at 10 cents, 50 for $4.95; El Roi Tan long fellows at 11 cents, 50 for $5.45; 17 cent Tuxedo, 8 tins for 99 cents; 17 cent Prince Albert, 10 tins for $1.15 and 10 cent La Azora or Dutch Master, 50 for $4.39. W. A. Wieboldt & Co. offered 50 John Ruskin at $2.90; 200 Camels, Lucky Strike or Chesterfield at $1.59; 1 lb. Prince Albert cans that retail at $1.60 for $1.25.

The San Alto Cigar Co. of Lima, Ohio, is conducting a big advertising campaign here in behalf of San Alto mild Havana cigars.

El Verso brand is in much demand locally. San Felice is short still and the dealers are on an allotment basis.

Herbert Mesich is again booking orders for Tampa made Cuesta Rey cigars and from what he says Cuesta Rey & Cia expect to very shortly again be able to fill orders for this fine clear Havana brand.

Charlie Rubey, head of the well known jobbing house of P. J. Rubey Co., has returned from an Eastern business trip.

Harry Friedlander, the Havana Production Company's Chicago representative, is back again. He motored all the way from "dear old" New York. He states that their new shadegrown wrapped cigar, "El Gallo," which will be distributed by Ruhstrat Cowley & Co., will soon arrive and he will start a selling campaign on El Gallo that will take in the entire city and nearby towns.

Joseph Langendorth, manager of Rudolph Seifert's cigar store at 80 West Washington St., is at present spending his vacation in Denver, Col.

Walter Fleckels, of Deisel, Wemmer Company, Lima, Ohio, has left for St. Paul and Minneapolis. He canvassed the state of Wisconsin this month and reports a record-breaking business on El Verso, Artuso and San Felice.

Walter Rosobro, better known as "Doc.," has returned to his Chicago headquarters after covering the southern states. "Doc." is a broker and specializes on the Epoca, made by Schwab Bros. & Baer and the Madame Butterfly brand.

Franklin MacVeagh & Co. have received their opening shipment of the Elm 8 cent cigar made by the Central Cigar Mfg. Co. of New York. They have already placed same in many stores.

Flor de Garcia & Vega in the St. Charles can packing to sell at 15 cents straight, has just reached some of the dealers. They are made in the New York factory of Garcia & Vega.

Clarence Hirschhorn, head of Clarence Hirschhorn & Co., the well known jobbers, has returned from New York and Philadelphia where he visited various factories.

Robert "Serene" Brunton has returned to his Chicago office and as usual is making a lot of noise about Herbert Tareyton.

Lilienfield Bros. & Co., who distribute Corina and Prodigo clear Havana cigars, surprised the trade with a new advance in prices of all sizes above the 10 cent sellers. Corina, directors Alhambra, Bankers, Queen Royals and Manhattans have gone from 3 for 50 cents to 20 cents straight. Perfectos, Alvas and Ideals to 25 cents, Apollo, Bon Ton and Astors to 15 cents. Aristocrats and Sublimes remain at 10 cents. These two sizes are made in their New Orleans factory.

"Under the prohibition law much of the liquor is so bad that many have determined to quit drinking," says E. P. "Gato" Oakes.

Wm. J. Seidenberg Co. have started an extensive advertising campaign on their Virginia Lee brand. Window displays are seen all over the city.

Albert Breitung has returned from his "outing" trip which he spent at Colorado Springs, Colo.

Henry Ackerburg, 187 West Madison St., has a clever Virginia Lee window display.

Jacob M. Rosenberg has returned from his business trip to Kansas City. Jack has some news to spring that will startle the trade and says he will give it out in time for the next issue of TOBACCO.

Robert J. Lytle, "King of the Brokers," is busy booking orders from the loop trade.

E. A. Kline, of E. A. Kline & Co., New York, was here selling his Medalist line of high grade cigars.

Jack Planco, dropped off on his way from Minneapolis to see Thomas Harbick, his Chicago representative.

Lucky Strike cigarettes packed in decorated round tin boxes of 100 have been distributed to the dealers. This is a brand new packing of Lucky Strikes, and they retail for $1.00 a tin.

E. P. Oakes left Sunday night for a hurry up trip to the St. Paul and Minneapolis trade to book his holiday orders on Gato, American Maid and Cressida brands.

The Schulte Chicago stores offered as a special sale Virginia Lee cigars made by Wm. J. Seidenberg Company in the 10 cent straight size at 2 for 15 cents and the 2 for 25 cent size at 10 cents.

L. & I. Rubovits in the Postal Telegraph Building have a large window display of Double-Header, an 8 cent cigar.

E. P. Oakes, the Ashland Block cigarist, has just placed an order for the Medalist brand with E. A. Kline.

Albrituna in the triangular shape at 15 cents is a new offering in the 12 stores of Albert Breitung. This shape is made in Chicago by the Fromherz Cigar Company.

David Lynch is the boy who has put

THE STANDARD CIGAR MOLD CO.

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
20 " 2.50
} F. O. B. New York

5% Discount allowed on all orders accompanied with remittance

over El Contesto clear Havana cigar in such grand style. Dave is a seasoned cigar man, having for years represented the Havana-American Company in Ohio. He now represents Benits, Martinez & Co., of Chicago.

Wm. J. Seidenberg, of the Wm. J. Seidenberg Company, Tampa and New York, arrived here to visit the Chicago jobbing branch of the Wm. J. Seidenberg Company.

Kelly Bouquet is out in two new 12 cent sizes, Kelly Mates 2 in for retailing at 30 cents and Club Specials in tins. Both sizes are listed at $110.00. J. & B. Moos have already placed the new sizes with the trade here.

Virginia Lee fads, a short smoke packed in tin boxes of 10 to retail at 40 cents the box are going to be introduced shortly by the Wm. J. Seidenberg Company. Virginia Lee in the cafe size at 8 cents are once again being delivered to the dealers. They are now packed in tins of 50 and are listed at $60.

Alphonso Rios, who was until two years ago a well known Chicago cigar manufacturer and who sold his business to Zimmerman & Weis, has decided to again enter the cigar manufacturing field. Mr. Rios has rented factory space in a building at South Water street and Wells, and will in the very near future start putting out his brands.

Burglars forced an entrance into a cigar factory at 1218 South Racine avenue a few nights ago and carried away 20,000 cigars.

Frank C. Niles, president of the Niles & Moser Cigar Company of Kansas City, has been appointed receiver for the Kansas City Railways Company.

"Those extremely short skirts are partially justified by extremely dirty streets."

Sam Cohn, who retired from the retail business on account of sickness, has recovered and is looking for a location to open up a store.

Al Spellman, of "Pastoria" fame, has returned from a vacation spent at Mt. Clemens, Mich. "Dropped in unexpected."

Leo Michaels, president of Schinasi Bros. and vice-president of the Tobacco Products Company, was a trade visitor.

F. W. Moss is here representing the Pinkerton Tobacco Company of Toledo, introducing their very latest cigarette, "Sunshine," which retails 20 for 15 cents. They are listed at $6.00. Sunshine is a classy oval package and is made of a blend of the best American grown tobaccos.

H. L. H.

Directory of TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
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George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

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H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

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G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

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J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Windsor Tobacco Growers Association (Windsor, Conn.)

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William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

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Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

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F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

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Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

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J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

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A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

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William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

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W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

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Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

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Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

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A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

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Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

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P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

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A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

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F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

The Wholesale Tobacco & Cigar Dealers Association
Philadelphia, Pa. & Camden, N. J.

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby

THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH — Evansville, Ind.

Makers of Good Cigars for Over 67 Years

TOBACCO FROM BREMERHAVEN

Per S. S. Susquehanna. Arr. Sept. 20.

	Bales
Cullman Bros.	24

TOBACCO FROM CHINA

Per S. S. Amazon Maru. Arr. Sept. 19.

	Bales
To order	10

TOBACCO FROM LONDON

Per S. S. Mesaba. Arr. Sept. 21.

	Bales
To order	264

TOBACCO FROM HAMBURG

Per S. S. Mette Jensen. Arr. Sept. 21.

	Barrels
Tropical Tobacco Co.	25

TOBACCO FROM ENGLAND

Per S. S. Kaiserin Augusta Victoria. Arrived Sept. 10.

Consignees:

New York—	Cases
C. B. Anderson	1

TOBACCO FROM GREECE

Per S. S. Patris. Arrived Sept. 9.

Consignees:

New York—	Packs
Order	93

TOBACCO FROM SANSOUM

Per S. S. Polar Bear. Arr. Sept. 21.

	Bales
Liggett & Myers	1,944
American Tobacco Co.	173
P. Lorillard Co.	1,110
Export Leaf Tobacco Co.	766

TOBACCO FROM BOURGAS

Per S. S. Polar Bear. Arr. Sept. 21.

M. Mayer	2,724

TOBACCO FROM VARNA

Per S. S. Polar Bear. Arr. Sept. 21.

A. Angelinoff & Co.	158

STRIPPED TOBACCO FROM THE PHILIPPINES

Per S. S. Wytheville. Arrived ept. 11.

Consignees:

New York—	Bales
Bowering & Co.	45
S. Lowenthall & Sons	30

SCRAP TOBACCO FROM THE PHILIPPINES

Per S. S. Wytheville. Arrived Sept. 11

Consignees:

New York:	Bales
Bowering & Co.	29

TOBACCO FROM SCOTLAND.

Per S. S. Columbia. Arrived Sept. 7.

Consignees:

New York—	Cases
Grosvenor Nicholas & Co.	5
J. Cotton, Ltd.	2

TOBACCO FROM ENGLAND

Per S. S. Rimouski. Arrived Sept. 17.

Consignees:

New York—	Cases
Anchor Trading Co.	9

CIGARETTE PAPER FROM FRANCE

Per S. S. Manhattan. Arr. Sept. 15.

	Cases
Hills Bros. & Co.	25

Per S. S. Rochambeau. Arr. Sept. 19.

W. Duke Sons & Co.	30
The Surbrug Co.	9
American Tobacco Co.	217
Wilkinson Bros.	15
C. Drucklieb	5

Per S. S. Messionier. Arr. Sept. 20.

P. Lorillard Co.	25

Per S. S. Niagara. Arr. Sept. 21.

	Cases
P. J. Schweitzer	247

CIGARETTES FROM LONDON

Per S. S. Welshman. Arr. Sept. 19.

	Cases
Rubinet Co., Inc.	1
Park & Tilford	2

CIGARS FROM MANILA

Per S. S. Amazon Maru. Arr. Sept. 19.

	Cases
H. W. Peabody & Co.	4

CIGARS FROM KINGSTON

Per S. S. Santa Marta. Arr. Sept. 17.

	Cases
British-American Tob. Co.	5

Per S. S. Lake Fackler. Arr. Sept. 19.

	Cases
British-American Tob. Co.	7
M. & M. Importing Co.	1

CIGARS FROM ENGLAND

Per S. S. Rimouski. Arrived Sept. 17.

Consignees:

New York—	Cases
Brit. Amer. Tob. Co.	1

PIPES FROM HAMBURG

Per S. S. Mette Jensen. Arr. Sept. 21.

	Cases
Atlantic & Pacific Forwarding Co.	7

Per S. S. Lafayette. Arr. Sept. 21.

	Case
A. Frankau & Co.	1

Per S. S. Mesaba from London. Arr. Sept. 21.

	Case
Tobias & Co.	1

CIGARETTE HOLDERS FROM CHINA

Per S. S. Amazon Maru. Arr. Sept. 19.

	Cases
To order	1

CIGARETTE CASES.

Per S. S. Kerlew from Hamburg. Arr. Sept. 8.

Consignees:

New York—	Case
Yokohama Specie Bank, Ltd.	1

CIGARETTE PACKING MACHINERY

Per S. S. Rimouskin. Arr. Sept. 17.

	Cases
British-American Tob. Co.	1

CIGARETTES FROM ENGLAND

Per S. S. Irishman. Arrived Sept. 14.

Consignees:

New York—	Cases
Park & Tilford	8

Per S. S. Rimouski. Arrived Sept. 17.

Consignees:

New York—	Cases
N. Y. & Cuba Mail S. S. Co.	6

CIGARETTES FROM ENGLAND

Per S. S. Mesaba. Arr. Sept. 21.

	Case
Tobias & Co.	1

Per S. S. Kaiserin Augusta Victoria. Arrived Sept. 10.

Consignees:

New York—	Cases
C. B. Anderson	4
Brit. Amer. Tob. Co.	1

Classified Advertisements

FOR SALE—55 cases French cigarette paper. $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED
DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
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FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

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SIMON BATT CO., Prop.
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BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND
Descriptive Booklet and Samples Sent Upon Application
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CIGAR LABELS BANDS
American Box Supply Co.
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Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

TOBACCO

ESTABLISHED 1886

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Ascendant Prices at Sumatra Tobacco Inscriptions at Amsterdam

(Special Cable to Tobacco)

AMSTERDAM, Holland, Sept. 24.—At the Sumatra tobacco inscription here yesterday, offerings included about 3,500 bales suitable for the American market and all were taken eagerly. Prices paid were very high—higher in fact than they were at the preceding sale. As no more tobacco, of the types desired by American cigar manufacturers, can be expected immediately, all prices, high as they are, have a tendency to become firmer.

At the inscription, American purchasers were:

Cullman Bros.	1,154 bales	Deli My/L.M. Senembah My/K. Amst Deli Cie/J.H. Amst Deli Cie/S. B.
H. Duys & Co., Inc.	623 bales	Deli My/A. A.S.T./T.O. Senembah My/—/ Senembah My/K.F.H.
L. Schmid & Co.	559 bales	Medan Tab, My/S./Lankat Senambah My/P.M. S. & R./Deli/—
American Cigar Co.	512 bales	Senembah My/S. Senembah My/S.B.
E. Rosewald & Bro.	254 bales	Deli My/P.B. S. & R./Deli
General Cigar Co.	188 bales	Deli My/Q.B.
Other buyers	206 bales—various marks.	

The Retort Teutonic

BERLIN, Sept. 17.—The German government is going to parcel out cigar stands as pensions to war cripples. Cigar stands at railroad stations, street corners and in public buildings are to be turned over to the men who lost an arm or a leg in the war. The cigar dealers protested against this "unfair competition." The government answered it was necessary to assign the cripples to some employment which would not require any previous study or training. This slur was resented by the dealers. The executive secretary of the Tobacco Merchants' Association wrote to the minister: "If it is merely a question of giving the war cripples employment where they do not require any previous study and training, why not give them places in your ministry? None of your men shows that he ever learned anything sensible. In your ministry, therefore, not even the most ignorant war cripple could do any damage."

Big Fight Probable in Belgian Tobacco Trade

Demand Made That Manufacturers Sign a Contract to Sell to Dealers Only—Much Opposition to Smokers Co-operative Purchasing Associations—Cigar Stores "Threatened with Elimination."

BRUSSELS, Sept. 12.—Belgian cigar dealers are organizing to fight what they call the evil of co-operative buying. They want to put a stop to prevailing methods employed by a number of manufacturers who are selling their goods at wholesale prices to associations of consumers engaged in co-operative buying. Many of those co-operative societies have been formed all over Europe. Belgium has more of them than any other country. The workmen, the teachers, the letter carriers, the policemen and the non-commissioned officers of the army, all these and many more have their collective purchasing societies .The government has been encouraging this sort of economy, on the theory that cutting out the middlemen will reduce prices to the ultimate consumer.

The cigar store owners do not care to be eliminated by the co-operatives. They are going to fight against extinction. They will, as soon as they are fully organized, deliver the following ultimatum to the manufacturers: "You will have to choose between us and the co-operatives. If you want us to sell your products you must sign a contract binding you to sell to no one but members of our organizations. If you are unwilling to sign such a contract, none of our members will handle your wares and you may sell your whole output to the saving societies."

If an organization of tobacconists would stick together in case the manufacturers should pick up the gauntlet thrown at their feet, it is still a question whether it would not be more profitable for the factory owners to stick to the co-operatives. For the latter, in many cases, are buying the larger percentage of the factory's output.

In the meantime, while waiting for the ultimatum, the manufacturers, "in satanic humility," have put the following question to the "angry retailers": "If the collective purchasing societies are so bad that they should be shunned by every self-respecting manufacturer, why is it that the cigar dealers themselves have formed the very same sort of a collective purchasing society, which is trying to drive the hardest kind of a bargain with us?"

It has been pointed out that organizations of cigar dealers are buying their breakfast rolls, their butter, their newspapers, their hair oil, their shoes and their nightgowns by collective bargaining, not to mention cigars. This system of collectivism is not limited to Belgium. It is epidemic all over the Continent.

View of tobacco field and curing house on the East Coast of Sumatra

Preparatory to building a tobacco house in the Dutch East Indies

Key West Cigar Box Factory Destroyed by Fire

Building and Contents Valued at $150,000—Insurance About 25 Per Cent of That Amount—Much Sympathy for Norberg Thompson—Plans to Rebuild as Soon as Possible—Backed by the Public.

KEY WEST, September 24.—The Key West box factory, with its entire contents and complete equipment, was destroyed by fire that started just before 3 o'clock this morning. Yesterday one of Key West's most important industries was throbbing with the whir of machinery and alive with human activity, today only four black, smoking walls mark the place where the factory stood.

The plant was the property of the Key West Box Co., principally owned and operated exclusively by Norberg Thompson. The loss is estimated by Mr. Thompson at $150,000. On account of the extremely inflammable nature of the material used in making cigar boxes only a small amount of insurance can be obtained upon plants of this kind. The insurance carried amounts to about 20 per cent of the estimated loss, it is understood.

The origin of the fire is a mystery. The fire was discovered by a Cuban passing along the street. He thought the incipient blaze was a lamp carried by a night watchman; but upon closer investigation he saw material burning. He rushed to the nearest box and turned in the alarm. When he got back the factory was in flames from one end to the other.

When the firemen arrived on the scene it was evident that the plant was doomed. Forked flames were shooting through the roof and leaping high; lurid blazes burst from every window. Every portion of the plant was being rapidly consumed by the conflagration. The heat was so intense that the firemen could not approach nearer than across the street from the building until a stream of water was thrown in front of them for their protection. Even the heavy iron and steel parts of the machinery were melted or burned away.

The Key West box factory, under the able and progressive management of Norberg Thompson, had been in highly successful operation about eight years. About 150 people were employed in the plant and the weekly payroll averaged more than $3,000.

A large number of employees will be thrown out of employment for an indefinite period.

From a commercial standpoint no greater calamity could have befallen the city than the destruction of the Key West factory. It will for a time seriously affect every line of business in the entire city. The cigar factories cannot operate without boxes in which to pack their goods. It will be difficult to secure boxes elsewhere, and even where this is possible, the loss of time, slow transportation and excessive freight rates will prove a tremendous handicap. The cigar industry being Key West's greatest asset, if handicapped in any way the result is felt throughout the city. Some of the factories will also have to have more dies made for their labels, as a number of very expensive ones were destroyed in the fire this morning. This will represent delay and additional expense.

However, Key West has never had a misfortune that she was not able to overcome, and it is confidently expected that from the plans that are being formulated today, the Key West box factory will be rebuilt and operating at full blast again by the time two months have passed away.

The meeting held at the Chamber of Commerce rooms at noon today, attended by about fifty of Key West's leading, most substantial and progressive citizens, showed beyond a doubt that the people are alive to seriousness of the situation occasioned by the burning of the Key West box factory, and that within a couple of days funds will be available in sufficient amount to rebuild, newly equip and have the plant in operation again in the shortest possible time.

Appreciative Visitors at Waitt & Bond Factories

Forty members of the sales force of Schwarz & Son, Newark jobbers, were the guests of Waitt & Bond, Inc., last Friday afternoon in an inspection of the Blackstone and Totem cigar factories in Newark. The group, led by Jacob L. Schwarz, president of Schwarz & Son, and Nathan Carris, manager of the cigar department of the same concern, met at Waitt & Bond factory No. 2. There guides took them in charge and escorted them through the big building. All the processes in handling the tobacco and manufacturing and packing the Blackstone and Totem cigars were explained fully and most of the party had their first view of the ingenious mechanical equipment now used throughout the Waitt & Bond factories.

The visitors were then shown through the instruction school, where the company's operatives are trained, after which they went to factory No. 1 to witness the making of the Blackstone Midget, Blackstone Junior and Bantam cigars.

A social session was then held in the offices of the company, where refreshments were served. The Schwarz salesmen repeatedly cheered the Blackstone outfit for the hospitality of the occasion and the various speakers predicted largely increased business for the Waitt & Bond cigars in the New Jersey territory. Acting as nosts for Waitt & Bond, Inc., were William E. Waterman, president; C. B. Waterman, vice-president; James M. Forter, vice-president and general manager; C. A. Sullivan, treasurer; C. Howard Knapp, auditor and secretary; P. M. Forristall, sales manager and Marcus Conlan, publicity manager.

Lively Times on Water Street

H. Duys & Co., Inc., E. Rosenwald & Bro., Wm. Quanjer, Inc., L. Schmid & Co., the Hugo Muller Co. and Joseph Holzman, all notably important leaf dealers in New York, are particularly busy this week, exhibiting Sumatra and Java samples, and receiving callers, including many men of note in the trade of the United States and Canada.

Among the visitors in New York, coming here especially to see the newly-arrived Java and Sumatra, were representatives of H. Simon & Son, Montreal, Can.; Harper, Presnail & Co., Hamilton, Ont.; Otto Brenner, of The General Cigar Co., Montreal, Can.; Kraus & Co., Baltimore; Michaelson Bros., Baltimore; H. Fendrich, Evansville; J. Berger & Son, Cincinnati; F. W. Miller, Cincinnati; A. Davis & Sons, Cincinnati; A. Teitig & Son, Cincinnati; E. Hecht & Co., Chicago; Newman & Gach, Chicago; Wick & Co., Milwaukee; Schuster Bros., Milwaukee; Hochstein Bros., Milwaukee; Mi Lola Cigar Co., Milwaukee; Sam Paley, of The Congress Cigar Co., Philadelphia, and others.

Some of the Gloom Is Dissipated

DANVILLE, Va., Sept. 27.—Much of the gloom apparent here early last week was dispelled today when the Danville tobacco market resumed after remaining closed for part of last week at the request of the farmers. Prices showed an upward tendency on every grade except perhaps the very common type and some wrappers brought as high as $65, which was cheering to the market observers. Fully 175,000 pounds were disposed of today and so far as could be learned no farmers took in their tobacco or turned their tags.

T. M. A. Membership Drive Very Successful

The T. M. A. is in the midst of what is undoubtedly the most intensive membership drive the tobacco industry has ever witnessed.

Following its recent convention the organization began making plans for a nationwide campaign to extend into every branch of the trade.

With the passing of Labor Day work was started after the lapse of but three weeks, with returns still literally pouring in; 550 new members have been added to the roll, with many sections still to be heard from.

Secretary Dushkind is fairly overflowing with optimism concerning the final outcome.

What to him is the most pleasing feature is the enthusiasm shown by the T. M. A. members. Not only are they doing all they can to spread the message of the organization among their friends, but a large number of manufacturers and others are actually making use of their sales force to enlist the trade.

With such support it would not be the least bit surprising to see the present total of new members multiplied before the completion of the campaign. Certainly every indication points to the fact that the drive will be an overwhelming success.

A Smoker for 76 Years Strongly Advocates the Use of Tobacco

SEATTLE, Sept. 22.—"Twelve hours' sleep a day is more important than burglars to a man of 92," according to Goodman Alexander, who told the police here that he went back to sleep immediately after a prowler in his bedroom awakened him with a flashlight. "If I let burglars and such worry me I wouldn't be as old as I am today," he continued.

Alexander, who appears to be in excellent health, also said that "eggshells and hard bread preserved my teeth. I eat a soft-boiled egg and then the shell every morning for breakfast." He also suggested that boys start smoking early, because, he said, tobacco soothes the nerves. "I've smoked since I was 16 and I smoke today more than a pound of tobacco every month."

Alexander has lived in Seattle since 1906, at which time he left San Francisco. He was born in Poland and came to the United States when he was 18. He is certain he will live to be 100 years old, he says, "providing thieving burglars don't steal any more of my sleep."

Investigating the United States Tobacco Market

R. W. Kaak Is Paving the Way for Larger Sales of Java Wrappers

To study closely the requirements of the leaf market here, to ascertain particularly what American cigar manufacturers can utilize to best advantage, to investigate opportunities to develop greater trade between the United States and the Dutch East Indies, the better to plan and the safer to arrange for operations in future, R. W. Kaak came to New York.

Though a principal purpose of his visit is to promote larger sales of Java wrappers, he proposes to do so by supplying tobacco entirely adaptable and satisfactory. He is a cigar leaf tobacco expert. Since he terminated his connection with the British American Tobacco Co. in 1916, Mr. Kaak has been busy in Java. As the representative of the estate department of Sluyters & Co. of Batavia, he was instrumental in acquiring for the company an important tract of unusually good tobacco land in Java. To insure that the plantations would be equipped and managed in the most approved manner, much money was spent. A man of proven worth, a notably capable and successful tobacco grower was obtained for superintendent. And plenty of experienced help was employed. In Sumatra, the usual practice is to grow a crop of tobacco on a piece of land but once in seven years. In Java, however, a tobacco crop is produced on the land every other year. No commercial fertilizer is used. Well rotted, carefully selected stable manure is the only fertilizer utilized on the Sluyter tobacco plantations in Java.

By using chosen seed and special tilizer utilized on the Sluyters tobacco tobacco scientifically, from the seed-bed to the packing case, it has been possible to produce Java wrappers of the desired light colors, of beautiful silky texture, of excellent burn and delicate yet rich aroma; also the new type Java tobacco is notably thin, weighing from 25 to 50 per cent. less than the ordinary Java leaf.

Samples of Java tobacco that Mr. Kaak brought to New York offered indisputable evidence concerning the beauty, workability and economy of Java wrappers.

Sluyters & Co. are interested importantly in various products of Java, such as coffee, tea, sugar, pepper, spices, cocoanut oil, etc., but more particularly as a result of Mr. Kaak's visit to America, attention will be paid to the production of Java tobacco especially suited to the needs of American cigar manufacturers.

Not to make immediate sales so much as to make sure of the basis on which an enduring and steadily increasing business could be built up, not to secure a customer here and there but to prepare for the introduction of tobacco that will cause every American user of Java to be a potential customer—such was the idea Mr. Kaak had when he came here.

Having investigated the probabilities of the American market rather thoroughly, Mr. Kaak is convinced that there is ample opportunity here to promote sales of high grade Java wrappers. Concerning the situation, as he sees it, he says: in *Sluyter's Magazine*.

"Will America buy?"

This is the dominent note voiced in recent market reports on the tobacco trade by the anxious commercial communities in this colony and in the home country, Holland, where huge quantities of tobacco are fast accumulating. The unsettled state of affairs in Europe as a consequence of the war naturally impedes the rapid revival of trade connections and thus the former regular customers of the Dutch market are not able to come forward for the purchase of the large stocks of this commodity which they were expected to take up readily. It is therefore not surprising that the eyes and thoughts of the dealers who have invested considerable capital in this product should be directed to the United States of America. Our American friends are of course since years well acquainted with the produce of this

R. W. Kaak

uct which is second in importance in this colony.

As for the Java tobacco, by far the finest quality is raised in the centre of the island, namely in the principalities of Soerakarta and Djocjakarta, called the "Vorstenlanden." A very good quality is also produced in the district of Besoeki, situated in the eastern end of the island. The Vorstenlanden, however, claim our first attention; in this district the cultivation is carried on by a number of large estates under entirely European management. The whole process of sowing, planting, harvesting, curing, etc., receives so to say at every moment the most careful individual attention which is essential for producing the very best results. The annual operations for the crop begin with the opening up of the ground in the month of April, but not until August the actual activity of planting is started by sowing the tobacco in specially prepared seed-beds. From these the young plants are in due course transferred to the fields over the whole estate. As the young shoots of the plans in their first development are occasionally attacked by pests and vermin, a keen lookout has to be exercised for these enemies of the plantation.

When the plants reach the flowering stage and seedbuds are forming, the best specimens are selected and the flowertops are protected by gauze hoods supported

(*Continued on page* 47)

Tobacco barn of the type approved in the Dutch East Indies

Fermenting piles in a Java tobacco warehouse

colony and not the least with the superior qualities of Sumatra and Java tobacco. The former is known all the world over for its exquisit quality as a cigar wrapper, and of the Java species the "Vorstenlanden" variety has for years grown in favor with cigar manufacturers when aroma is looked for, besides the other qualities for a similar use. It was therefore not unexpected that during the war, when owing to the stagnation of shipping facilities these two kinds of tobacco were not obtainable on the world's markets, some enterprising firms came to this colony in search for the best lines of the well known brands, and there is every reason to assume that a direct business between the States and this colony may develop from these initial transactions, which so far were only confined to comparatively small lots. Once a regular direct business is established, it may soon also comprise all the other grades, which, although they may not be of so much interest for the home industry in the States, will certainly find a ready sale in various parts of the world through American channels. The farseeing American businessmen may seize a profitable chance of engaging their capital to a larger extent in a prod-

Awaiting pay for tobacco worms collected

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ESTABLISHED 1886

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NEW YORK, THURSDAY, SEPTEMBER 30, 1920

SERVICE AND PAYMENT

Suppose an employer should offer only mutilated coin in payment of wages. To the full amount of a week's pay, would each employe meekly accept plugged nickels, battered dimes and defaced quarters? Or, would there be protest and uproar?

In tendering the undesirable money, the embittered employer might say: "I'm giving you U. S. coin, exactly the amount I agreed to pay."

Speaking quickly, the peeved employe could answer: "No, sir! You can't make me take such stuff. It's objectionable, it's depreciated. I won't let you swindle me, that way. I want good money, coin or currency, acceptable at face value, anywhere."

"You insist on 100 per cent. money, you don't want to be the loser because of another's dishonesty, you clamor for your rights, you ask for a square deal," the employer argued, "now look at the other side of the question. Are you 100 per cent. efficient? Are your diligence and zeal even 95 per cent. pure. You work union hours, you get union wages; yes, and your pay per hour is more than twice what it was in 1916. But your output per hour is notably less. Your workmanship falls below the standard established in previous years. You show little pride in your work. If you loaf on the job at all, if you shirk a bit, if you kill any of the time you are paid for, isn't your employer receiving inferior service that corresponds to mutilated coin?"

AN OFFICIAL DENIAL

Secretary of the Treasury Houston on Tuesday made public his reply to James W. McCarter, former Assistant Register of the Treasury, who asserted that millions of United States bonds issued have been duplicated. Pointing out that if any irregularities exist such as McCarter suggested, they occurred during the time McCarter was in the office, Secretary Houston said in part:

"It is not true that millions of dollars worth of payable to bearer surrendered certificates of indebtedness, bonds and coupons, known as unused, intercharges, exchanges and replacements, uncancelled and with no mark of 'paid or surrendered' on same but in the original state of issue ready for circulation, have passed through the hands of numerous unbonded officials and clerks to final file. The Treasury department's standing instructions require that all paid or surrendered bearer certificates shall be canceled by the paying agency, e. g., the Federal Reserve bank, the Treasurer of the United States, or, in some cases, the Division of Loans and Currency, though it is unquestionably true that, during the war period and subsequently, owing to the enormous volume of retired securities handled, some retired securities have reached the Register's office uncanceled. It is the duty of the Register's office, however, pursuant to long-standing instructions from the Secretary of the Treasury, to make careful examination of all retired securities which it receives, and, among other things, to detect uncanceled securities and cancel them before filing."

A NEW PROBLEM IN MONOPOLIES

Exclusive contracts may come before the courts and have their validity tested under the Clayton Act. The case arises upon a decision of the Federal Trade Commission. The Clayton Act makes it unlawful to lease goods, machinery, supplies or other commodities with an agreement that the lessee is not to use or to deal with a competitor of the lessor; the law contains a proviso that the unlawfulness is to exist when the agreement tends substantially to lessen competition or to create a monopoly in any line of commerce. This provision of law the Interstate Commerce Commission is to enforce when it is applicable to common carriers and the trade commission when other business concerns, except banks, are involved.

The exclusive contract which is in question is between a company owning refrigerator cars with railroads in the southeastern part of the country. The car company contracts to supply all the refrigerator cars the roads need and the roads contract to use these refrigerator cars exclusively.

In May the trade commission held the contract was forbidden by the Clayton Act. In July the car company took an appeal to the courts. It is within the range of possibility that when the case is decided it will turn upon the question whether the trade commission or the Interstate Commerce Commission should deal with such questions, rather than upon interpretation of the Clayton Act.

FOREIGN TRADE ESSENTIAL

That a large and substantial foreign trade is necessary to the prosperity of the United States is apparent to any student familiar with our changing conditions. A few years ago our farms produced more than we could consume. It was a common saying at that time that the price of our wheat was fixed by the market of Liverpool. We sold our agricultural surplus abroad and the foreign market maintained prices at a level which permitted the farmers to live.

With the growth of our own population, our agricultural surplus is rapidly disappearing, but in place of it our factories are producing more than our own enormous domestic market requires. If these factories are to be kept going, furnishing a market for our raw materials and employment for millions of wage earners, foreign markets must be found for their product. The prosperity of our shipping is likewise dependent upon our success in finding and holding such markets.

THE BIGGEST SALES KILLER

"When a man comes into a cigar store he usually comes in with his mind made up to buy. Perhaps he does not know just what brand he wants, but the fact that he has entered the store presupposes an intention to buy something. So, according to all the rules of the game, a sale should be easy," says the *Manco Record*.

"But sometimes the man behind the counter takes too much for granted in this direction. The man has come into the store to buy, anyway. He probably knows about what he wants. And so the clerk does not exert himself, but makes the sale mechanically, says 'Thank you,'—just like a well-regulated talking doll,—and rings up the sale in an absent-minded way, and goes back to the sporting page."

This is not salesmanship. It is sheer inertia. And this very spirit of indifference is the biggest saleskiller in the retail business today. The reason why so many salesmen in retail stores never become anything else is because they display this very spirit of indifference. If a store salesman was as interested and sincere in specializing in the goods he sells as is the doctor or lawyer, such a salesman would not long remain behind the counter.

Granted that the man comes into your store intending to buy. If you can impress upon him a feeling that you understand his needs, and that for the moment your chief interest and concern are in filling those needs to his satisfaction, you have not only made one sale easy, but, by showing a real personal interest in meeting the needs of your customer, you have given him the feeling that you know your business, and he will be pretty sure to come again, even if he has to go out of his way to do it. Thus you have laid a foundation for future sales.

So, if you have been bitten by that little bug of inertia, snap out of it. Nine men out of ten who come into buy may know what they want, but the tenth man doesn't, perhaps. And if you can convince that tenth man that you know how to sell him just what he wants—which is only another way of making him want just what you sell him—that tenth man is good for at least five potential customers, because he will go away and tell five friends that your store is a live one, and that the clerks are real salesmen, who know their business.

FIFTEEN CENT SATISFACTION

"A nickel se-gar dese days is genally *wuth* a nickel—de trouble is a *nickel* jes' aint wuth much."—*Hambone.*

Prices may be soaring around in the seventh heaven, or the altitude thereof, and we may not like to pay present-day advances over what used to purchase the necessities of life; but the fact remains, with surprising fidelity, that the wise buyer usually gets his money's worth in any market at any time. A man may buy fifty or a hundred pounds of sugar at twenty-five cents in anticipation of higher prices this winter, when as an actual matter of fact this commodity is already beginning to come down—but he is not a "wise buyer." And the same man may buy a silk shirt for four dollars and ninety-eight cents, and think he is wise and is getting a great bargain. He will be coming nearer to getting his money's worth than he did with the sugar, but he shouldn't fool himself into believing he is getting a fifteen dollar shirt or one which will survive the first visit to the tub.

"To pay fifteen cents for a cigar that used to cost us ten is no great hardship when we consider what we pay for other things; in fact, I must confess that I really feel I am getting more out of my cigar when I am conscious of having been required to pay a worth-while price for it. I feel that I am going to derive fifteen or twenty-five cents' worth of contentment from it, that I am going to get more value for more money, asserts the Rambler in *The Manco Record*.

"There is something about a good cigar that makes a man feel he is somebody. The sentiment seems to tickle his vanity at the same time that the smoke fumes tickle his nose. And who among us does not know that 'million dollar feeling,' when, after a good dinner, he loosens his coat,—and, perhaps, too, his belt.—throws back his shoulders, and lights his favorite cigar? What means a paltry dime or quarter then? He would pay seventy-five cents—if he had to—and feel all the happier.

"Men do not begrudge their pennies in a case like this. There is such a thing as being proud to pay a decent price, and this is true with nothing else so much as with a good cigar."

Samples now ready for inspection

We are offering a large quantity of the

1919 Crop of Java

(Vorstenlanden tobacco)

finest selections of the following plantations:

KRIAN
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SUMATRA AND JAVA HEADQUARTERS

North Carolina Tobacco Growers' Organization

Formed as the Outcome of a Meeting of 600 Representative Farmers at Raleigh—Judge Stephen Bragaw Presided—Rev. T. B. Hill and A. B. Hill the Principal Speakers—The Granville Recommendations—Work to Be Done in Each County—Senators and Representatives Urged to Find Out "What Is Wrong with the Federal Reserve"—A Reduction of Acreage in 1921.

W. T. Bost, in the *Greensboro Daily News*

RALEIGH, N. C., Sept. 22.—North Carolina tobacco farmers determined to find out what ails tobacco and to cure both the ailment and the weed, organized for keeps today in an exclusive tobacco organization which has enough troubles of its own to keep reasonably busy.

The meeting that began in the hall of the House of Representatives was unable to accommodate half the visitors who adjourned to the auditorium and asked the whole State to come in. The presiding officer was Judge Stephen C. Bragaw, of Washington, who brought a great big delegation with him from Beaufort and Pitt counties.

The most rousing speeches of the day were made by two Hills, Rev. T. B. Hill, of Mount Sterling, Kentucky, Granville County man and Wake Forester in the early 90's, now a great big tobacco farmer who told how Old Kaintuck does it; and W. D. Hill, of South Boston, Va., who appears to be just as much of a scrapper, though he does not carry the scalps of so many trusts as his cousin does.

Preacher Hill whom one would pick out to whip Jack Dempsey, spoke first and chiefly in behalf of organization. He observed that money is organized, that the machinery of money "works so smoothly that you can't hear the eagles speaking as they go by." Organized labor had been able to impress its cause on the government's heart because it is organized. Kentucky farmers have organized and they are going to sell it without waiting on anybody else in the world. They will dispose of it directly and eliminate the army of parasites between production and distribution.

The Rev. Mr. Hill scouted foreign exchange, the cry of overproduction, the allegations of a big leftover crop. He quoted a letter from a Kentucky ambassador to Europe, bound there for the purpose of finding this vast surplus. When he got there he wrote a letter begging for a package of smoking tobacco, while in France "a man can buy two wives with a package of Virginia Brights."

The demand for tobacco has greatly increased, he declared, 35 per cent more for smoking and 25 per cent for other kinds of tobacco than existed last year. Production has not kept pace with the necessity for more weed and overproduction is a delusion and a snare. The thing before the people is organization in the hope of getting a price.

The Tar Heel Kentuckian says he has 1,000 acres in this State and 2,000 in Kentucky. He has been lecturing to the tobacco farmers of Kentucky, Virginia, and now North Carolina. This organization which the Kentuckians have created for their own salvation, is as gentle as Mary's little lamb, he declared. But it can deliver and has delivered in Kentucky. The farmers have all the money that they need and they are not going to part with their tobacco at starvation prices.

Following the address of Rev. T. B. Hill, W. D. Hill, of South Boston rose to disclaim that he was any such orator as the first Hill. Gray King, of Nash County, wanted to know something about the time merchant's prices and those of Kentucky, the effect on the farmers out there. The preacher Hill informed Mr. King that Kentucky was free from such oppression. The Virginia Hill did not find his people so well protected.

But notwithstanding the talks of the two Hills, and especially of the minister who has stumped Kentucky and made of the farmers an organization which meets trust tactics with organization, the Granville County growers who came down presented their plan of acreage reduction and protracted marketing.

These farmers appeared to be as numerous as any group in the house. They presented a composite statement showing an increase of 27,000 acres, an 86 per cent condition at harvest against 65 for last year and 78 for the preceding 10 years, an acreage yield of 705 pounds for 1920 as against 560 for last year and notwithstanding the depression for the first month of the 1920 season an average of $25.77 as against $23.89 last year. This would tend to create the suspicion of an unwieldy crop, a whale of an acreage and production. The statement shows the following:

Total acreage in tobacco this year, 581,700 acres; acreage 1920 compared 1919, 105 per cent; increased acreage over last year, 27,700 acres; condition at time of harvest, 86 per cent; 10-year average condition (1910-1920), 76 per cent; average yield per acre (forecasted from condition), 705 pounds; total production (forecasted from condition), 10,098,500 pounds; increase in production over 1919 crop, 86,727,258 pounds; 18 warehouses operating in State this year.

In the loose leaf markets in the South Carolina belt: Twenty-seven warehouses were operated on 11 markets in Bladen, Columbus, Robeson; sales reported to September 1, 19,543,413 pounds; average price, $25.77; total value of crop, $5,036,338; total firsthand sales on loose leaf markets 1919, 18,520,887 pounds; average price of sales in 1919, $23.89. Sales averaged $1.88 per hundred better than in 1919.

Nineteen hundred and nineteen tobacco crop: One hundred and ninety-one warehouses were operated on 65 markets in 37 counties; acreage 1919, 554,000 acres; condition at time of harvest, 65 per cent; 10-year average condition (1909-1919), 78 per cent; average yield per acre, 560 pounds; total production (producers' sales reported from warehouses), 323,371,242 pounds; average price as reported at which 1919 crop actually sold, $50.05; total value of 1919 crop at $50.05, $161,847,307; State's crop sold over border in excess of imports, 7,600,000 pounds; average price of sales on all markets (177) opening during September last year, $41.10.

The Granville County farmers made these recommendations to the convention:

"At a mass meeting of the tobacco farmers and associates of Granville County, the following plan is submitted to the State tobacco convention at Raleigh. A serious condition now confronts the tobacco trade of the Southern belt. Germany, Austria and other neighboring countries, on account of their depreciated exchange and currency, are virtually shut out as a factor in buying our tobacco, thereby assisting in causing a surplus of the common export grades of tobacco. To remedy this condition we hereby enter into solemn compact:

"Second, to sell not more than three-fourths of the crop, holding the one-fourth until March 1, 1921, when the organization will decide on the reduction of acreage and the disposal of the remaining one-fourth.

The result of the meeting of 600 farmers was the permanent organization in every county in which tobacco is raised for the purpose of securing and enforcing pledges from all growers to market their crop conservatively and slowly over a period of not less than eight months, selling, until prices increase, only such amounts as they are compelled to market to meet their obligations and to do justice to creditors and to secure pledges that next year's crop shall be reduced sufficient to bring down the production to the estimated needs, and that the result of this campaign be communicated to the State and federal departments of agriculture.

The second resolution favors a whole time and efficient organization for field work, preferably the county demonstrator, to perfect in every precinct of each tobacco growing county a local organization of tobacco growers to co-operate. A general director of this State Tobacco Growers' organization is to be chosen.

The bankers, merchants and fertilizer companies are urged to extend all consideration possible, aiding the planter in carrying his load until a more favorable market is afforded. The same agencies are asked to co-operate with tobacco growers in reducing the 1921 crop. The growers are urged to apply available proceeds from sales to the payment of indebtedness, thereby setting money in circulation.

The other resolves, one of them, a purpose to find out what is wrong with the federal reserve, are made and signed thus: "That we request the senators and representatives individually and collectively to urge the secretary of the treasury of the federal reserve banks that the war financial board find a way or make one to assist in financing the present tobacco crop or give a plain reason why. We feel it should be the duty of the government to help relieve the present disastrous financial crisis that faces the tobacco farmers. That as a permanent protection to the tobacco farmer in the future we urge the organization and building of prize houses and redrying plants for the storage of the farmers' tobacco. That meetings be called in every tobacco growing county Saturday, September 25, for the purpose of effecting permanent county organizations. The State committee is requested, if possible, to furnish to every meeting on that day percentage of reduction in acreage of tobacco for 1921 and the form of pledge to be signed by the tobacco growers." (Signed) J. Y. Joyner, Lenoir County; J. T. Hicks, Durham; J. Bryan Grimes, Pitt; C. H. Vernon and S. F. Austin, Caswell; T. E. White, Granville; L. S. Tomlinson, Wilson; J. A. Groome, Guilford.

Facing the Facts at Henderson

HENDERSON, N. C., Sept. 24.—What is perhaps the greatest slump of a single twelve months in the entire history of more than a quarter of a century of the Henderson tobacco market distinguished the opening of the 1920 season here last Monday. Although there has been an increase of twenty-five per cent in the average price paid at the end of the week over the opening day, still the first week of the market this year in no way compares favorably with the same period a year ago.

During the first week of the 1920 season, ending today, 109,818 pounds were sold on the floors of local warehouses for the uncommonly low figure of $18,597.57, or an average of $16.93 per hundred pounds. This compares with 608,450 pounds, selling for $208,346.57, or an average of $34.24 per hundred the opening week last year.

Warehouse men and business men here look for improved conditions as the season advances, although nobody expects the extremely high prices of the 1919-1920 season to prevail as an average for the entire crop. Last year's record for this market was a fraction over 59 cents a pound. As compared to this, an average for the entire crop this year of 40 cents per pound will satisfy most people hereabouts, according to warehousemen.

Everybody expected a slump under last year's figures, but scarcely a man, farmer or business mogul, was prepared for what actually happened. It precipitated the greatest row among the farmers ever known here, and enraged them as they had not been made angry before, even with all the organization and protest meetings that have been held during the past sixty days as a result of low prices in the South Carolina belt and in Eastern North Carolina markets which chopped six weeks and two weeks, respectively, before the Henderson market.

One week prior to the opening, a letter giving the buyers' side of the situation, appeared in the Henderson *Daily Dispatch*. The letter was written by James I. Miller, president of the J. P. Taylor Tobacco Co., perhaps the largest leaf concern in the tobacco belt, a house that has connections in Europe and the Far East, including China and Japan. Mr. Miller is a Henderson man, he spent the greater part of his life here, and made a fortune during his residence in this city. He took the position that the safest course for the farmers was to market the crop slowly, offering the better grades first, and cutting the 1921 crop nearly in two. He went further and called the attention of the farmers to the extravagance shown during the hey day of prosperity and high prices last year. He particularly mentioned the purchases of automobiles, and declared that if the investments in automobiles in Vance county alone could be turned into cash, the money now would go a long way toward financing the tobacco crop. The criticism was aimed at the man who bought a car although unable to own his own home or finance his crop for the coming season.

The crowd attending the opening was the biggest in the history of the market. And in the discussions, among the farmers, Mr. Miller's article evoked almost as much comment as the opening prices.

Some of the more radically inclined farmers were disposed then to voice their disapproval, rather loudly. But since time has been allowed for reflection, many thinking farmers are commencing to see the wisdom of Mr. Miller's observations. Though prices are disappointing, tobacco growers are beginning to take a matter-of-fact view of existing conditions.

A feeling is abroad, at least in the city, that much of the failure to respond to expectations in prices was due to the militant antagonism of the farmers, of whom there must have been 4,000 here on the opening day, out of a population of not more than 23,000 in the entire county. Along with this sentiment marches the belief that the sooner a hostile attitude is dissipated, the sooner will conditions return more nearly to normal and better prices paid for tobacco.

Opening Seemed Satisfactory at Mebane

MEBANE, N. C., Sept. 24.—The Mebane tobacco market opened this week with a sale of 38,000 pounds of the leaf the first day, and an average of 28 cents a pound. The crowd was, on the whole, well pleased, and Mebane's excellent service praised on all sides. Satterfield and James are in charge of the Farmers' warehouse, Bank Bowen of the Piedmont and Rowland and Miles of the Planters.

Dark Primings Practically All Sold

LYNCHBURG, Va., Sept. 25.—The sales of loose leaf tobacco here last week aggregated 106,000 pounds, bringing the sales for the month up to 409,000 pounds, an increase of 24,200 pounds over the same period a year ago. Bright stock on an effort to revive the bright market sold equally as well as on other markets, but the farmers realize that prices are considerably lower than last year, though there is a demand for high grade offerings. The dark primings are practically all sold for the season and the breaks will rule light until after election.

Color Better Than the Quality

FAYETTEVILLE, N. C., Sept. 22.—Total sales for the week, 32,361 pounds. Average price per pound, 15.26 cents. Sold to date of 1920 crop, 48,614 pounds. Average price per pound, 14.73 cents. Tobacco selling now has good color, but very poor in quality; lots of it has been damaged by getting in high order.

W. T. MORGAN.

Tobacco Crop Bigger Than Expected

MIDWAY, Ky., Sept. 26.—A week of clear, hot sunshine has changed the condition of things. Farmers are feeling much more cheerful and realize that they will have a lot more of their tobacco than they expected a month ago during the continued damp spell.

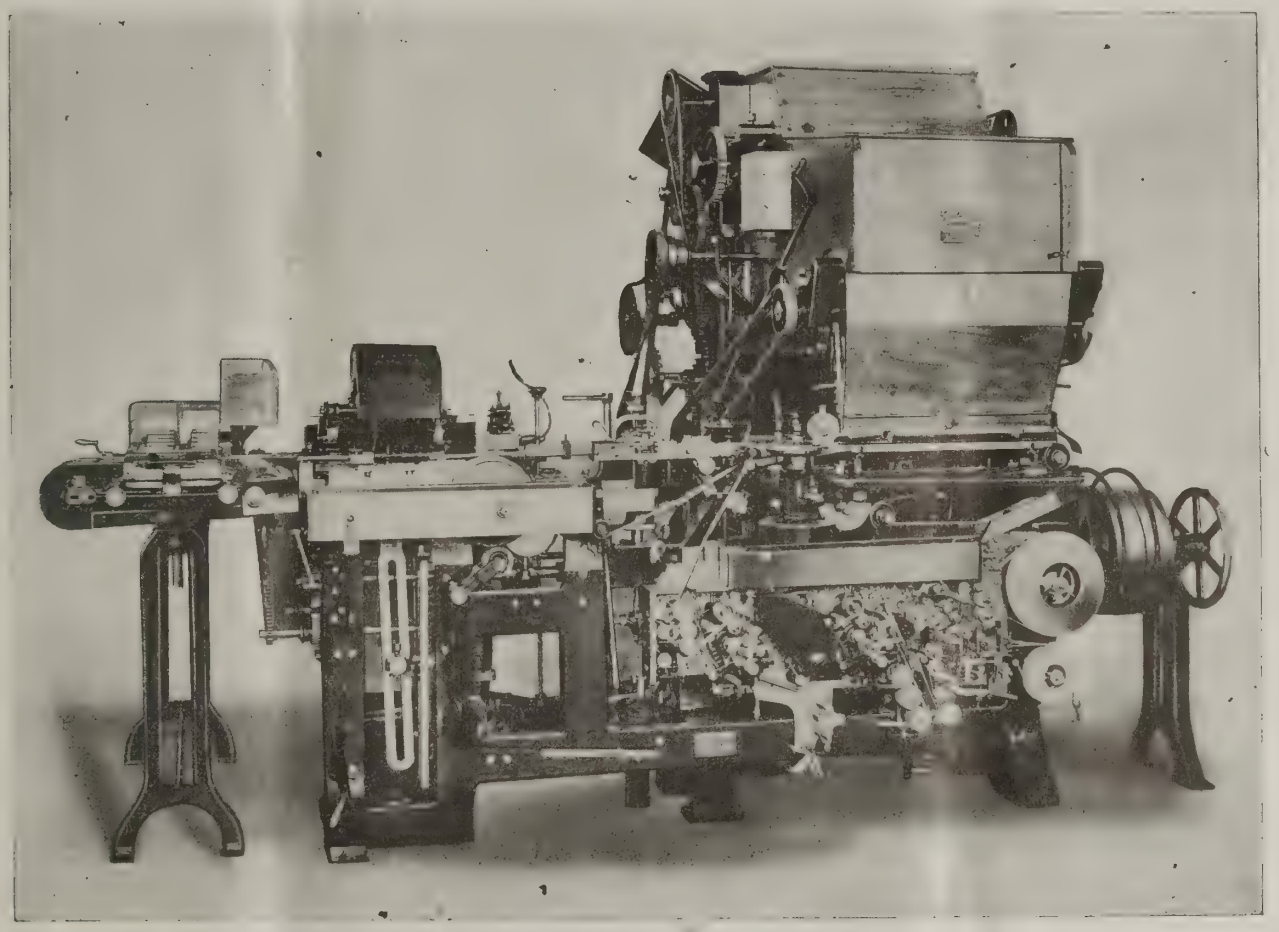
UNITED CIGARETTE MACHINE COMPANY, Inc.

LYNCHBURG, VIRGINIA, U. S. A.

For Larger Profits on Cigarettes with Increased Production and Reduced Costs

HERE IS THE ANSWER:—

"UNIVERSAL" AND "U-K" CIGARETTE MACHINES



An evenly filled Cigarette, which is neither too loose nor too tight, uniform in shape and filling—this is the secret of satisfied smokers—which our Machines can solve for you.

The "UNIVERSAL" and "U-K" Machines, which are now being used in all parts of the world, can make Plain or Tipped Cigarettes, Round or Oval, with wide or narrow laps, either Pasted or Crimped of different diameters and lengths.

Supplies and Repair Parts available at all times.

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The Tobacco Industry in New Zealand

The Development of Business as Seen Through Eyes of the American Consul.

Alfred A. Winslow, American Consul at Auckland says:

The cultivation of tobacco has been quite thoroughly tested in New Zealand during the past few years, and an effort is being made by the Dominion Government to encourage the industry. Samples of locally grown leaf examined by an expert of the Department of Agriculture were pronounced as having a decidedly Turkish flavor and a fair color, the expert being quoted as saying that these samples were among the best specimens of the class of leaf grown in the Southern Hemisphere that had ever come to his notice. If tobacco growing can be successfully carried out it will mean much to the smokers of this Dominion and may seriously affect the imports of tobacco, which amount to large sums annually, as indicated below (values converted at normal rate of $4.8665 to the pound sterling).

The figures speak for themselves.

Articles and countries or origin.	1917		1918	
	Pounds	Value	Pounds	Value
Cigarettes	431,073	$707,954	750,313	$1,413,066
United Kingdom	422,159	694,377	734,170	1,385,434
Australia	574	949	3,854	5,723
United States	8,004	11,757	11,711	19,782
Cigars	42,188	108,031	19,600	51,950
United Kingdom	9,293	27,651	4,886	19,388
India	2,106	3,099	1,110	1,212
Netherlands	2,346	4,730	747	1,431
Switzerland	2,235	3,694	64	117
Philippine Islands	13,770	22,021	7,325	12,979
Cuba	8,593	37,672	2,003	8,093
United States	3,458	8,594	2,872	7,066
Snuff	681	414	200	78
United Kingdom	681	414	200	78
Tobacco:				
Cut	1,324,023	1,013,741	1,400,647	1,332,530
United Kingdom	441,085	375,553	505,553	549,963
South Africa	5,460	3,640	4,453	3,956
Australia	666,727	479,292	722,804	627,297
United States	210,628	155,183	167,815	151,295
Manufactured, other	657,762	328,747	746,149	481,642
United Kingdom	12,426	6,292	8,305	5,611
Australia	430,512	218,472	407,496	259,881
United States	214,814	103,973	330,228	216,087
Unmanufactured	28,395	13,071	147,281	83,215
Philippine Islands	911	234	.....	.....
Sumatra	1,389	1,285	3,867	2,784
United States	26,095	11,553	143,414	80,331

New Zealand's imports of cigarettes in 1919 amounted to 835,927 pounds, valued at $1,844,345; of cigars, to 31,733 pounds, valued at $92,347; snuff, 387 pounds, value,, $253; manufactured tobacco, 2,854,316 pounds, value, $2,864,320; and unmanufactured tobacco, 184,271 pounds, value, $132,826. Data showing countries of origin are not yet available. It will be noted, however, from the table given above, that the tobacco growers in the United States have some very strong competitors.

Tobacco, including the weight of every tag, label, or other attachment, pays a duty of $0.85 per pound from all countries. Tobacco, unmanufactured, entered to be manufactured in New Zealand, in any licensed tobacco manufactory, into tobacco, cigars, cigarettes, or snuff, pays a duty of $0.48 per pound from all countries, an excise duty of $0.24 per pound, and a 1 per cent war tax, which is collected on all imports.

No Great Tobacco Trade Activity in Ireland

Reporting on tobacco trade in Ireland, during August, Michl. Macnamara & Son of Dublin say: "The business done was of a retail character as is usual at this season. Deliveries from Liverpool to Ireland are tabulated as follows:

	Virginia Leaf.	Virginia Strips.	Western Leaf.	Western Strips.	Total
August, 1920.	11	10	71	12	104
Same period, 1919	20	1	220	3	244
8 months ending Aug. 31, 1920	95	20	635	72	822
Same period, 1919	280	30	818	96	1,224

Prices quoted as prevailing:

	1920		1919	
	D.	D.	D.	D.
Virginia Leaf—				
Dark	18	@23	18	@22
Bright	33	@66	26	@40
Western Leaf—				
Fillers	13	@16	15½	@16½
Wrappers	18	@26	18	@22
Burley	18	@28	17	@23
Virginia Strips—				
Dark	24	@30	24	@30
Bright	42	@68	30	@44
Western Strips—				
Fillers	19	@21	18	@19
Wrappers	21	@30	21	@26
Burley	20	@30	22	@27

Starts with Nearly 5,000 Members

DANVILLE, Va., Sept. 27.—The demoralization of the tobacco markets in the old Belt, including several counties of Virginia and North Carolina, has resulted in the organization of the Virginia Tobacco Growers' Association here with a charter membership of about five thousand members. The new association was brought into being here last Saturday. The members will meet here to elect state officers for the coming year and an executive committee which will have plenary powers.

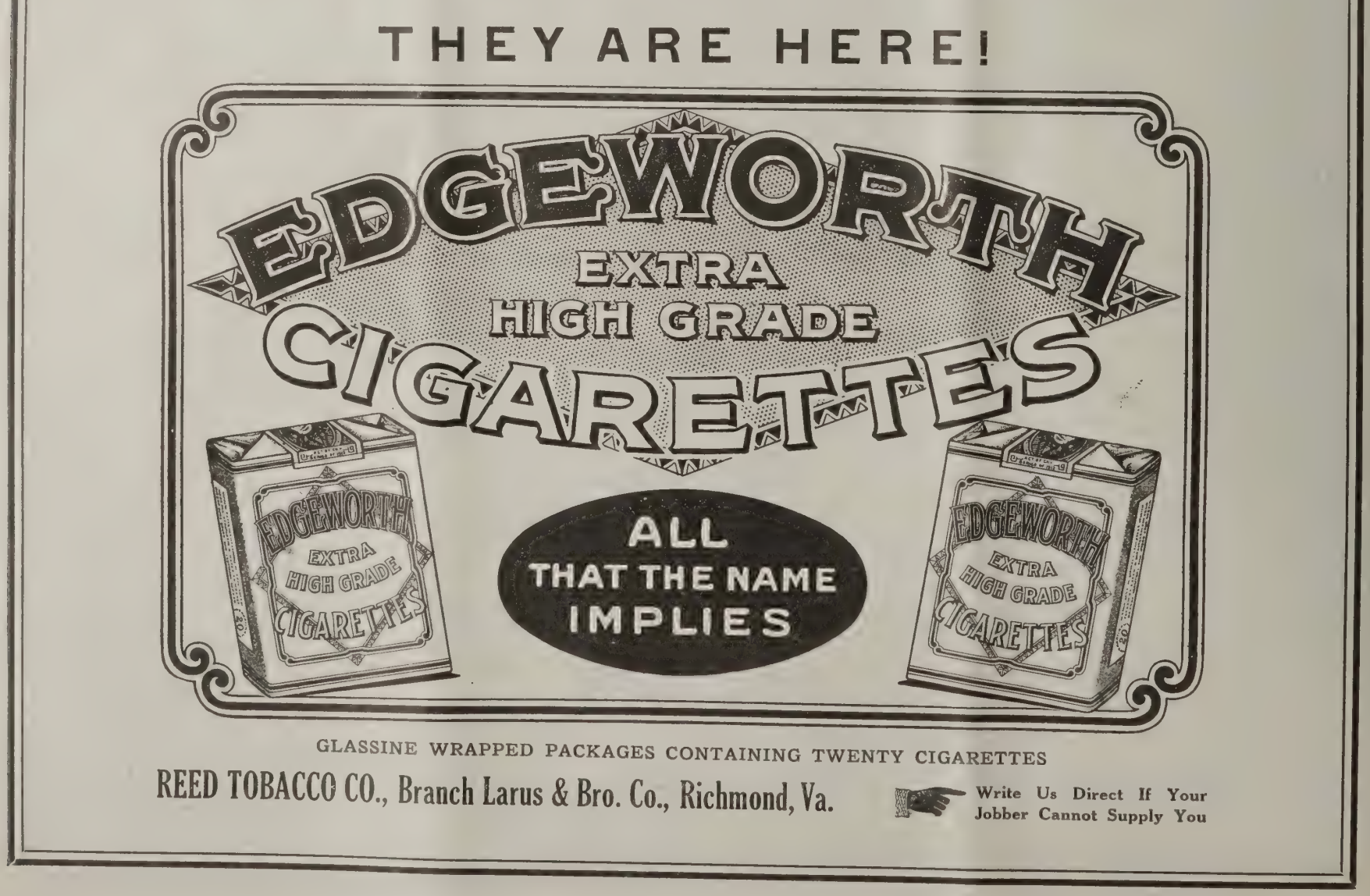
The purposes of the organization as set forth in the application for a state charter are to inspire a spirit of cooperation to the end that their interest in the production and marketing of their tobacco shall be conserved and benefited, to use every lawful effort to maintain a market price for leaf tobacco as such a scale as to give the growers a return equal to the cost of production plus a fair profit and to lend its aid financially to growers who are unable to "carry" their crop until a more favorable opportunity to market it comes. Means of storing the tobacco will also be provided.

The meeting developed great enthusiasm.

The tobacco season opened here with prices which the farmers said was below the cost of production and the $15 average so incensed the growers that they immediately took steps to unite and demand a better return for their trouble. G. T.

Big Shipments of Good Manilas

Now arriving, big shipments of cigars from the Philippines may be accepted as convincing proof of the importance of Manila trade developed by Horace R. Kelly & Co. In resuming activities, the pioneer importers of Manilas certainly are going strong. And the distribution of millions of cigars each month is associated with a decided featuring of the better sizes. Emphasizing quality as well as quantity, Horace R. Kelly & Co. are adding constantly to the prestige of the oldest wholesale cigar house in America.



Java Tobacco

We Have Purchased in Holland

350 Bales of Fancy Java Tobacco

(Vorstenlanden)

Comprising First and Second Sizes of

KRIAN

from the 1917 Crop

Also Several Hundred Bales of 1918 and 1919

SUMATRA

Which Enables Us to Supply the Various Wrapper Requirements of the Trade

---

Samples now ready for inspection

Wm. Quanjer, Inc.
136 Water Street
New York

American Malaya Trading Co., Inc.
136 Water Street, New York

The Observations of Izzy Wright

One of your most valuable assets is time And yet many people squander time like a drunken sailor, never seeming to realize that they cannot recall a single wasted minute. Don't be satisfied to accept *that truism* and to pass the matter up. Just go off by yourself and spend half an hour inventorying your own time, in point of production and business expansion. Be honest in checking yourself up as to whether *your* time is worth as much money to you, as it should be.

—

Many business people have the right ideas and apply them successfully a few times. But they do not keep right on making such application in a persistent persevering manner, and then they complain that they are having difficulty making a good showing in point of results. Remember, you will never get rich on the things you are *going* to do. You will cash in on what you have done or on what you are doing.

—

The man who is impatient and will only attempt what he can see bear fruit, in a very short time will only grow success of the pumpkin and squash variety. It takes years to grow an oak tree. It takes a long time to build up a big business in a solid substantial way. Occasionally, there are concerns which seem to develop very rapidly but they are only the exceptions which prove the rule.

—

Economy consists in thrift of effort and plans as well as reducing over-head expense and increased profits. Thrift has to do with a large volume of business; a planning for substantial prosperity of tomorrow as well as today. Many a man is truly thrifty when he is spending money. Perhaps he is seeking legal advice to keep him out of unwise contracts or the judgment of investment engineers as to what he will do with his money; or is buying new equipment to keep himself in a position of business leadership.

—

There are many people who object to the word "Duty." To them it signifies something disagreeable and tiresome. Yet, no joy is equal to that of duty promptly performed. It is our duty to be self-respecting, to be public spirited, to be just and sympathetic, to exert the right influence at all times, to be honest and reliable, to cultivate business shrewdness, and to learn as much as we can from those who know more than we do. In fact, Duty is the master key to Progress.

—

Many a man attributes his success in life to openings which are the result of kindnesses which he has done for others. Recently a writer in a prominent magazine declared that practically every forward step of his important career was brought about through some instinctive kindness to someone who at the time was in the position of the under-dog. Later these people got on their feet and out of gratitude threw all the good things they could into his pathway. He never performed any of these acts of kindness with the idea of monetary return. Where he saw a chance to help someone worthy he did it. In the end these kindly acts became the seed of a splendid harvest of prosperity.

—

There is a lot more talent in the world than there is disposition to improve it . On every hand we meet rather remarkable native ability, and yet *a very small percentage of people so endowed take* the trouble to make definite self-improvement. Or the temporary gratification of diddling along and doing the things they rather like to do. One of the obligations of Duty is the definite, constructive improvement of Talent.

—

It is natural and human nature to enjoy originating. The little child loves to build towers and buildings after his own fancy. The older child rejoices in making mud pies and in creating dramatic plays to work out his own fanciful ideas. He loves to be the pirate, the hunter of deer, the slayer of lions, but when we get older we are so likely to be lazy and to be satisfied just to follow and to drift along from day to day. It is the man who originates a plan of his own and puts it into execution; who works along fresh lines; who becomes a leader and profits as a result of his originality.

—

The most pompous individuals are sure to be the ones who have the least claim to greatness. In fact, true greatness is invariably simple, modest, honest and kindly. That's why so many people want to see the Boss, and not some puffed up, self-important under-strapper who is thinking so much of his own importance that he over-looks the interest of the patrons.

—

It ought to be a pleasure for any man to work. No one wants to be a slave or to have his nose on the grind stone all the time! Yet the man who loves his job rarely looks upon its details as drudgery.

United States Tobacco Exports During July

ARTICLES, AND COUNTRIES	JULY— 1919 Quantity.	JULY— 1919 Value.	JULY— 1920 Quantity.	JULY— 1920 Value.	SEVEN MONTHS ENDING JULY— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920. Quantity.	1920. Value.
Tobacco:										
Unmanufactured—										
Leaf.....lbs..	59,351,909	19,668,277	42,067,208	25,479,939	186,216,070	55,623,829	428,152,915	131,115,810	277,728,670	149,429,877
Exported to—										
Belgium	4,630 389	1,125,093	2,178,164	665,089			18,245,802	4,489,251	16,696,238	4,546,722
Denmark	2,639,660	552,570	141,670	56,914			10,821,532	2,562,025	3,674,853	1,359,964
France	3,501,267	557,961	5,765,552	1,313,121	35,988,333	6,155,029	66,096,951	10,314,228	38,972,470	11,939,267
Italy	1,015	360	3,641,330	929,059	21,357,634	3,104,636	25,866,354	4,661,786	20,707,648	6,211,165
Netherlands	5,939,869	1,362,013	2,109,025	705,522			20,041 381	4,204,759	15,745,265	4,557,425
Norway	1,040,984	328,637	496,623	183,321	5,128	1,775	6,110,419	1,858,730	3,653,677	1,361,177
Portugal	1,677,748	344,440	2,640	1,077	908,815	233,227	5,640,592	1,242,981	771,665	251,465
Spain	8,110	2,652			148,202	18,181	14,168,377	2,341,544	2,441,495	382,610
Sweden	5,251,515	3,260,088	357,839	246,761			9,245,557	4,268,695	6,452,865	2,409,775
Switzerland	2,450,620	523,466	316,710	105,214	331,605	80,385	10,492,722	2,443,073	1,925,665	678,996
United Kingdom	21,632,817	8,345,079	15,757,100	14,851,882	83,250,400	30,410,895	183,556,525	70,252,353	95,074,452	75,320,082
Canada	1,122,493	543,688	2,148,485	1,174,859	13,622,788	5,319,459	9,055,424	3,991,200	10,464,772	6,276,366
Mexico	64,162	12,272	118,639	32,270	1,058,856	147,707	1,097,645	228,946	1,027,112	228,986
Argentina	316,948	106,965	27,020	9,614	1,245,050	221,283	3,078,254	880,512	1,470,467	478,521
China	1,379,291	608,495	3,278,014	2,308,643	6,890 502	2,755,384	5,389,597	2,436,942	12,765,389	9,408,482
Hongkong	528,275	141,665	559,588	326,063	4,446,986	1,729,123	4,248,708	1,728,883	1,641,670	909,017
Japan	83,824	50,733	554,668	386,739	3,218,262	1,203,704	3,504,791	2,029,126	5,850,347	3,731,043
Australia	162,335	78,682	1,346,470	1,133,874	5,677,462	2,361,363	9,815,902	5,010,126	12,484,079	9,636,987
British West Africa	1,730,038	584,153	846,843	387,853	4,627,156	995,011	7,279,047	2,235,188	8,585,129	3,257,785
French Africa	1,186,276	364,589	309,750	109,613	862,332	188,233	6,250,288	1,687,545	2,710,223	842,713
Other countries	4,004,243	764,676	2,108,078	552,451	2,576,559	698,434	8,144,047	2,247,915	14,618,289	5,441,329
Stems and trimmings.....lbs..	130,109	7,622	393,084	24,150	23,070	5,769	1,409,044	90,159	6,171,083	345,678
Manufactures of—										
Cigarettes.....M..	682,819	1,898,086	1,636,970	3,718,140	7,172,887	13,907,573	8,009,765	16,719,330	10,299,518	23,717,701
Exported to—										
Belgium	263,582	865,394	1,000	2,500			955,812	2,475,336	941,146	3,132,080
Denmark[1]			500	1,000					58,417	198,109
France	500	6,000	200	1,017	561,148	1,837,816	530,392	1,723,223	39,099	125,985
Italy	34,025	95,674	303,403	814,857	26,988	76,860	307,874	750,080	1,625,585	4,132,375
Netherlands	85,200	257,874	2,122	4,478	1	10	128,264	390,490	206,816	618,678
United Kingdom	88,862	263,171	50	245	1,210,515	3,157,592	701,896	1,951,314	180,163	561,842
Panama	9,141	31,547	14,994	38,775	31,313	94,420	60,644	207,869	92,071	300,573
China	107,146	160,645	871,975	1,711,167	4,034,623	6,686,006	4,159,663	6,775,302	4,553,197	8,214,543
British India			194,300	570,634			167,655	549,152	850,010	2,246,167
Straits Settlements	36,750	48,743	111,000	188,149	553,258	693,201	531,500	688,067	845,589	1,458,098
Siam	23,500	29,610	27,750	34,965	95,250	134,118	163,806	213,050	138,250	201,908
Philippine Islands	590	4,090	36,720	153,225	38,025	125,969	39,128	185,883	155,256	641,228
Other countries	33,523	135,338	72,956	197,128	621,766	1,101,557	263,731	806,564	593,979	1,886,113

[1] Not separately stated prior to 1920.

Cigars and cheroots.....M..	2,565	$48,262	2,568	$54,644	14,113	$518,681	26,539	$602,062	43,360	$945,680
Plug.....lbs..	241,778	113,831	542,583	293,772	2,800,694	991,900	3,699,988	1,710,682	3,103,265	1,679,776
Smoking.....lbs..	281,408	216,920	300,694	134,063	2.125,242	1,119,214	4,012,124	1,991,454	2,143,229	1,169,349
All other		202,395		29,888		321,629		871,455		805,529
Total manufactures of		2,479,494		4,230,507		16,858,997		21,891,983		28,322,035

United States Tobacco Imports During July

ARTICLES AND COUNTRIES FROM WHICH IMPORTED.	JULY— 1919		JULY— 1920		SEVEN MONTHS ENDING JULY— 1918		1919		1920	
Tobacco:										
Leaf, product of the Philippine Islands.....lbs..free..	21,120	2,300	229,047	50,295			550,674	124,621	779,510	155,888
Leaf, suitable for cigar wrappers .....lbs..dut..	1,888,526	3,076,976	1,509,855	3,016,418	1,327,810	1,618,521	3,432,234	5,544,359	3,228,140	5,474,918
Imported from—										
Netherlands	3,848	6,389	1,504,297	3,005,962	1,315	2,023	3,848	6,389	2,906,672	5,062,110
Canada	329	1,152	1,333	2,583	77,747	179,083	318,236	353,154	17,225	33,590
Cuba	2,614	9,365	699	2,394	138,909	177,101	22,157	48,205	18,888	61,007
Dutch East Indies	1,881,735	3,060,070	3,526	5,569	1,084,659	1,234,768	3,087,706	5,136,524	237,550	261,198
Other countries					25,180	25,546	287	87	47,805	57,013
All other leaf.....lbs..dut..	7,199,208	5,732,029	4,153,842	3,717,104	49,665,958	27,586,281	46,743,779	41,970,706	51,522,492	43,000,118
Imported from—										
Greece	1,944,167	1,861,193	789,263	855,075	13,159,546	12,704,776	16,101,620	17,584,883	7,389,743	6,678,599
Turkey in Europe			212,867	191,429					2,611,824	2,113,313
United Kingdom	22,355	29,689	886	747	1,233	452	94,146	91,253	408,417	313,226
Mexico	32	522			277,756	86,031	2,566	1,073	2,672	3,473
Cuba	1,988,585	1,880,243	1,508,118	1,757,023	13,421,364	10,530,374	13,878,084	13,161,526	14,819,778	15,740,576
Dominican Republic	815,295	129,938	124,760	25,508	7,230,404	829,522	4,331,922	787,185	3,635,181	598,292
Turkey in Asia			899,540	655,719					13,807,502	13,237,002
Other countries	2,428,444	1,830,444	618,408	230,603	15,575,655	3,435,126	12,335,441	10,344,786	8,647,375	4,315,637
Total unmanufactured.lbs..	9,108,854	8,811,305	5,892,744	6,783,817	50,993,768	29,204,802	50,726,687	47,639,686	55,530,142	48,630,924
Manufactures of—										
Cigars, cheroots, and cigarettes—										
Product of the Philippine Islands—										
Cigars and cheroots.lbs..free..	249,671	430,444	489,106	1,049,213	2,620,852	2,894,417	2,464,650	4,061,315	2,765,352	5,476,764
Cigarettes.....lbs..free..	131	241	200	123	6,008	4,782	4,013	5,269	7,308	10,226
All other—										
Cigars and cheroots.lbs..dut..	24,117	176,611	41,087	327,499	254,026	1,498,887	213,357	1,615,460	367,430	2,883,397
Cigarettes.....lbs..dut..	368	2,271	1,436	7,280	3,134	12,618	48,609	57,181	10,014	51,877
Total cigars, etc.....lbs..	274,287	609,567	531,829	1,384,115	2,884,020	4,410,704	2,730,629	5,739,225	3,150,104	8,422,264
All other manufactures of .....lbs..dut..	10,404	8,485	38,468	32,660		59,647	117,799	76,683	129,371	127,203
Total manufactures of		618,052		1,416,775		4,470,351		5,815,908		8,549,467
Pipes and smokers' articles:										
Cigarette books, covers, and paper .....dut..		1,274,854		500,539		5,727,805		4,283,661		2,235,557
Pipes and other smokers' articles .....dut..		4,518		81,571		147,412		68,898		323,325

Samples Ready

We are now showing our importation

of

1919 Java Wrappers

E. Rosenwald & Bro.

145 Water Street, New York, N. Y.

Around and About

C. Cerk & Son have purchased the George Wagner cigar and pool business in Welcome, Minn.

—

The strike of the box makers in New York is adding to the troubles of various cigar manufacturers.

—

Alex. Taylor's cigar store and billiard parlor in Rhinelander, Wis., was burned out a few days ago.

—

W. H. Dunning, proprietor of a cigar store, etc., in Ranger, Texas, recently sustained a fire loss, amounting to about $500.

—

Gilbert Fleming and Frank Miller have acquired by purchase the Link & Bernett cigar store and pool hall in Sparta, Wis.

—

The Conley Foil corporation has declared a dividend of fifty cents per share payable October 15, to stockholders of record October 1.

—

The Lewis & Leidersdorf Co., which is a consolidation of two independent tobacco concerns, of Rockford, Ill., has been incorporated. The new organization is capitalized at $500,000.

—

Three big tobacco estates in Java, having a combined production of upwards of 3,000,000 pounds annually, have been sold to Japanese and the land will be devoted to sugar growing.

—

Joseph Whitcomb & Co., for the past 68 years located at 260 Main Street, Springfield, Mass., will occupy new and larger quarters at 21 Railroad Street, Springfield, about October 1.

—

The American Cigar Stores Co., with a capital of $100,000, has been incorporated under the laws of Delaware by Elmer S. Myers of Wilmington, Del., De Witt Roberts of York, Pa., and Frank J. Canova of Harrisburg, Pa.

—

Will-O-Wisp, a Manila brand being introduced throughout the country by the Hartmann-Pacific Co., is proving a trade winner everywhere. The fine appearance, the excellent quality of the cigar attract attention immediately. And the price at once puts it into the class that builds up business.

—

Accompanied by Mrs. Quanjer, Wm. Quanjer, of Wm. Quanjer, Inc., left Amsterdam for New York, on the S. S. *Noordam,* September 25. He is expected to arrive here about October 5. While in Holland he made some notable purchases of Sumatra and Java tobacco, being very fortunate in obtaining some specially good, selected leaf.

British Tobacco Statistics

Relative to Great Britain's "yield of tobacco duties and the biggest consumption yet recorded," *The Tobacco Trade Review* of London says:

"The tobacco duties, which had been raised in 1917, were raised again in 1918, as from April 23, the main duty, that on unmanufactured unstemmed tobacco containing 10 per cent. or more moisture, being increased from 6s. 5d. to 8s. 2d. per pound, and other duties in proportion. Retail prices, which were then regulated by the Tobacco Control Board set up in 1917 (this board came to an end early in 1919), were raised by 2d. per ounce in the case of pipe tobacco, and by varying amounts in the case of cigars and cigarettes, the rise allowing not only for the additional duty, but also for the enhanced cost of leaf and manufacture. It was expected that consumption, which had been about 106,000,000 pounds in 1917-18, would show a slight fall under the higher duty, and the budget estimate of receipts was framed accordingly, being put at £40,530,000 (including £40,000 for the excise duty on home-grown tobacco). In fact, however, consumption rose considerably, reaching about 114,000,000 pounds in the year, the highest quantity yet recorded. This was partly due, no doubt, to the cessation of hostilities in November, 1918, and the subsequent demobilization of soldiers from abroad. The net receipts were £46,292,000, giving a surplus of £5,762,000 on the estimate. As the tobacco revenue of several recent years has been disturbed by postponements or forestalments, the true course of consumption can best be seen from the figures which relate to calendar years. In the case of the calendar years 1915 and 1916, however, even those figures do not exactly represent the consumption, because there was some inevitable delay in the settlement of drawback claims after the duties were raised in September, 1915, with the result that a quantity of tobacco on which drawback would normally have been paid in 1915 was not passed for drawback until 1916, and was, therefore, deducted from the quantity cleared in 1916 instead of from the quantity cleared in 1915 in order to arrive at the quantity retained for consumption in the year."

TOTAL QUANTITIES OF TOBACCO RETAINED FOR CONSUMPTION AND NET DUTY RECEIVED.

Year Ended March 31.	Quantity Retained for Consumption. Lb.	*Net Receipts. £
1910 (*a*)	86,188,315	15,680,906
1911	91,594,642	17,169,863 (*b*)
1912	93,269,277	17,342,360
1913	92,913,652	17,254,125
1914	98,412,412	18,263,479
1915	104,291,478	19,272,007
1916 (*c*)	110,193,407	25,743,149
1917	100,561,179	27,342,339
1918 (*d*)	103,706,130	33,285,107
1919 (*e*)	114,254,900	46,231,430

(*a*) Duties on all kinds of Tobacco increased from April 30, 1909.
(*b*) Including £105,397 arrears of duty from 1909-10.
(*c*) Duties on all kinds of Tobacco increased September 22, 1915.
(*d*) Duties on all kinds of Tobacco increased from May 3, 1917.
(*e*) Duties on all kinds of Tobacco increased from April 23, 1918.

QUANTITIES AND DUTY IN 1917-18 AND 1918-19 SHOWN UNDER THE VARIOUS HEADS

—	1917-18.*		1918-19.†	
	Quantity retained	Net Receipts.	Quantity retained.	Net Receipts.
	Lb	£	Lb.	£
Raw Tobacco	102,585 539	32,737,051	111,757,477	44,682,616
Tobacco, manufactured:				
Cigars	382,741	229,042	770,368	594,251
Cavendish or Negrohead	198,371	87,840	301,056	165,346
Snuff	2,263	924	325	176
Cigarettes	247,472	117,683	813,979	492,822
Other manufactured Tobacco	186,978	70,918	417,587	199,477
Cavendish manufactured in Bond	102,766	42,149	194,108	96,742
Total Manufactured	1,120,591	548,056	2,497,423	1,548,814
Total Tobacco	103,706,130	33,285,107	114,254,900	46,231,430

* Duties increased from May 3, 1917.
† Duties increased from April 23, 1918.

RAW TOBACCO: QUANTITIES ENTERED FOR HOME CONSUMPTION AND NET DUTY RECEIVED.

Year ended March 31.	Leaf.*	Strips.	Total Entered for Home Consumption, less over-entries.	Net Total after Deducting Quantity Presented for Drawback.	Net Receipts.
	Lb.	Lb.	Lb.	Lb.	£
1910†	54,976,625	37,555,073	92,531,698	84,340,239	15,103,845
1911	60,023,643	38,322,716	98,346 359	89,72 ,785	16,561,987‡
1912	69,652,945	32 055,318	101,708.263	91,424.254	16,748 842
1913	78,220,246	25,132,329	103,352,575	91,053,961	16,655,263
1914	83,858,977	25,994.851	109'853,828	96,512 730	17,651,299
1915	89,396,395	28,015,020	117,411.415	102,707,298	18 771,934
1916†	95,331,999	33,674,589	129 006,588	108,628,865	25,125,124
1917	94,785,504	31 874,042	126 659 546	99,647,568	26,918,185
1918†	95,869,823	35,120,177	130,990.000	102,585,539	32,737,051
1919†	85,232,210	51,879,389	137,111,599	111,757,477	44,682,616

* Including Tobacco Stalks apart from the Leaf, of which the quantity entered for home consumption in 1918-19 was 12,842 lbs.
† Duties altered. ‡ Including £100,690 arrears of duty from 1909-10.

MANUFACTURED TOBACCO.—QUANTITIES RETAINED FOR CONSUMPTION AND NET DUTY RECEIVED.

Year ended March 31.	Quantities retained for Consumption.						Net Receipts.
	Imported Manufactured Tobacco.				Cavendish Manufactured in Bond in the United Kingdom.	Total.	
	Cigars.	Cigarettes.	Other Sorts.	Total.			
	Lb.	Lb.	Lb.	Lb.	Lb.	Lb.	£
1910*	1,249,946	265,524	109,733	1,625,203	222,873	1,848,076	577,061
1911	1,283,219	262,928	108,860	1,655.007	215,850	1,870,857	607,876†
1912	1,255,465	261,347	101,209	1,618,021	227,002	1,845.023	593,518
1913	1,271,882	255,350	105,932	1,633,164	226,527	1,859,691	598,962
1914	1,304,117	259,004	116.845	1,679,966	219,716	1,899,682	612,180
1915	988,002	230,247	121,496	1,339,745	244 435	1,584,180	500,073
1916*	1,031,798	217.432	128,600	1,377,830	186,712	1.564,542	618,025
1917	501,669	170,225	128,422	800,316	113,295	913,611	424,154
1918*	382,741	247,472	337,612	1,017,825	102,766	1,120,591	548,056
1919*	770,368	813,979	718,968	2,303,315	194,108	2,497,423	1,548,814

* Duties increased. † Including £4,707 arrears of duty from 1909-10.

EXPORTS OF BRITISH MANUFACTURED TOBACCO.*

—	1914-15.	1915-16.	1916-17.	1917-18.	1918-19.
	Lb.	Lb.	Lb.	Lb.	Lb.
Cavendish or Negrohead manufactured in Bond:—					
Cigars	Nil	3	6	—	48
Cigarettes	15870728	17413691	17.838,524	10,716,946	3,601,465
Tobacco	4,125,364	4,287,849	4,546,183	2,521,584	2,472,723
	20002092	21701543	22,384.713	13,238,530	12074236
Made out of Bond—					
Cigars	45,531	126,183	145,971	64,395	38,061
Cigarettes	894,635	1,232,048	1,948,980	1,000,427	678,066
Other sorts (except snuff)	351,047	439,738	885,407	286,889	131,577
	1,291,213	1,897 969	2,980,358	1,351,711	847,704
Stalks:—					
Exported from Bonded Cavendish Works	26 582	62,108	475,887	53,460	64,191
Exported on drawback†	8 451,780	7,362,221	6,410,185	6,024,121	4,154 315
Snuff:—					
Not offals	10,678	10,626	11,627	7,134	6,189
Offals denatured	4,374,820	4,799,964	4,359,892	4,437,688	4,735,242
Shorts and Smalls	4,770	Nil	Nil	—	20,804
Total Stalks, Shorts and Snuff	11868630	12234919	11,257,591	10,522,403	8,986,740
Total	33161935	35834431	36,622,662	25,112,644	21908680

* Does not include Tobacco shipped for use of British Expeditionary Forces, or Tobacco shipped as stores by the Navy or merchants vessels. All such Tobacco is shown in the following table.
† Includes exports of stalks deposited and abandoned.

TOBACCO DELIVERED FREE OF DUTY FROM BONDED WAREHOUSES, OR ON PAYMENT OF DRAWBACK, FOR SHIPMENT AS STORES FOR H.M. NAVY OR MERCHANT VESSELS, AND FOR EXPORTATION TO THE EXPEDITIONARY FORCES.

—	1914-15.	1915-16.	1916-17.	1917-18.	1918-19.
	Lb.	Lb.	Lb.	Lb.	Lb.
Foreign manufactured	858,644	1,139 822	1,558,286	2,033,864	3,440,169
Cavendish, manufactured in Bond	4,108,768	7 562,318	15,293,408	23,612,324	26,455,231
British, manufactured out of Bond, on payment of Drawback	869 442	5,408,788	10,300,645	13 238,065	15,063,113
Unmanufactured	567,325	774,005	1,011,234	785,066	455,534
Total	6,424 179	14,884,933	28,163,573	39 669 319	45,414,047

QUANTITIES OF TOBACCO PRESENTED FOR DRAWBACK AND AMOUNTS OF DRAWBACK GRANTED.

Year ended March 31.	Quantity.	Amount of Drawback.
1910*	8,191,459 lb.	£1,496,167
1911	8,862,574 lb.	1,648,688
1912	10,284,009 lb.	1,945,717
1913	12,298,614 lb.	2,382,772
1914	13,341,098 lb.	2,522,967
1915	14,704 117 lb.	2,789,308
1916*	20,377,723 lb.	4,738,060
1917	27,911,978 lb.	7,936,097
1918*	28,404,461 lb.	9,768,558
1919*	25,354,124 lb.	10,530,940

* Rates of drawback increased.

Sir Auckland Geddes, the British Ambassador, will be one of the speakers at a banquet to be given at the Shoreham Hotel, October 6, by the Chamber of Commerce of the United States in honor of a delegation of English business men who attended the Congress of Chambers of Commerce of the British Empire, which has just come to a close at Toronto, Canada. These delegates will be in Washington on October 6 and 7 as the guests of the National Chamber. Other speakers at the banquet will be Joshua W. Alexander, Secretary of the Department of Commerce, and Hon. A. J. Hobson, president of the Association of British Chambers of Commerce. An extensive program has been arranged for the entertainment of the visitors during their two days' stay in the capital. On the morning of October 6, they will inspect the national headquarters of the Chamber of Commerce in the Mills Building, and in the afternoon they will visit Mt. Vernon and the National Cemetery at Arlington.

—

La Mina Cigar Co., of Hammond, Ind., has increased its common capital stock from $10,000 to $50,000.

—

Alex Bros. have bought the cigar business, etc., heretofore conducted by Gekas Bros., in Hancock, Mich.

—

The Rochester Cigar Box Co. at Rochester, N. Y., has been incorporated with a capital of $5,000, by M. Jacobstein, I. Klonick and A. L. Soeffing.

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

Announcement

L. Schmid & Co., Inc., and Hugo Muller Company, Inc., desire to announce that their respective corporations have been amalgamated and have formed a new corporation, known as the

Schmid-Muller Co., Inc.

to conduct the business heretofore conducted by each of the corporations.

The liquidation of each of the corporations will be conducted separately and neither of them will pass out of existence until such liquidation has been completed.

We secured at the First and Second Fall Sumatra Inscriptions 1468 bales consisting of the following brands:

178 Medan Tab My/S/Lankat
176 Amst Deli Co./J. H.
175 Deli My/E
135 Amst Lankat Co./W. B.
87 Deli My/M and K Lankat
81 T. T. R. Kotari
77 Senembah My/S. B.
185 Senembah My/P. M.
255 S & R/Deli
119 Medan Tabak My/S/Lankat

No Further Sales in Holland This Year

SCHMID-MULLER COMPANY, Inc.

152 Water Street, New York

Directory of TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

SALESBOARDS
IMMEDIATE DELIVERY—WAR TAX PAID
BEST PRICES—STANDARD BOARDS
Order Now and Get Quality and Service
ORO SALES COMPANY
376 E. 26th Street CHICAGO, ILLINOIS

Opposition to Price Increases in San Francisco

Retailers Declare That Further Advances Will Be Prejudicial to Trade—Marx Bros. Will Open Additional Stores—Frankel, Gerdts & Co. Are Employing Every Available Cigarmaker—Notes of the Trade in California.

SAN FRANCISCO, Sept. 21.—Dealers here are not voicing approval of increases in prices. Nor do they remain silent when told that advances have been made after orders were placed at stated prices. "Frequent increases in price are hurting the trade," they declare. Since yesterday when the latest price jump took effect numerous instances of regular patrons refusing to purchase favorite brands at the new prices have been reported by not a few dealers.

In the face of the clamor, however, wholesalers here are predicting further increases. "The people are getting tired of raises and business is beginning to fall off," declared a well known retailer this morning.

The Marx Brothers La Insulars are having better sales than ever before at their seven and a half cent price. Marx Brothers are exclusive agents for this Manila brand in the United States. At present they are not jobbing, but may later. Only enough of this brand is supplied at this time for Marx Brothers to handle at their own three retail stores. More stores are to be opened during the fall and winter. Shipments of La Insular to Marx Brothers of La Insular cigars, include 250,000 on the *Korea Maru* due late in October and 300,000 on the *West Cactus* due next week.

Gans Brothers La Munas are selling very well, and they are being featured strongly in all of the Marx Brothers stores, considerable space being given over to them in window displays. While Harry Cordero, representing E. P. Cordero was in San Francisco lately he signed up Marx Brothers for a large order of Mi Hogars which are also selling well in many stores. L. Sanchez' goods are very scarce now in San Francisco and the public is demanding their favorite brands without avail.

The week's importations from Manila total 25 barrels of tobacco and 224 cases of cigars from Manila on the steamer *West Cadron*.

Unable to supply their demand for cigars, Frankel, Gerdts & Co. are hiring every available cigar maker. Locally there is a persistent demand at this time for dark Havana cigars which are rather scarce. Connecticut smokers on the other hand are all calling for light wrappers.

Large storms and flood damage to tobacco crops are reported from the Philippine Islands. The tobacco output is threatened with curtailment it is feared owing to the flood and storm damage in addition to strikes and Anti-American demonstrations as a protest against delay in granting Filipino independence.

E. C. Houllett, the Watt sales manager, is expected in San Francisco late this month according to H. L. Judell & Co. H. H. Manley, representative of the American Cigar Co., will also arrive in this city during this week, according to reports. He has been in Fresno lately in company with Milton Glass.

A. T. Phillips, the John T. Bagley & Co. representative, left for a two weeks' vacation in Southern California, Tuesday. Visiting the Santa Rosa branch, E. Sadlis, the Glaser Brothers' sales-manager, will be away about three weeks. After putting out a large number of Melba counter display cases, which he says show to good advantage, a large and small box, Kenneth Baillie, I. Lewis Cigar Manufacturing Co. representative, returned last week from an Oregon trip. The firm reports better supplies now being received.

J. de Benedetti, better known as Jimmie, a nephew of Tony de Benedetti, will be married to Miss Josephine Collins, here September 23. Jimmie is well known here, has grown up in the tobacco business. Beginning as a boy with the late William Brusch, he finally become wagonman and has a large following.

U. S. Tobacco Consumption from 1897 to 1918

WASHINGTON, Sept. 22.—The Bureau of Foreign and Domestic Commerce has just issued a bulletin on consumption estimates. In connection with the consumption of tobacco the bulletin contains the following information:

LEAF TOBACCO: AMOUNTS CONSUMED IN THE MANUFACTURE OF CIGARS, CIGARETTES, AND CHEWING AND SMOKING TOBACCO AND SNUFF, CALENDAR YEARS 1897 TO 1918.

[Source: Reports of the Commissioner of Internal Revenue, Treasury Department.]

Calendar Year.	Cigars.		Cigarettes.		Tobacco and Snuff.	Total.
	Large.*a* *Pounds.*	Small.*b* *Pounds.*	Large.*a* *Pounds.*	Small.*b* *Pounds.*	*Pounds.*	*Pounds.*
1897.....	77,452,711	1,283,360	(*c*)	17,477,402	260,957,560	357,171,033
1898.....	83,460,874	1,977,100	23,064	17,058,285	247,358,414	349,877,737
1899.....	90,972,441	2,774,237	27,705	14,389,242	258,975,685	367,139,310
1900.....	102,561,373	2,833,816	33,723	13,050,314	260,683,658	379,162,884
1901.....	112,889,751	3,498,511	41,225	11,038,479	270,571,680	398,039,646
1902.....	114,955,138	2,434,029	81,863	11,734,296	298,348,638	427,553,964
1903.....	127,582,057	2,473,841	54,803	12,484,768	300,758,210	443,353,679
1904.....	124,623,057	3,046,196	53,494	13,297,282	307,401,554	448,511,583
1905.....	127,101,452	3,449,290	60,452	13,371,341	314,524,931	458,507,466
1906.....	136,335,003	3,943,688	99 550	16,011,385	325,370,642	481,760,268
1907.....	142,554,647	4,971,198	131,238	18,493,212	320,729,538	486,884,833
1908.....	126,057,483	4,382,765	156,488	20,509,433	531,907,336	483,013,505
1909.....	132,259,693	4,410,407	156,558	23,558,287	344,325,030	504,709,975
1910.....	136,462,219	4,654,241	172,994	31,099,325	350,480,900	522,869,679
1911.....	144,680,920	5,236,325	151 897	38,446,231	346,544,032	535,059,405
1912.....	145,781,078	3,909,572	150,910	46,966,201	350,549,373	547,357,134
1913.....	158,775,358	4,230,400	138 534	56,420,334	338,870,673	558,415,299
1914.....	153,954,271	4,803,186	92,400	62,116,966	333,883,676	554,850,499
1915.....	141,854,038	4,594,293	92,374	66,699,013	338,488,062	551,687,780
1916.....	154,949,262	4,118,650	104 488	93.233.755	349.198.684	601.604.839
1917.....	165,360,912	4,215,037	131,159	133,374.761	354,984,236	658,066,105
1918.....	158,345,626	3,931,216	211,323	177,167,844	369,080,675	708,736,684

a Weighing more than 3 pounds per thousand.
b Weighing not more than 3 pounds per thousand.
c Included in "Cigarettes, small."

We have to offer the following

Java-Vorstenland

purchased by our Mr. Joseph Holzman at the fall inscription:

Tegalgondo/M/A 1
Tegalgondo/M/A A 1
Tegalgondo M/A V 1

This is *excellent quality tobacco, thin of leaf*, with *very fine colors.*

We have also several *selected lots* of first and second sizes of *Sumatra* to offer.

JOSEPH HOLZMAN
185 Water Street New York City

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

Important New Cigar Leaf Tobacco Corporation

The Schmid-Muller Co. Organized to Consolidate and Take Over the Business of L. Schmid & Co. and the Hugo Muller Co., Inc.—Affiliated with B. H. Manus of Amsterdam.

Hugo Muller, president; John E. Rapp, vice-president; Alfred R. Schmid, treasurer, and W. R. Dittmar, secretary, are the officers of the Schmid-Muller Co., Inc., a new company of unusual importance in the cigar leaf tobacco trade of New York. For the strong new company already has the repute the prestige, the public confidence that attaches to the acquirement of long established, ably managed and for extended business. The Schmid-Muller Co., as its name implies, is organized to consolidate and take over the business of L. Schmid & Co. and the Hugo Muller Co., Inc., two big and very well known cigar leaf concerns in New York. Additional strength is associated with the consolidation because of the close affiliation for many years existing between L. Schmid & Co. and the famous Amsterdam tobacco business of B. H. Manus. The House of Manus indeed is a strong tower in the tobacco trade of Holland. And the excellent connection that will continue between the House of Manus and the new Schmid-Muller Co. will be effective in facilitating Sumatra and Java trade in the United States.

The Schmid-Muller Co. will have its offices at the corner of Water street and Maiden Lane, New York. It will take over the premises now occupied by the Hugo Muller Co .

L. Schmid, founder and head of L. Schmid & Co., long known as one of the shrewdest and most reliable tobacco merchants in New York, plans to retire from business about the first of the year. But his capable and popular son, Alfred R. Schmid, will be an active contributor to the success of the new company. An acknowledged hustler, one who delights in the immensity of big business, Hugo Muller, who steps from the presidency of the Hugo Muller Co. to the executive chair of the Schmid-Muller Co., is now in Europe. In Holland he concluded the negotiations that brought about the consolidation.

John E. Rapp, vice-president of the Schmid-Muller Co., was with L. Schmid & Co. for many years, being general manager for the firm at the time of his promotion to the vice-presidency of the amalgamated company. He is a man of noted ability, one who has many friends in the trade.

W. R. Dittmar comes to the new company from the Hugo Muller Co. As a company official as well as a salesman, he has earned the confidence and esteem of all who know him.

Though capitalized at $500,000, the Schmid-Muller Co. has financial backing stronger than such a capitalization would indicate.

And its future is secure.

World-Wide Coal Shortage a Menace to Industry

Joseph A. Broderick in Commerce Monthly

"Only two countries of the world, the United States and the United Kingdom, today have reasonable assurance of sufficient coal to operate their industries at capacity during the coming winter. In order to attain this security a definite limit has been placed upon the amount of British coal available for export, and in the United States exports have been automatically held in check by measures taken to assure domestic supplies. The fuel problem is the foremost question facing the industry of every country of western Europe, except the United Kingdom. It is also to the fore in a number of countries outside Europe, chiefly those countries of South America which have heretofore been dependent on imported coal.

"The international coal trade is entirely dominated by the United Kingdom, Germany and the United States. Not only is the coal supply of importing countries now dependent upon the mines of these three countries, but there is no prospect for years to come of important additions from other sources to the amount of coal available for the export market. The recent emphasis placed upon small shipments from new and remote coal fields has been entirely out of proportion to their relation to the issue. A similar overemphasis has also been placed on the proposed use of substitutes. Regardless of what the more remote future may hold, the present fuel problem will not be solved by the substitution of fuel oil for coal. The production of electricity from water-power necessitates elaborate installations at a time when capital is costly and difficult to secure, and extensive water-power projects require years for completion. Wood and peat are but poor substitutes for coal, and for many uses lignite likewise is highly unsatisfactory. Modern industry has been built on coal, and it is dependent on adequate supplies for its maintenance.

"The total shortage of coal in the international market is only a small part of the difference between actual production and probable output had the war not occurred, but when measured in terms of the effect on the countries which are suffering this shortage it is acute, and the only hope of meeting it lies in the productivity capacity of the United Kingdom, the United States and Germany.

"No comment can add emphasis to the facts. British exports for the year cannot exceed 25,000,000 tons with an additional 13,500,000 tons for bunkerage of vessels in foreign trade. Exports from the United States much in excess of exports for previous years, that is, gross exports of 25,000,000 tons, and 7,000,000 tons for bunkerage, might result in a corresponding shortage for American consumers. Required German coal deliveries are probably in excess of the surplus which Germany would have available for export if German industry were to operate without a handicap.

"The degree to which industry and the routine of ordinary daily life are disorganized in these countries is determined in part by the seriousness of their coal shortage and in part by the extent to which they are industrialized. The north European countries are the worst sufferers. Ultimately a balance will be attained between consumption and production, but it does not appear that this can be hoped for in the immediate future. The international coal shortage is one of the most serious results of the wastefulness of war."

PERCIVAL R. LOWE

Leaf Tobacco Broker

155 Water Street, New York

HUGO MULLER COMPANY

INCORPORATED

IMPORTERS OF

Sumatra and Java Tobacco

152 WATER ST., NEW YORK

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

CORNWALL & STEVENS, Inc.

84 William Street, New York

Insurance Engineers and Brokers Risks Covered Throughout U. S.

FIRE-MARINE-BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO

145 WATER STREET, NEW YORK

As we are now receiving regular shipments from Manila, which will be continued, we beg to advise the following now arriving

ALTAI MARU

30,000 El Pyrato Perfecto Sublimes
50,000 " " Americanos
30,000 " " Londres

PER S. S. WEST HEPBURN

100,000 El Pyrato Rothschilds Class "B"
40,000 " " Perfecto Extra Paper
120,000 " " Londres

PER S. S. COLUMBIA

100,000 El Pyrato Rothschilds Class "B"
20,000 " " Perfecto Extra Paper
20,000 " " Americano Paper
60,000 " " Londres
45,000 H. R. K. Londres
10,000 " Epicures
20,000 " Imperiales
10,000 " Exceptionales
40,000 " Americanos
30,000 " Vencedoras

PER S. S. VENEZUELA

165,000 La Mesa Londres
70,000 " " Americano Paper
100,000 " " Perfecto Extra Paper
48,000 Specials 18 Lbs 17 Top—12 M. Case
40,000 Battler Americano Paper
50,000 " Perfecto Extra Paper
12,000 " Specials 18 Lbs.—17 top—12 M. Case
75,000 " Londres
30,000 Manila de Luxe Americano Paper
40,000 " " " Perfecto Extra Paper
12,000 " " " Specials 18 lbs.—17 top—12 M. Case

PER S. S. VENEZUELA (Continued)

75,000 Manila de Luxe Londres
10,000 H. R. K. Exceptionales 1/40
10,000 " Epicures 1/20
5,000 " Imperiales 1/40
40,000 " Vencedoras Paper
60,000 " Americano Paper

PER S. S. WEST CADRON

100,000 La Mesa Perfecto Especial Paper
20,000 " " Americano Paper
20,000 " " Perfecto Extra Paper
24,000 " " Specials 18 lbs.—17 Top
75,000 " " Londres 15 M Case
40,000 Battler Americano Paper
90,000 " Perfecto Extra Paper
36,000 " Specials 18 lbs.—17 Top
105,000 " Londres 15 M Case
20,000 Manila de Luxe Americano Paper
80,000 " " " Perfecto Extra
24,000 " " " Specials 18 lbs.—17 Top
60,000 " " " Londres 15 M Case

PER S. S. ELDRIDGE

100,000 El Pyrato Rothschilds Class "B"
10,000 " " Americano Paper
10,000 " " Perfecto Extra
60,000 " " Londres

PER S. S. WEST IVIS

120,000 El Pyrato Londres
30,000 " " Americano Paper
60,000 " " Rothschilds Class "B"
30,000 " " Perfecto Extra Paper

IN ALL 2,571,000

Horace R. Kelly & Co.

Office, Murray Hill Hotel

40th Street and Park Avenue **New York City**

THE MEADS TOBACCO CO.

IF IT'S TOBACCO

WE HAVE IT

RED LION, PA. **U. S. A.**

I. H. WEAVER

- - PACKER OF - -

All Grades of Leaf Tobacco

237-39-41-43 N. Prince St., LANCASTER, PA.

Samples of our 1919 packing now ready. Write us if you need Pennsylvania.

Correspondence Solicited

SEEDLEAF TOBACCO GROWERS COMPANY, Inc.

LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers

Connecticut and Pennsylvania Leaf Tobacco

320-322 North Queen St. **Lancaster, Pa.**

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.

Lamour Street and M. & P. R. R., York, Pa.

J. E. PERKINSON, President

C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.

Raymond A. Heiland Tobacco Co.

INCORPORATED

PACKERS AND DEALERS IN

LEAF TOBACCO

Rooms 447-457 Woolworth Bldg. **Lancaster, Pa.**

Pennsylvania Tobacco Harvest Practically Completed

Weather During Past Week enabled Lancaster County Farmers to Speed Up Work Advantageously—Unusually Heavy Crop Indicated—Edward Ortman Gets a Verdict For $1,561.65—Schoener Makes Extensive Purchases of 1919 Tops—Cigar Manufacturers Busy.

LANCASTER, Pa., Sept. 24.—Glorious weather, fine sunshiny days, nice cool nights, conditions almost made to order for the tobacco growers, consequently the work of getting tobacco in the barns has progressed rapidly and in a way that causes satisfaction. By the end of the month, practically all the tobacco will be harvested. A touch of frost, felt Sunday night, at Mannheim, Lititz and Terre Hill, served as a sort of cold scare, but as it happened, absolutely no damage was done to the standing tobacco. The crop is a heavy one, by far the heaviest the county ever grew. And farmers will get more money out of it than they did for last year's crop, even if tobacco is sold at lower prices. Every expert agrees that the weight will exceed last years by at least 30 per cent.

Buying has not opened as yet, despite reports of the local papers to the contrary. Occasionally a garden crop of an acre or two may be sold, and the buyer may say that he was the first man in the field. The writer ventures to say that prices will be about the same as last year, with a big chance of it going lower.

A verdict in his favor for $1,561.65 was obtained by Edward Ortman, of Washingtonboro, a Lancaster County farmer, who brought suit against Chas. W. Salomon & Co., of New York City, in the York County court on Tuesday last. Breach of contract was alleged. Defendant agreed to buy the plaintiff's 1918 crop of Havana seed tobacco.

Mr. Ortman sued because of the company's failure to take the 1918 crop from him, after contracting to do so. In July, 1918, the company, through its York County agent, A. W. Gingrich, signed a written agreement to take the 4-acre crop at 40 cents per pound for both wrappers and fillers. In November, 1918, when the crop was ready for delivery, Solomon refused to take it. Ortman said he received no word from Solomon giving his reason for not taking the tobacco, but Solomon contended that he mailed a postcard to Ortman saying that the tobacco would not be accepted. Meanwhile the market price of the leaf declined. Ortman sold the crop in June of the following year for 20 cents per pound for wrappers and 5 cents for fillers. The total crop weight was 5,492 pounds of wrappers and 1,095 pounds fillers.

Judge Wanner, of York, who tried the case, decided in favor of the plaintiff. He instructed the jury that a contract made in good faith in this state, whether bound by a deposit or not, was binding. Both sides were represented by eminent counsel and it took two days to try the case. A number of similar cases have been tried here and in York County. I don't know of a single instance in the past 10 years where the farmer lost. Fighting on another man's "dung-hill" is expensive business, sometimes.

M. J. Schoener, of I. J. Schoener & Co., of 160 Water street, New York, is here looking for 1919 Tops and B's. I understand that he has bought several hundred cases.

H. J. Martin, the York cigar manufacturer, is here to attend a banquet of the Unied Commercial Travelers. He is the senior counsel in the York lodge.

Morris Rosenthal, accompanied by Cap. Goldberg and Louis Levy, started today on an automobile pleasure trip to Baltimore and Washington. They may stop and pick a "winner" at the Havre-de-Grace track.

Inquiries have been few during the past week for old tobaccos, but I look for a "healthy" market for 1919 tobacco within the next two weeks.

Chas. Hess, of the Seed Grower Tobacco Co., returned recently from a trip to New York, where he disposed of a big block of 1919 tobacco. He has been testing out his dryer this week, an up-to-date machine installed in one of his warehouses at a cost of over $10,000. Charley is nothing if not enterprising, and wants to be in a position that he can supply export trade with "London dried" tobacco as soon as the monetary situation in foreign countries stabilizes itself.

Manufacturers of high-grade cigars are very busy here, but in York County, which turns out millions of class B cigars, things seem rather quiet. However, all look for an improvement in the near future.

The financial troubles of Morris D. Neumann & Co., of Philadelphia, hit this section rather hard; a Lancaster bank, a Littlestown bank and one in Marietta are creditors to the amount of $43,000; a local tobacco packer is a creditor to the amount of $50,000. The probabilities are that creditors will get about 50 cents on a dollar, in time payments. At a meeting of creditors held in Philadelphia on Monday last, were people representing creditors in Lancaster, Marietta, Littlestown, Philadelphia, Troy, O., Hartford, Conn., and New York City, about 30 creditors in all. DICKIE.

No Strong Inquiry for Old Tobacco

In Cincinnati leaf tobacco circles there is very little trading at the present time. It is said that manufacturers are fairly well stocked up and that there is really little inquiry for old stock tobacco. Prices offered as a rule are extremely low and market conditions generally are not to be compared with a year ago.

Reports from the different sections of the burley growing belt of Kentucky, Ohio, Indiana, and West Virginia are for the most part favorable. Except in the blue grass section of Kentucky the crop as a whole seems to be going into the barns in excellent condition. The damage by wildfire in the blue grass section will probably not be as serious as last week's reports indicated. Tobacco men say that as a whole burley crop of the current year should be one of excellent quality and that there is every indication that the production will equal that of last year if it does not exceed it. —*Cincinnati Enquirer.*

Taiyo Trading Co. Makes Reply

WASHINGTON, Sept. 25.—In answer to a formal complaint of the Federal Trade Commission, the Taiyo Trading Co., of New York, states that matches manufactured by the Toyo Match Co., Ltd., in Kobe, Japan, are imported into the United States and sold under a Swedish label, viz., "Sakerhets Tandsticker." The company states further that the words "Made in Nippon" are conspicuously placed on the labels and that the matches are not marketed in such a manner as to deceive anyone into believing that they were manufactured in Sweden.

BENJ. SCHWARTZ

EXCLUSIVELY

PACKER PENNSYLVANIA BROAD LEAF

AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A

Correspondence Solicited

EPHRATA, PENNA

THEY WIN ON POINTS !!!

As to quality Manila Cigars meet every test.

Philippine Cigar Leaf is naturally Mild, Sweet and Aromatic.

All Manila Cigars are **HAND MADE, LONG FILLER,** and are manufactured under the MOST FAVORABLE CONDITIONS.

No cigar is MILDER or BURNS MORE FREELY.

Quality cigars, pleasing to the eye and entirely satisfying to the taste are now arriving from Manila in quantities to insure QUICK SUPPLIES and PROMPT SERVICE.

Prices that allow a fair margin of profit under present competitive conditions enable dealers to

MAKE MONEY ON MANILAS

List of manufacturers and importers on application to—

MANILA AD AGENCY, C. A. BOND, MGR.

172 Front Street, New York City Phone—John 1428

FROM THE FIRING LINE

Personal and Trade Jottings

Milwaukee cigar makers are seeking a site for a cooperative factory.

—

Cigar makers in Providence, R. I., obtained a raise of $1 per thousand.

—

The Orr Brothers Tobacco Co. of Windsor, Conn., has filed a preliminary certificate of dissolution.

—

The tobacco crop of Nyassaland, Africa, is expected to approach 3,000 tons. The quality is said to be excellent.

—

Herman Levy has been added to the cigar sales force of Mark S. White, Inc., of 137 Maiden Lane, New York.

—

United Cigar Stores Co. net profits in August showed increase of more than 100 per cent. over August, 1919.

—

Labor shortage hastened the installation of tobacco stripping machines in many factories in Belmont County, O.

—

Joseph E. Reardon is now in charge of the cigar department of Green's drug store, Merrimack Square, Lowell, Mass.

—

Max Taub, of J. N. Taub & Sons, cigar and tobacco jobbers, of Houston, Tex., is a business visitor in New York, this week.

—

Henry Oppenheimer, Sr., of the Oppenheimer Cigar Co., of Atlanta, is in New York for a few days. He is accompanied by his wife.

—

John T. Woodhouse, of the tobacco jobbing house of John T. Woodhouse & Co., of Detroit, is a business visitor in New York, this week.

—

Max Subert, treasurer of the Tobacco Stripping & Booking Co., of Hanover, Pa., returned to his home town Monday, after a brief visit to New York.

—

F. H. Brown, of the Van Noy-Inter-State Co., of St. Augustine, Fla., was a recent visitor among the large New York tobacco manufacturers.

—

The Liggett & Myers Tobacco Co., has leased the building at 17 West Kinney street, Newark, N. J., and will use the premises as a distribution station.

—

Samuel Scott, wholesale tobacconist, of 266 Middlesex street, Lowell, Mass., came to New York the other day to secure more stocks for the fall trade.

—

Simon Batt & Co., of New York, say that all of their cigar factories are working full force, without friction, and are thus enabled to keep pace with demands.

—

A specially important meeting of the Tobacco Salesmen's Association will be held Friday evening, October 1, in the Hawthorne building, 151 West 125th street, New York.

—

W. C. Bonham, Vice-president, and A. A. Howard, secretary, of the C. C. Ginder Cigar & Tobacco Co., of Birmingham, Ala., are among recent business arrivals in New York.

—

Mark S. White, Inc., cigar manufacturer of 137 Maiden Lane, New York, is putting out La Whitina squares and perfecto squares. The house reports that these sizes are in good demand.

—

Elias Bunzleman, of the Standard Leaf Tobacco Co., 244 Pearl St., New York, went to Connecticut Monday to examine his tobacco holdings, and to make some more tobacco purchases.

—

E. R. Mallett is president and treasurer; A. I. Mallett, vice-president; and M. M. Borchardt, secretary of the Mallett Cigar Co., recently incorporated at Miami, Fla., with a capital of $10,000.

—

The Silowitz & Pollock Tobacco & Cigar Corporation, with a capital of $25,000 has been incorporated at Woodmere, Long Island, by Nathan O. Pollock, Max Silowitz and Sam Silowitz.

—

Argentine expects tobacco to yield $43,-100,000 in taxes next year, according to budget estimates. Last year the tobacco tax amounted to 41 and the previous year to 36 millions.

—

Nathan Echstein, president of Schwabacher Bros. & Co., Inc., wholesale groceries, tobacco, cigars, etc., of Seattle, Wash., arrived in New York a few days ago, on a purchasing tour.

—

The Tolosa Cigar Co., Inc., whose factory at 11 Lispenard Street, New York, was inactive for three weeks, on account of disagreement with cigar makers, has resumed operations in full force.

—

Germany will lift the control from domestic tobacco as soon as the 1919 crop is disposed of, according to a statement made in the Reichstag by the Minister in charge. The 1920 crop will be "free."

—

The five-story factory building, on a plot 50 by 102.2, at 522 and 524 East Eighty-first street, near East End avenue, New York, has been purchased by the Consolidated Cigar Corporation from the Louis Weber Building Com.

—

Mr. Karsch of Saunders & Karsch Co., Inc., of 11 Burling Slip, New York, says that the leaf tobacco business is going ahead fairly well, even in the face of high prices and other unfavorable conditions.

—

Alfred Stevens, of Nora, Ill., writes that there are 25 acres of tobacco in his vicinity that has not yet been sold. Some of the crops have been bought by an Evansville firm. All tobacco down there has been harvested.

—

Roy Cox is raising 14 acres of tobacco on the Henry Cox farm at Indian Ford, Wis. The tobacco was harvested last week and is "very sizeable." One stalk measures 5½ feet, there are 16 leaves on it, the largest measuring 32 x 18 inches.

—

Sales of the United Cigar Stores Co., exclusive of agencies, in the first 14 days of September showed an increase of $825,837 over the 1919 period, which was the largest increase for any similar period in the company's history.

—

Martin Bros., tobacco importers and exporters, say that the demands for Turkish tobacco are improving, and that they have some large contracts under way. They say that inquiries and other indications point to an early boost in the tobacco business.

—

The M. Rebozo Co., is a cigar manufacturing company just incorporated at Miami, Fla., with a capital of $10,000. The new company is officered as follows: M. Rebozo, president; A. M. Roseberry, vice-president, and H. E. Roseberry, secretary and treasurer.

—

The Hava Cuba Co., with a capital of $10,-000 has been organized at Lakeland, Fla., to engage in the cigar business. The officers of the company are L. E. McClamma, president; J. H. Thompson, vice-president, and A. N. McClamma, secretary and treasurer.

—

James & Holmstrom, who have a first-class retail cigar store at 25 Dey Street, New York, say they have not felt very keenly the effects of the Tampa strike, except in a few popular sizes, inasmuch as they have always made it a rule to keep large reserve stocks.

—

Charles A. Bond, tobacco agent for the Philippine government leaves New York, Sunday, on a trip of inspection. On his way to San Francisco, he will make stops at Cleveland, Cincinnati, Chicago, Minneapolis and Seattle. He plans to be back in New York, in November.

—

Directors of the Consolidated Cigar Corporation have called a stockholders' meeting to increase the authorized common stock from 90,000 to 150,000 shares, without nominal or par value and upon such authorization to pay a 15 per cent common stock dividend Nov. 1 to stock of record Oct. 15.

—

Siam, during the previous fiscal year, imported 1029 metric tons of tobacco and tobacco goods, valued at 249,847 British pounds. The Siamese smoke cigarettes chiefly. Cigars and pipes are less popular. Some Siamese tobacco is shipped to Singapore and sold for export purposes.

—

Switzerland has offered the Bulgarian government agricultural machines in exchange for Bulgarian tobacco. The offer is being considered at Sofia. A number of foreign buyers are looking over the Bulgarian tobacco crop, visiting the provinces. Large sales seem to be imminent.

—

Joseph Holzman, tobacco importer of 185 Water Street, New York, leaves Amsterdam, Holland, for home this week, having made some extensive purchases of Sumatra and Java tobacco, at the inscriptions and privately. Some of Mr. Holzman's earlier purchases are now arriving at the port of New York.

—

S. E. Robertson, of the cigar department of the United Cigar Stores Co., returned last week from an inspection tour of factories in the Philippine Islands. Mr. Robertson was away for three months. He went over to study the cigar situation in Manila, and incidentally he visited China and Japan.

—

France, in 1919, paid 193,200,000 francs for imported tobacco. North America shipped 28,800,000 kilograms of tobacco to France, Brazil 6,700,000 and the Philippines 4,300,-000. Havana shipped 11,800,000 cigars to France, while 3,500,000 cigars came from Manila and 3,700,000 from Mexico.

—

A Maine woman of the fine old mother-in-Israel type for whom a promise, or even a self-imposed pledge is a thing to be sacredly kept, stepped into a drug store the other day and bought and lighted a cigar, thus fulfilling, as she explained, a vow made twenty years

before that when she voted she would also smoke.

—

William Henry Potter of 241 Ditson street, manager of the W. H. I. Hayes cigar store on Central street, Lowell, Mass., was taken sick Tuesday evening while he was waiting on a customer. He died before medical assistance could be secured. He was 59 years old. He was born at Newton Upper Falls. He had lived in Lowell nearly all his life.

—

Theodore A. Kogalkis, president of the Savannah Tobacco Co., has bought from Sam. Kaminsky, the two buildings at 16 and 18 Bernard Street, Savannah, Ga. Kogalkis has been in the tobacco business in Savannah since 1916. About 18 months ago, his company changed its name from the Theodore A. Kogalkis Tobacco Co., to the Savannah Tobacco Co. The buildings acquired are three story brick structures, directly across the street from the city market.

—

S. B. Carter states in a letter of recent date that tobacco culture in Iowa is falling off. He has about 15 acres, and there is a field near McGregor. Tobacco culture started in Iowa back in the 70's. Near Postville in Clayton county about 125 acres were grown in 1906, and G. W. Spitzner of New York bought it. No tobacco is raised there now. "The farmers became rich, and it is a difficult job to pry the Iowa farmer out of the corn field and the hog lot.

—

The L. E. Peters Cigar Co., which has been established in Fort Worth, Texas, for the past twelve years, recently incorporated for $50,000. The company plans to add 100 men to its force of cigarmakers as soon as material is available. The company is at present making 4,000 cigars a day. It has the biggest union factory in the Southwest. A branch will be established in Wichita Falls in the near future. The Wichita Club of the "Gusher City" has voted to lend the use of its name to a special cigar made by the Peters people.

—

Chas. W. McCormick, super cigar salesman for A. Siegel & Sons, of 1615 Third avenue, New York, after a two weeks' visit at headquarters, started Tuesday on his return trip to the Pacific Coast. C. W. is one of the most genial "Knights of the grip" in America, and he is sure to give and receive many a hearty hand-shake before he arrives at his home in San Francisco, as he expects to stop and book cigar orders in practically all of the important cities and towns en route between Hell Gate and the Golden Gate.

—

Mrs. Charles Richter successor to J. M. Anthony & Co., a leading cigar house of Providence, R. I., was in New York last week, and on Thursday, Mrs. Richter assured the firm of Marcelino Perez & Co., that her establishment will continue to feature the Rosa de Anthony cigars, manufactured by the Perez factory. This is the oldest account on the Perez books, having been opened about 1892, and is the first out-of-town account opened by the late Marcelino Perez, and as it has been continuously active it forms a record, of which the house of Marcelino Perz & Co., may well be proud. Such records are made only by fair and square dealing.

—

Relative to scheming in Switzerland done by ex-King Constantine of Greece it is said that Constantine after arriving in Switzerland received 10,000,000 Swiss francs from Herr Simson, chief of the late German propagandist press service in Zurich. It is also known that Constantine has been paying sums of money through his aide de camp to professional propagandists and agitators, some of whom have been obliged to leave Switzerland for Germany. Frau Sophie, Constantine's wife and sister of the ex-Emperor of Germany, is no less busy plotting. The 10,000,000 francs which Constantine received from Simson is explained as having been subscribed by tobacco manufacturers in Germany and Italy to whom Constantine promised a tobacco monopoly in Greece after his restoration.

—

Of the president of El-Rees-So Cigar Co., who, incidentally, is the baseball magnate of Greensboro, N. C., the *News* of that city says: "John T. Rees not only had no deficit to make up at the end of the baseball season this year, but actually came out with a little money in the treasury. Mr. Rees, with the late L. J. Brandt, for many years contributed money out of his own pocket to keep baseball in Greensboro. To that extent the town received favorable advertising as a live one at the expense of these private citizens; but it is precious little credit they ever got for it. It is good to know that for once advertising Greensboro with a pennant-winning ball team did not cost Mr. Rees anything, although, to tell the truth, that is saying no great thing for the town—it would be a poor one, sure enough, that would not support a champion team."

—

Samuel Gompers betrays a strange inability to see things as they are. With the whole country laboring in the throes of a painful readjustment; with declining prices in all lines of industry; with merchants and manufacturers everywhere seeing their war time profits shrinking, or being cut out altogether; with a necessity for the strictest economy on the part of individuals and the government as well, he stands stubbornly in the road insisting that labor shall bear no part in the general return to normal conditions. Not only does he resist any reduction in the wages of labor, which have reached an abnormal and preposterous height, until they are putting a wet blanket on all elements of progress, but he is constantly lending his aid and countenance to every effort to boost them still higher. He would have the "vicious circle" continued indefinitely.—*Tampa Times.*

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TWO STANDARDS for dealers
Send us a trial order. We guarantee satisfaction.
LARUS & BRO. CO., Richmond, Va.

—

The world probably would not recognize the name of Benjamin Kaufman, the traveling cigar salesman, as that of one of America's greatest heroes. And yet, Sergeant Kaufman, of Company K, 308th Infantry, Seventy-seventh Division, wrote a lively little chapter in the war all by himself on October 4 on the edge of the Argonne forest. When an enemy machine gun held up the advance, Kaufman led a patrol which set out to silence it. He became separated from his patrol, and a machine gun bullet shattered his right arm. He did not stop, but began tossing grenades with his left arm. Then he charged the enemy position with an empty pistol, scattered the crew and brought the gun and one prisoner back to a dressing-station. Sergeant Kaufman's first after-the-war job was managing a Wall Street messenger service. Then, with his brother, he opened a cigar store in Brooklyn, and now he divides his time between this store and traveling through Eastern States with his sample case. Now and again he is hailed by a war veteran who does know what his lapel rosette stands for, but over most of his route he is still a hero incognito. For a hero, unlike a good cigar, is not recognizable by the wrapper and the band.

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Larger Sales of Sun Cured at Richmond

RICHMOND, Va., Sept. 24.—Larger sales of sun-cured primings featured the Richmond tobacco market last week. The total of offerings for the two sales days was about 25,000 pounds. Some improvement was noted in the quality of the primings offered, and a few piles brought as much as $10 per hundred. However, the bulk of the goods offered consisted of the inferior grades, and they sold along from $2 to $6 per hundred.

No brights were offered on the Richmond market last week, but the warehouses have notice from growers of brights in several surrounding counties that they propose "to try the market" this week.

The Richmond warehouses will open for the sale of the regular sun-cured crop on October 26. This will be two weeks later for opening than is usual and than at first intended, but warehousemen and buyers alike have deemed it wise to have a late opening this year.

Resuming Sales at Danville

DANVILLE, Va., Sept. 25.—There have been no auction sales of leaf tobacco on this market since last Monday, when the farmers went on a "strike" because of the unsatisfactory prices offered for the first goods put on the market. Some private sales were made of lots that had been brought in with the expectation that auction sales would go on through the week.

Conferences between farmers, leaf buyers and warehousemen have been held during the week, and the farmers have had a big meeting of their own to protest against the low opening of the market. The farmers have also completed an organization to look after their interests.

It has been agreed that auction sales shall be resumed next week, and it is believed that a better feeling will prevail. The buyers are urging the farmers to market their weed more slowly, contending that the stringency of the money market demands this, and that if the growers will aim to market only about one-third of the crop between now and Christmas, instead of rushing in something like two-thirds in that space of time, as they have been doing for the last three or four years, they will probably not find so much cause to complain of prices. Farmers seem to be agreeing to this course. At any rate, it is certain that the sales next week will not be very heavy.

Heavier Sales Expected at South Boston

SOUTH BOSTON, Va., Sept. 25.—The South Boston tobacco market opened on Monday last. The sales of leaf on the opening day amounted to about 120,000 pounds, which averaged $20.03 per hundred.

Sales for the rest of the week were light, except on Friday, when they lasted until late in the afternoon. The total amount sold during the week was 356,481 pounds, which sold for $62,572.64, or an average of about $18 per hundred.

The offerings this week were made up mostly of primings and common grades of stalk tobacco, and these necessarily sold low. Whenever any good stalk tobacco was offered, the bidding was spirited enough, and prices on the same were fairly satisfactory to the farmers.

Heavier sales are looked for next week, as the weather has been suitable for stripping the weed.

Satisfactory at Mount Airy

MOUNT AIRY, N. C., Sept. 22.—The situation in the tobacco market of this city continues to be very satisfactory during this, the second week of the season. All reports agree that Surry county grown tobacco compares favorably with that of any section, and brings better average prices than any market in the state.

The farmers undoubtedly are better pleased with the prices paid here this year than last season. Many growers on the tobacco floors express themselves that their product brought far better prices than they had anticipated in the face of the slump in other tobacco markets, and every one who has thus far sold his tobacco on this market feels satisfied with the price paid.

At yesterday's sales the average price of all leaf houses was $24.64. At the Planters' warehouse the average was $27.81. Today's sales at the various leaf houses aggregated 33,388 pounds, but since a large portion of the offerings were trashy lugs, the average did not exceed 20 cents. At the Banner warehouse the average price today was $21.86, the highest of the day. At this leaf house Drew Harrell received 51 cents, while Lum Belton, Russell Jones, J. A. McCraw, R. F. Simmons, Jos. Jones and others, receiveed 49 cents for choice bright leaf. At the Planters' warehouse the top-notch price of the day, 55 cents, was paid to Mill Hiatt, while G. M. Smith, of Flat Rock, received 47, Moore & Tate, 46, and Ed. Draughn, of Dobson, were paid 45 cents for their tobacco.

Suggested by Pre-war Figures

KINSTON, N. C., Sept. 22.—The alleged "disastrous" prices for tobacco now obtaining in the Eastern belt are high compared with any paid before the world war, statistics for the market here show. Cost-of-production figures are not available, but it is claimed by well-informed planters that the cost of making the crop increased more from 1914 to the Summer of 1920 than did the market price. In 1909 the average price here was only 7.97 cents, and Kinston, one of the largest markets in the belt, was regarded as one of the best-paying. The production that year was a little less than 11,000,000 pounds, and the crop in this vicinity brought less than $900,000. The crop 10 years later brought about 15 times as much, at an average price approximating 50 cents a pound.

In 1910 local planters curtailed considerably, producing less than 6,500,000 pounds and the buyers paying only a little more than $600,000 for the crop, but the average price was 9.44 cents. In 1911 the output was even less by 50,000 or 75,000 pounds, but the sea-

son's price went to 11.80. The next year saw the production leap to 8,722,024 pounds, the total value to nearly a million and a half dollars, and the average price to 16.83 cents, or more than five cents a pound more than was paid in 1911. In 1913 local growers marketed the record crop of 11,609,828 poundss, for which they received more than $2,000,000, at an average price of 17.57 cents. In 1914 17,972,596 pounds came to the sales floors here, a big increase, and the market went smash, the average price dropping to 11.70 for the season and the total value of the crop lacking about $15,000 of reaching 1913's total.

Big gains in both production and prices occurred during the war years until in 1919 Kinston sold between 25,000,000 and 30,000,000 pounds of the golden weed, and the planters "wallowed" in prosperity. Well informed tobacconists still claim to foresee improvement of the 1920 situation until a 35-cent average is reached. Meantime tens of millions of pounds of a crop good in quality, but slightly off from last year's, are being held in barns by growers determined to "sit up with" the big buyers until "one side or the other has to give in." The season is young yet, they point out. Many southern Carolina farmers and tenants are "independent" after four or five years of good profits and prepared against just such a "rainy day" as has come, though not against a prolonged "wet spell," possibly.

Not So Bad at Burlington

BURLINGTON, N. C., Sept. 22.—The Burlington tobacco market opened yesterday with a total sale of 51,836 pounds at an average of $23.70 per hundred. One failed to observe any tags turned on the sales. It is true that many farmers went away disappointed, but it is also true that many were heard to express their entire satisfaction with the prices received.

In fact, if the reports from other markets are true, the Burlington market made a splendid opening, considering the amount of quality of tobacco offered. The town was full of farmers from all sections of Alamance, Caswell, Chatham and Guilford counties, anxious to see what the market would be. The prices ranged from $1 to $64 per hundred.

The consensus of opinion is that if the farmers are able to hold their crops the prices will become entirely satisfactory.

The market is open today with greatly reduced sales.

Low Grade Weed Keeps Down Prices

GREENSBORO, N. C., Sept. 24.—There was a decidedly better tone to the Greensboro tobacco market Friday than on any day since the season opened here last Tuesday Graham's warehouse sold a total of 13,034 pounds at an average price of approximately 13½ cents. The Farmers' warehouse sold from its floors for growers 8,706 pounds, and the average price there was 17½ cents. The highest price for the day at the first named was 51 cents, and at the latter 57 cents. There were any number of sales of fair grade tobacco at both places at prices that ranged from 30 to over 50 cents. The same grade brought the same price on both floors. It was yesterday, and has been all the week, the low grade tobacco that has kept the average price down, and whenever one warehouse's average has been lower than that of the other it has been because a greater quantity of scrap weed has been handled. Total sales Friday were 21,740 pounds, and the general average price was 15½ cents.

Friday's activities about the warehouses in Greensboro were featured by the apparent satisfaction of the farmers with the money they got for their tobacco. They seem to have come to realize at last that there is not the demand for the stuff this year that there was in 1919, and that this lack of demand is responsible for the decreased price. Warehousemen believe prices right now are as good as they will be at any time this season.

Strong Opening at Sanford

SANFORD, N. C., Sept. 22.—The Sanford tobacco market opened up good and strong yesterday morning, there being about 50,000 pounds offered for sale in the two warehouses. The prices ranged from $1 to $70 per hundred, the average price being around the $20 mark. Most of the farmers were prepared to expect prices somewhat lower than those of the initial sale last year, and were not disappointed. The prices that obtained here yesterday were far in advance of those paid at the opening sales in other places, so those who have attended a number of opening sales this year assert.

The prospects for the Sanford market this year are exceedingly bright. There is a heavy crop of the weed produced in this county this year, and there are some very fine grades of wrappers. Of course the excessive rains damaged the crop to some extent, but much of it shows up well. The biggest crowd that Sanford has seen in many moons was here yesterday, many of them bringing small offerings and many others who came simply as spectators.

Prices "Slightly Easier" at Lynchburg

LYNCHBURG, Va., Sept. 25.—The offerings of leaf tobacco on this market this week footed up 106,900 pounds. Sales for the corresponding week of last season were 409,000 pounds.

About two-thirds of the offering were dark primings, and the remainder bright tobacco and primings.

The greater part of the dark primings have been sold, and prices for them were slightly easier.

The opening sale of bright tobacco came up pretty well as to quantity, but the quality was not up to standard.

Prices were not as good as had been hoped, but they came fully up to other bright markets, some going as high as $50.

As the farmers realized that they got as much for their tobacco as could be gotten anywhere the feeling prevails that Lynchburg will have a good bright tobacco market, and from now on will have sales every day in the week except Saturday.

Quality Not Much Improved at Wilson

WILSON, N. C., Sept. 24.—President W. J. King of the Wilson Tobacco Co. reports that sales have been light this week compared to former years, and prices are about like they were at the close of last week. Quality of the sales has not improved very much, and is made up mostly of primings and tips. Sold during the week ending

Sept. 23, 1920.....	2,243,144 pounds
Amount sold for.....	$511,094.87
Average	22.78
Average last week.....	22.58
Total pounds sold to date..	5,303,622
Amount sold for.....	$1,236,202.94
Average	23.30
Average last week.....	23.53

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Piedmont Tobacco Growers Organize

REIDSVILLE, N. C., Sept. 24.—The Reidsville tobacco market opened Tuesday with only a moderate amount of the weed on the warehouse floors. The total sales were only 30,620 pounds. The average was $20.56, which was better than many people expected. This compares with an average of $18.49 on the opening at Winston-Salem and $15.10 the opening day of the Danville market on Monday. Prices ranged from $1 to $55 per hundred. As is the case in the beginning of the tobacco selling season every year, there was quite a lot of nondescript, "dogtail" stuff which sold for from $1 to $3, or anything the warehousemen bid. It is intimated that had these grades been eliminated the average would have exceeded $25.

Prices were about 30 per cent off from last year's opening average. It is the consensus of opinion among tobacco men that this crop will sell at an average around $30. The average will doubtless increase after the commoner grades are disposed of, as was the case last year.

All of the big companies are represented with buyers here, as follows: J. C. Ross, of the American Tobacco Co.; E. W. Smith, of the Imperial Tobacco Co.; P. A. Willis, of the Liggett & Myers Tobacco Co.; Robert Hairston, of the Export Tobacco Co.; D. R. Allen, of the R. J. Reynolds Tobacco Co.; E. D. Watt, of Old North State Co, and quite a number of local independent buyers.

Close observers expressed the opinion that the Reidsville market is in fine shape.

Wednesday's and Thursday's breaks were rather light and sales lasted only a couple of hours. Prices were thought to be a shade better on some of the better grades. Many farmers are holding back waiting to see further developments in market conditions.

A farmers' mass meeting was held here in the C. and A. hall Tuesday afternoon to form a branch of the Piedmont Tobacco Growers' Association. Several hundred farmers from Rockingham, Caswell, Guilford and Alamance counties attended.

The meeting was the outgrowth of the two big farmers' mass meetings held in Danville—one last week and one Monday afternoon—and had no particular reference to the prices paid for tobacco on the opening sale of the Reidsville market. A general movement is under way all over the tobacco belt to organize the tobacco growers with the object of obtaining better prices for the 1920 tobacco crop.

The Reidsville meeting was organized by the election of W. S. McKinney, of McIver, as presiding officer, and Fred S. Walker as secretary. Short speeches were made by M. D. Holderby, J. H. Allen, W. N. Duke, N. C. Thompson, Rev. E. N. Johnson and others. Most of the talks were along conservative lines and the farmers were advised to keep cool and act with well considered judgment in this crisis of low prices now confronting them. All of the speakers agreed that the tobacco growers could greatly improve conditions by organization and loyal cooperation. After some discussion as to the best means to pursue, it was decided to appoint a committee of 10 representative farmers from this and adjoining counties to represent the farmers assembled in any negotiations that may arise. One of the specific objects the committee was charged to secure was the closing of tobacco warehouses in Reidsville and other markets until better prices could be offered. The following gentlemen were named as the committee of 10: W. N. Duke, chairman; D. A. Hudson, P. E. Wilson, Garett Sharp, T. A. Stanfield, Fred Faucette, John W. Jarrell and J. M. Jordan.

This committee was instructed to select committees to visit the Winston-Salem, Madison, Stoneville, Greensboro, Burlington and Mebane markets to urge the warehousemen to close for the present.

A collection was taken to defray the expenses of these committees.

The full committee of 10 made an appointment with the local warehousemen, Watt, Pinnix and McCollum, and in a few minutes made the request that the Reidsville warehouses close. The warehousemen told the committee they would take pleasure in complying with the request if the other markets would likewise agree to close. An understanding was reached that the Reidsville warehouse would close at the same time the other markets agreed to do so.

The following committees were appointed to confer with the warehousemen on the other market:

Greensboro and Winston-Salem—W. S. McKinney, Fred S. Walker and M. D. Holderby.

Madison and Stoneville—W. N. Duke, P. E. Wilson and D. W. Hudson.

A committee was named from Caswell county farmers to visit Burlington and Mebane.

Warehousemen Not Inclined to Close

BURLINGTON, N. C., Sept. 23.—The tobacco warehousemen of this city held a meeting yesterday in conjunction with the representative of the North Carolina-Virginia Tobacco Growers' Association, at which time the warehousemen were asked to close their warehouses. This they refused to do, but did agree to close their respective houses if the remainder of the sale warehouses of the state closed their doors.

A meeting of the tobacco farmers of Alamance county has been called to meet here Saturday of this week to consider what steps should be taken to protect the interests of tobacco growers.

Conditions Will Improve at Durham

DURHAM, N. C., Sept. 22.—There is a distinct tendency on the part of tobacco growers in this section to withhold their crop from the market, despite the good prices offered on the opening day. This may be attributed in part to the organized effort to hold tobacco throughout the state, and in part to the fear that the price will weaken. It is expected better prices will be offered if the crop is withheld for as long a period as possible.

Offerings for the past two days have been smaller and the grade is not of the best. Prices have also been weaker, but it is probable the grade of tobacco offered is responsible for that feature of the market. It is also remarked that much of Monday's buying was done by the warehousemen.

Warehousemen believe the market will soon strengthen.

No "Glut" on Wilson Market

WILSON, N. C., Sept. 25.—Sales of leaf tobacco on this market this week were somewhat larger than had been predicted after all of the flurry. The total amount sold at the warehouses was 2,243,114 pounds, which made an average of $22.75 per 100 pounds. The average last week was $22.56. The total sales to date have been 5,303,622 pounds; average, $22.30.

The inferior grades are now being offered, much papery and chaffy stock being in evidence. Very little of the rich, gummy leaf has yet been on this market. There will probably be no rush of the weed to market next week. The sales will be large enough but there will be no "glut."

Tobacco Exports from New York

Custom House Figures for August, 1920

Leaf Tobacco

	Dollars.	Pounds.
Belgium	420	1,644
France	225,100	919,765
Gibraltar	2,727	19,555
Netherlands	440,022	1,124,213
Norway	13,354	49,460
Portugal	192,420	684,285
Sweden	188,553	705,930
England	57,002	125,422
Panama	2,018	5,760
Barbadoes	1,415	3,967
Trinidad	51,115	77,803
O. B. W. Indies	9,519	31,390
Danish W. Indies	1,166	4,401
French W. Indies	3,904	15,661
Haiti	44,243	134,860
Santo Domingo	70	180
Argentine	1,308	3,275
Brazil	1,691	5,502
Colombia	1,937	3,450
British Guiana	6,889	22,267
Dutch Guiana	12,410	46,979
French Guiana	2,498	8,201
Australia	378,201	593,753
Philippines	8,000	11,464
British W. Africa	15,386	38,595
British S. Africa	358	1,235
Canary Islands	7,937	35,791
French Africa	77,389	184,478
Liberia	92	200
Egypt	1,200	8,965
Totals	1,748,344	4,868,451

Cigarettes

	Dollars.	Thousands.
Denmark	2,500	2,000
Italy	619,188	252,900
Netherlands	300	25
Norway	35	3
Portugal	4,615	1,350
England	157	40
Bermudas	71	11
Costa Rica	3,510	836
Nicaragua	143	30
Panama	25,273	6,567
Mexico	180	20
Miquelon	72	30
Barbadoes	131	33
Jamaica	247	70
O. B. W. I.	1,200	666
Cuba	2,059	370
Danish W. Indies	4.239	1,147
Dutch W. Indies	846	322
Haiti	8,855	1,829
Santo Domingo	4,355	1,050
Argentine	2,580	1,010
Chile	2,966	410
Colombia	91	23
British Guiana	58	15
Dutch Guiana	140	40
Uruguay	743	180
Aden	3,200	850
China	21,812	7,750
British Indies	84,900	28,850
Dutch E. Indies	11,736	2,643
Turk. Asia	63	25
Australia	737	260
New Zealand	3,519	733
Philippines	12,492	2,700
British East Africa	20,913	7,150
Egypt	216	50
Total	146,143	321,988

Cigars

	Dollars.	Thousands.
Belgium	450	3
Italy	52,500	2,500
Spain	120	1
Barbadoes	127	5
Haiti	51	1
New Zealand	350	20
Total	53,598	2,530

Plug Tobacco

	Dollars.	Pounds.
Denmark	980	2,992
France	70,000	281,700
Sweden	15,875	20,000
Scotland	114	320
Bermuda	836	1,960
Panama	3,190	7,738
Jamaica	175	330
O. B. W. I.	66	114
Cuba	10,419	26,405
Danish W. Indies	89	198
Dutch W. Indies	775	1,680
Santo Domingo	380	600
Argentine	550	1,000
Chile	54	120
Colombia	36	60
British Guiana	85	125
Uruguay	85	160
British India	1,182	2,112
Australia	14,433	27,916
New Zealand	47,212	60,114
Philippines	1,800	5,000
British S. Africa	242	528
Total	168,578	441,172

Smoking Tobacco

	Dollars.	Pounds.
Italy	71,520	206,670
Portugal	32,140	41,904
Sweden	2,706	3,600
England	677	936
Bermuda	115	346
Costa Rica	193	224
Panama	326	654
New Foundland	185	1,234
Barbadoes	489	1,684
Jamaica	364	410
Trinidad	222	216
O. B. W. I.	799	1,510
Cuba	4,792	6,818
Danish W. Indies	193	261
Haiti	1,438	1,912
Santo Domingo	506	504
Argentine	533	720
Chile	648	648
Colombia	53	48
British Guiana	76	72
Uruguay	192	160
British India	200	400
Dutch E. Indies	1,720	4,000
New Zealand	21,844	34,775
British W. Africa	27	43
Total	142,958	309,099

Other Manufactures of Tobacco

	Dollars
Gibraltar	7,519
England	3,051
Barbadoes	750
Cuba	2,602
Canary Islands	1,837
Various countries	309
Total	16,068

TOBACCO STOCKS

	Bid	Asked
American Cigar Company	128	130
American Cigar pf.	72	80
American Mach. & Fdy.	140	160
American Snuff	100	105
American Snuff pf.	78	87
American Sumatra	86½	87¾
American Sumatra pf.	85	90
American Tobacco	130½	131¼
American Tobacco B	129¼	129½
American Tobacco pf new.	90¾	91½
Conley Foil (new)	20	23
Consolidated Cigar	73½	75½
Consolidated Cigar pf.	80	83
General Cigar	61	64
General Cigar deb.	83	85
General Cigar pf.	88	92
Geo. W. Helme com.	160	170
Geo. W. Helme pf.	93	98
Imperial Tobacco	8¼	9
Johnson Foil	100	115
J. S. Young	128	138
J. S. Young pf.	80	90
Liggett & Myers	140	145
Liggett & Myers B.	120	145
Liggett & Myers pf.	100½	106
Lorillard P.	140	144
Lorillard P. pf.	97	105
McAndrews & Forbes	110	117
McAndrews & Forbes pf.	75	80
Porto Rico Am. Tob.	110	120
R. J. Reynolds 'A.'	83	89
R. J. Reynolds 'B.'	41	43
R. J. Reynolds pf.	98½	100½
Tobacco Products	68	68½
Tobacco Products pf.	85	90
United Cigar Stores	130	160
United Cigar Stores pf.	95	104
Weyman Bruton com.	165	175
Weyman Bruton pf.	88	94

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Louisville Tobacco Market Reports

LOUISVILLE, Sept. 24.—For the week, the Tobacco Board of Trade report is as follows:

TOBACCO SALES FOR THE WEEK AND YEAR TO SEPTEMBER 24.

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year. Jan. 1 to Date
Turner	45	...	45	3,490
Kentucky	248	...	248	10,500
Main Street	140	...	140	6,054
Planters-Farmers	310	2	312	8,341
Tenth Street	189	...	189	5,870
Louisville	147	15	162	7,366
	1,079	17	1,096	41,621
Year 1919			1,220	44,416
Year 1918			388	50,818
Year 1917			225	37,184

Classifications of This Week's Sales.

	Old Crops.	1919 Crop.	Total.
Burley	235	784	1,019
Dark	2	75	77
	237	859	1,096

Classification of Sales Jan. 1 to Date.

	Old Crops.	1919 Crop.	Total.
Burley	7,648	31,436	39,084
Dark	312	2,225	2,537
	7,960	33,661	41,621

Classification of Sales to Same Date in

	1919.	1918.	1917.
Burley	38,556	46,062	33,281
Dark	5,860	4,756	3,903
	44,416	50,818	37,184

Comparisons with Previous Years.

		1920.	1919.	1918.
Sales—				
Total sales of new crop to date		36,902	45,469	54,078
Sales of new crop to date. Original inspection		30,523	39,530	49,305
Rejections—				
Rejections this week	Burley.	333	....	....
	Dark..	15	....	....
	Total..	348	204	44
Percentage of rejections to auction sales	Burley.	33	....	....
	Dark..	23	....	....
	Total..	32	22	28
Rejections, Jan. 1 to date	Burley.	10,049	....	....
	Dark..	587	....	....
	Total..	10,636	7,415	5,677
Receipts—				
Receipts this week		1,110	734	191
Recepts, Jan. 1 to date		34,621	42,919	45,544

Official Quotations at Louisville

	BURLEY: Dark Red	BURLEY: Bright Red	BURLEY: Colory	DARK: Manufacturing
Trash (green or mix.)	4 to 5	.. to 6	7 to 8	5½ to 6
Trash (sound)	5 to 7	8 to 10	9 to 12	6 to 7
Common Lugs	8 to 10	11 to 14	14 to 17	6 to 7
Medium Lugs	11 to 16	14 to 17	19 to 24	8 to 9
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf (short)	9 to 12	16 to 20	18 to 22	8 to 9½
Common Leaf	13 to 15	20 to 22	24 to 28	9½ to 12½
Medium Leaf	17 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, Secretary.

Paducah Market Report

PADUCAH, Ky., Sept. 24.—The loose floors and chute markets have continued open during the past week and have sold tobacco every day. The prices remain about the same as for the past several weeks, common leaf selling from 9 to 14 cents and medium to good leaf bringing from 15 to 23 cents. Lugs range from 3 to 8 cents. The bulk of the tobacco being delivered though is going to the prize houses of the Planters' Protective Association. They are prizing their stocks as fast as possible, but their houses still contain enough loose tobacco to keep them working for some time to come. No sales of tobacco have been re ported this week.

The weather for the past week has been ideal on the growing crop, the days being hot and sultry, the night cool with heavy dews. The tobacco left on the hill is looking well and improving in quality and texture, and with a continuation of favorable weather will reach full maturity before being cut. Cutting has been rather general all over the district and I would estimate the Western District farmers have cut and housed 75 per cent of the crop. It is impossible just at this time to say just what the quality and yield will be, but indications are that the crop will contain a large per cent of useful tobacco and make a good yield on the short acreage.

W. B. KENNEDY.

Will Hold for a Good Price

RICHMOND, Ky., Sept. 26.—It is greatly feared by many of the tobacco men in the county that a considerable portion of the crop is going to waste. Much of it was cut too green, owing to the effect of the rust, and a great quantity has rotted since being placed in the barns. Many have been crowded for room and it is said by some that the storage houses were crowded to such an extent that a good deal of it has decayed.

Other weed has been houseburned and a good deal of it was cut too green and not properly cared for after being placed in the sheds. The growers here are learning of the reports of tobacco sales throughout the country at low prices and are very much disturbed.

The extensive crop has necessitated the outlay of much money and the building of additional barns for housing. The markets have been watched very closely and the sales in some localities, chiefly the Carolinas, do not at any rate tend to make growers very optimistic.

There will probably be a large delegation of the local growers, who expect to attend the meeting in Lexington September of the Burley growers. There has been a campaign on here for membership which has been productive of great results, owing to the unsettled condition of affairs pertaining to tobacco here and elsewhere. There will probably be reports at this meeting from growers in all parts of Kentucky, Indiana, Ohio and West Virginia. They will hear the consensus of opinion regarding the disposition of the production this year.

The result of prices being offered in the various localities in both this and other states has been that some have decided to curtal the crop next year. It is probable many of them will reach the decision to cut out one-half of the crop next year.

The tobacco in the Silver Creek section is said to be the best in the county and hurt very little by the rust or blight, and producers there are busily engaged in taking in the crop. The owners there are determined to hold for a good price, since the quality can not be excelled in the state.

Farmers Are Rushing the Tobacco Harvest

LANCASTER, Ky., Sept. 26.—This week has been an ideal one for cutting and housing tobacco and the growers have been doing all they possibly could to get the crop in. The outlook in this county for a very high class crop of tobacco at this time is very pleasing.

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Late Tobacco Is Maturing Well

HOPKINSVILLE, Ky., Sept. 24.—There have been no sales of tobacco in any form reported this week, Loose Leaf warehouses having closed for the season, and farmers seem to have finished delivering 1919 crop.

The past week has been a busy one with tobacco growers; they have been cutting and housing their crops as rapidly as the tobacco has ripened, and quite a large percentage of the tobacco has been cut a few days too early for it to have good body and be "oily." We estimate that about 60 to 70 per cent of the crop in this section has been housed and is being cured.

Several barns of tobacco have been burned while the curing was being done.

The weather is fair and warm, good to mature tobacco standing in the field, and if growers could be patient and wait for their tobacco to mature before housing it, there would be a much larger percentage of good leaf than will be when cut when only half ripe. It is now growing late in the season, however, and nearly time for frost, so that we need not be surprised that farmers are apprehensive about their tobacco, also late corn and other crops.

Should the weather remain fair and warm throughout the coming week, the later tobacco will be fairly well matured and no doubt will show a very good percentage of medium to long leaf, as the late plants were topped low, and while they contain only a few leaves to each plant, these leaves are of very good length. We think the present crop will contain a much larger percentage of leaf running from medium length to long, than did the 1919 crop, but the lugs will perhaps be very chaffy and light on account of so much "Black Fire." T. E. ELGIN & Co.

Strong Farmers' Committee Appointed

AUGUSTA, Ky., Sept. 26.—At the meeting of tobacco growers at Brooksville last Saturday, G. W. Toleman, Claude McClanahan, L. J. Cooke, H. E. Routt, James W. Taylor, W. N. Humlong, A. L. Murray and W. R. Boughner were appointed to attend the meeting at Lexington on September 30. District meetings were held Friday evening and a good many pledges were made.

Tobacco is curing up nicely and much of it will do to strip. In a few cases the whole barn is almost ready to be stripped.

A rain Friday discouraged the growers, but weather has turned out well and no damage will likely be done.

No Tobacco Crop Estimator

FRANKFORT, Ky., Sept. 26.—The cut in departmental estimates by the last Congress in passing appropriation bills cut Kentucky farmers out of their expert tobacco crop estimator.

W. C. Hanna, commissioner of agriculture, on his attention being called to it—and it was called from all over the State—made efforts to fill the gap; but failed. Tobacco experts are too expensive for the State budget. With the tobacco expert go the experts on cotton and fruit. The fruit men were the first to call on the Commissioner for help.

Through these Governmental agencies alone can the producer of such highly specialized crops deal on anything like even terms with the middlemen and manufacturers, it is pointed out. The latter have their own means of estimating the amount on hand, acreage, production and quality of the crops; but the fruit, tobacco and cotton producers depend on the Government to furnish them accurate information as to how much remains in storage of previous years' crops and the conditions they will have to meet.

Kentucky tobacco growers say they find it particularly unfortunate this year, as there is an enormous acreage of tobacco; its condition is an important factor, and next year they will be worse off, even if the next Congress provides for an expert to look after their interests in dealing with the tobacco buyers. There will be a gap of twelve months, they say, which can't be bridged, and continuity of records is important. The big tobacco concerns will possess this, but the growers with whom they deal will not.

Estimate Wild Fire Damage at 25 Per Cent

LEXINGTON, Ky., Sept. 25.—The four-fifths of the tobacco crop already in the barn has mostly cured up as well as possible with the effects of wild-fire and rust on it. Practically no houseburn has been reported, which was very much feared a week or two ago. But most growers took precautions against such a calamity by providing themselves with plenty of material for firing. Wood, coal, coke and oil were used extensively to cure up the weed.

In Fayette county it is estimated by the farmers themselves that the damage from rust and wildfire extended to about 25 per cent of the whole crop. A few crops have been almost total losses, but these are very few. Generally the estimates of damage range between 15 and 35 per cent for the country. The farmers are in somewhat of a quandary as to the best procedure to keep the epidemic out of the next year's crop.

Tobacco Crop Curing Up Well

A week of absolutely faultless weather throughout the Blue Grass section of the State has brought out the crops to a superlatively satisfying extent. Practically all the crops have been immeasurably benefited by the few days of hot, sunshiny, drying weather. Tobacco is improved, corn is a bumper crop, hay and pastures are the best ever, and so far as the crops themselves are concerned, the farmers have but little to worry about.

Most of the tobacco crop, about 75 per cent, is already in the house, and although reports of houseburn and rot come in occasionally, the crop as a whole is curing up well. The air has dried up so now that houseburn would be amost impossible. It is the opinion of many farmers that the damage from wildfire and rust can be safely set at 25 per cent of the total crop for the Blue Grass.

Reports coming in from the early tobacco sales and the market recently opened in North Carolina have a very discouraging effect on the Blue Grass tobacco growers. It is very probable that the meeting which will be held here next Thursday will develop into some sort of powerful machine for holding the market for tobacco at a balance with the production cost.

Corn made unusually rapid progress toward maturity during the week, helped by the uninterrupted heat and dryness of the air. This will undoubtedly be the largest crop of corn ever raised in Kentucky, bar none. It is all of excellent quality, and will go a long way toward offsetting the loss on the tobacco crop.—*Lexington Herald.*

Jumping the Price of Tobacco Sticks

PARIS, Ky., Sept. 26.—Ten days of sunshine has greatly benefited the tobacco crop, completely reversing weather conditions for the six previous weeks.

Eighty-five per cent of the tobacco crop has been cut and housed. Many farmers were short of barn room and had to scaffold late cutting. There was a decided shortage of tobacco sticks, and prices jumped from $18 to $35 per thousand.

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We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Tampa Strikers Desire a Secret Referendum

Some of the Unemployed Cigar Makers "Are Very Near Starvation"—Advisory Board Endeavors to Hold Discouraged Unionists in Line—A Letter Written by Dissatisfied Members of the Union.

TAMPA, September 25.—A Tampa *Times* reporter, while at the Labor Temple, Friday was accosted by a cigarmaker who asked for the loan of 25 cents. When queried what he intended doing with "so much money," the cigarmaker said that he wanted a "bite to eat," that he was near to starvation. The reporter then questioned him: "Why don't you go to work?" The answer showed that the men are being cowed into submision by the board.

The cigarmaker said "The board will not allow us to go to work and if we did it would be as much as our lives were worth."

The following letter received by *The Times* shows that the cigarmakers are either preparing to return to work in repudiation of the tactics of the joint advisory board or they are expecting the board to take leave of the situation as soon as it gets too warm for them.

TAMPA, Fla., September 24, 1920.

To the Editor of *The Times*: Several members of the international union went in a body last night to call on the joint advisory board and asked them how many signatures were necessary to present to them so that they could call a real secret referendum.

The joint advisory board answered that there was no need of such action as the strike would not be ended in a year or two; the only way to end this strike would be the complete surrender of the manufacturers to the demands made by the joint advisory board.

In view of this answer of the joint advisory board, this self appointed committee presented the suffering and hardships that are going on among the members of the international union in particular, as well as a good many others who are not members, but who have refrained from going to work.

This the joint advisory board denied, and made the statement that there was no such a thing as suffering in Tampa.

Again the committee manifested to them that it would be unwise to continue this strike when public opinion was going against them and this strike had already gone on too long, and they could not see how they could bring the strike to a success with public opinion against them.

This was answered, we do not give a damn about public opinion; we wipe our feet with public opinion.

These are real facts. The above represents the frame of mind of the joint advisory board, who are materially responsible for present conditions.

We understand that several members of the joint advisory board are contemplating leaving town as soon as it gets too hot for them, if they have not left already.

Now we would like to ask the public's opinion and particularly to the strikers, are the members of the joint advisory board made up of strikers or manufacturers?

We just read the proofs in the paper that Jose Miro Muniz, secretary of the joint advisory board, is a partner in a cigar factory. This he denied positively some time ago. These proofs are substantiated by the government records and a notary public.

Who are we with, with God or with the devil? We have the right to know.

What can be in the minds of these unfortunates? Is it possible that they can keep on fooling the people and not be responsible for it?

SEVERAL HONEST WORKMEN
THAT REPUDIATE SUCH
TACTICS.

Tobacco Barn Destroyed by Fire

HOPKINSVILLE, Ky., September 26.—Another tobacco barn has been added to the toll being taken this year while the tobacco is being cured. This time the barn of Stephen J. Roberts, near Bennettstown, containing six acres of tobacco, caught while the fires were being kept up and it was a total loss. The loss amounts to about $2,500, with $1,500 insurance.

Viewpoint of the Warehousemen

DANVILLE, Va., September 26.—Despite the request of the Virginia Tobacco Growers' Association that sales on the local tobacco market be suspended another week, starting from tomorrow, the market will reopen tomorrow morning, the Danville warehousemen having firmly, but politely, declined to meet the first request of the new organization.

The warehousemen made their attitude plain in their written reply, stating that they had been glad to accommodate the growers during the past week, but pointing out that other adjoining markets had not closed, but had been selling tobacco for those who wished to dispose of early curings.

It was said that it was unfair to the customers of the local warehouses, and that they could not remain closed for another week unless there was the positive assurance that all other markets in the old belt would follow suit. As there was little chance on such short notice of bringing about co-operative action, the reopening of the market tomorrow morning is assured.

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Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

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10 section $2.25
20 " 2.50 } **F. O. B. New York**

5% Discount allowed on all orders accompanied with remittance

Preliminaries in Danville

DANVILLE, Va., Sept. 25.—At two rousing meetings held here today, said to be the largest gatherings of countrymen ever held in Danville, the Virginia Tobacco Growers' Association was brought into being.

Officers were not elected today but a nominating committee of farmers on both sides of the State line was named to meet here Friday to make recommendations which will be acted on at another mass meeting to be held here next Saturday. Under the terms of a resolution offered this afternoon every farmer was delegated and requested to return to his own precinct and there organize local units of the organization and to preach the doctrine of crop curtailment next year and the necessity of whole-hearted cooperation with the movement just formed. Various committees appointed will hold meetings during the coming week and by next Saturday will have reports to present.

The most important action taken this afternoon was the unanimous adoption of a resolution calling on the tobacco warehousemen in the old belt, which takes in part of Virginia and North Carolina, to continue to suspend their sales until October 4. The curtailment committee was urged to get into touch with all the markets in that belt before Monday and serve what was taken to mean as a notice on the warehousemen. Sales were to have been resumed here Monday and it was expected that some favorable reaction in prices would be seen.

The Danville warehousemen this evening, however, declined to close and pointed out they alone had done so this week and that it was unfair to their customers, so sales will resume here Monday.

The committee nominated to recommend a roster of officers for the first year was as follows: Pittsylvania, R. L. Coleman; Halifax, D. S. Bray; Charlotte, R. P. Barnes; Rockingham county, N. C., R. J. Hudson; Bedford, G. F. Turner; Caswell, L. S. Carter; Henry, C. S. Turner; Franklin, J. L. Davis; Person, K. C. Wagstaff; Campbell, W. T. Oakes, and Guilford county, N. C., T. L. Wells.

The committee on crop curtailment was named as follows:

J. J. Martin, Danville; J. H. Johnson, Halifax; S. S. Carter, Charlotte; John R. Williams, Rockingham county, N. C.; L. M. Turner, Bedford; T. Y. Chandler, Caswell; James F. Gordon, Mecklenburg; W. T. West, Henry; E. M. Perkins, Franklin; Calvin Warren, Person county, N. C.; Joseph Epperson, Campbell, and Henry Labeth, Guilford county, N. C.

The membership fee, which in the report was suggested at 50 cents, was raised to $1 per capita per annum.

Up to Expectations at Greensboro

GREENSBORO, N. C., Sept. 22.—Sales were small, but prices remained satisfactory yesterday for good grades of totobacco on the Greensboro market. The warehousemen stated that they did not expect any great amount of the weed to come in during the day, so they were not disappointed over the 1,860 pounds sold at the Farmers' warehouse and the 5,390 pounds auctioned off on the floor of the Graham warehouse. The Farmers' average price per pound was a shade better than 24 cents, and the Graham averaged 15.10. At the first named there was much good weed that sold for 40 cents and over, while there was just an opposite situation at the last named, where practically all the tobacco was of the scrap variety.

Reports after the sales were over were to the effect that there were two discontented growers who took their small loads of tobacco back home after they saw the prices offered. The warehousemen were not discouraged over this, pointing to the fact that last year some producers turned down offers of 90 cents for their tobacco. On the whole, growers who brought their weed here yesterday were satisfied with what they got for it.

One big producer was exceptionally well pleased. He hauled to the Farmers' warehouse two loads of tobacco that he had taken from the floor at Winston-Salem. For one of the loads he was offered 17 cents in the Twin City; he got 24 cents for it here yesterday. His Winston-Salem offer for the other load was 30 cents, and the price he got here was 33 cents.

Offerings Not So Good at Winston-Salem

WINSTON-SALEM, N. C., Sept. 24.—Total sales for the week, 635,987 pounds. Average price per pound, 20.29 cents. Sold to date of 1920 crop, 1,240,172 pounds. Average price per pound, 19.61 cents. Sold to same time last year, 5,170,383 pounds. Average price per pound, 35.99 cents. General disposition on part of the farmers to withhold their tobacco until a later date for selling; the opinion prevailing that prices will advance later. Offerings not as good as last season. G. W. CORBIN.

Not Marketing the Best at Warsaw

WARSAW, N. C., Sept. 25.—Total sales for the week, 264,566 pounds. Average price per pound, 13.78 cents. Sold to date of 1920 crop, 1,295,300 pounds. Average price per pound, 16.82 cents. Very little good tobacco being marketed.

Better Grades Will Bring More at Kinston

KINSTON, N. C., Sept. 25.—Total sales for the week, 1,662,897 pounds. Average price per pound, 18.75 cents. Sold to date of 1920 crop, 3,756,040 pounds. Average price per pound, 19.50 cents. Decline in average this week due to large percentage of sales being fair grade tips. Better grade leaf of tobacco selling better. E. M. SPEED, Secy.,
KINSTON TOBACCO BOARD OF TRADE.

An Average of $22.85 at Oxford

OXFORD, N. C., Sept. 25.—Total sales for the week, 74,812 pounds. Average price per pound, 22.85 cents. Sold to date of 1920 crop, 74,812 pounds. Average price per pound, 22.85 cents. Sold to same time last year, 634,709 pounds. Average price per pound, 42.59 cents. Market opened Monday, Sept. 20.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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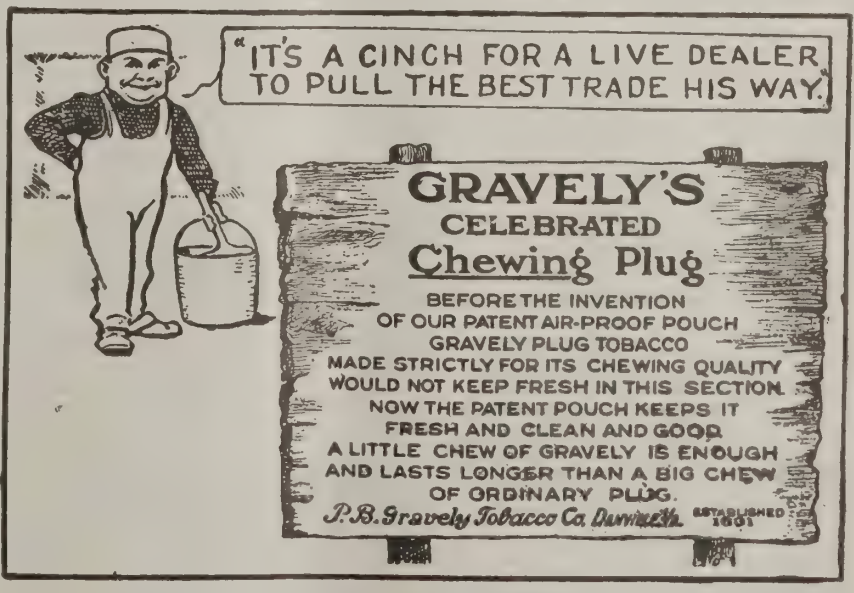

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Hartford, Conn.

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TOBACCO BUYER
196 Water St., New York

For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Connecticut Tobacco Has the Desired Color

The New Crop, Curing Down, Shows an Unusual Proportion of the Lighter Shades—So Far Free From Canker or Pole Sweat—Cheese Cloth for Tents Comes Considerably Cheaper—State Police Pursues the Bootleggers.

HARTFORD, Conn., Sept. 27.—The Fall, thus far, has been all that the growers could desire, the weather being warm and just right for curing the tobacco crop. Later planted tobacco was safely housed before any frost came. With warm weather, the tobacco is curing down rapidly and, contrary to growers' expectations, later cut crops are coming down with light colors. Ordinarily they would have cured slowly and been inclined to be dark in color if the weather had been colder.

The early cuttings are now practically all cured and ready to be taken down, but growers will wait a while until the weather becomes more settled, as they will not take chances of the development of canker. The tobacco is now working out under ideal conditions, with fogs in the early morning, which dampens it down, and the middle of the day hot, bright and sunny, which again dries it up, thus curing out "fat" stems, and setting the colors evenly.

The leaf shows a much larger percentage of fine light wrappers than in former years; it is free from "pole sweat" and seems to have a good body. Considerable "primed" and shade grown tobacco has been taken down and put into the bulks. This tobacco has excellent quality and fine colors. The general opening of the warehouses has been set for Oct. 23, when all warehouses in this section will open the season.

Several warehouses were remodeled during the summer and necessary additions were made to provide sufficient room to handle the 1920 crop by the most improved up-to-date methods.

Shade growers are now placing their orders for cloth for 1921 crop at about a 25 per cent reduction in price, which means a cost of about $400 per acre against $500 the past season.

J. E. Shepard, of South Windsor, Conn., who grows over 300 acres and was unfortunate enough to lose nearly 200 acres by the hail storm in August, has been in the field buying broadleaf tobacco, a variety which he has to have for his customers.

Tobacco in Massachusetts, especially in the vicinity of Greenfield, is a fine crop, the growth being heavy. It was sold in the field at good prices. This section of Massachusetts escaped storm damage, either by wind or hail, and the tobacco was all harvested before a frost appeared.

The bulletin on leaf tobacco compiled by the department of commerce shows that the Connecticut-Rhode Island revenue district has five cigarette factories that produced 671,500 cigarettes, also 255 cigar factories which produced 85,844,061 cigars and 34 factories producing tobacco and snuff. The revenue taxes for tobacco in Connecticut was $515,396 and $107,763 in Rhode Island.

The average yield for Connecticut tobacco in 1919 was 1,560 pounds per acre and the average price paid was 46.3 cents.

Connecticut imported 139,436 pounds of tobacco valued at $148,092. The bulletin further states that the manufacturers and dealers held in April, 1920, of New England tobacco, including Connecticut, was 69,087,414 pounds, which was divided as follows: Broadleaf, 27,530,283; Havana seed, 33,538,052, and shade grown, 8,019,082.

Huntting Bros. have leased their warehouse in East Hartford to the American Sumatra Tobacco Co. for three years. For a number of years the American Sumatra Tobacco Co. has occupied this warehouse and last January the warehouse was badly damaged by fire, causing a loss of the tobacco to the American Sumatra Tobacco Co. of about $100,000.

The illegal liquor traffic which has been going on in the tobacco plantations which border on the town of Windsor, Conn., East Granby, Bloomfield and Tariffville was suddenly brought to a halt on Saturday by a corps of state police armed with search warrants. A quantity of liquor was found and six men were heavily fined. X. Y. Z.

Wisconsin Notes

EDGERTON, Wis., Sept. 24.—The harvest in the northern tobacco section is practically over. In the southern section it will be about 90 per cent finished by the end of the week. The weather conditions during the harvest could not have been better, and one of the soundest, if not one of the largest, tobacco crops raised in Wisconsin is safely housed. Of course, there is going to be quite a lot of tobacco of the late cutting which needs a couple of weeks more of favorable weather to cure out sufficiently to be safe from early frost, but that part of it is a condition that the grower is meeting every year. The tobacco that has been hanging in the sheds during the last two weeks is curing out remarkably well. For a dry weather crop, its thinness is remarked about among old growers. It seems also that in the sheds that have been kept closed since they were filled the tobacco is curing best.

In the northern section tobacco is bought right along. The country is not bare of goods in first hands, but it looks as if a clean-up will be made. The quality and size of the tobacco up there have held the prices about where they started. In the southern section very little buying is done. The *Reporter* ventures the guess that less than 40 per cent of the southern Wisconsin tobacco crop had been lifted by the first of the present week. That any rush in the buying of the unsold portion will be made before the tobacco has cured out in the sheds well enough to admit of intelligent examination, is not looked for, though a light steady picking crop is likely. It is a satisfaction to record that very little, if any, unripe leaf will go into the sheds.—*Edgerton Reporter.*

More Than 2,000,000 Cigarettes Stolen

Charged with receiving $19,000 worth of cigarettes stolen from a D., T. & I. freight car, August 24, Abe Davis, John Williams, Charles Lotherington, Fred Walling and Harry Edwards were taken before United States Commissioner Hurd at Detroit Wednesday a week ago for examination.

After the government's case was presented by Assistant District Attorney Eaton, the defense was granted an adjournment.

The prosecution alleges that the 243 cases of stolen cigarettes—2,430,000 cigarettes in all—were hauled in moving vans to the Lone Pine Inn, conducted by Abe Davis, at South Dearborn road and Fort street, Detroit, and remained there from 1 A. M. until 9 o'clock P. M. August 24. Then the big load was hauled clear across the county to Oscar Margolis's inn, 15 miles out Gratiot avenue, but on reaching there the crews were notified to drive back to Wyandotte.

The cigarettes finally were unloaded in Wyandotte, it is said, 124 cases at Albert Barnowski's home, 135 Fourth street, and the rest at John Corrigan's soft drink store, 40 Biddle avenue.

Barnowski and Corrigan declared that they were asked to store the goods over night. They were not made parties to the present case; but the cigarettes were seized in their places by Detectives Heffron, Burzyk and Butterly, who had traced the movements of the big vans.

The car of cigarettes, which was being shipped to a Grand River avenue wholesaler, was broken into at Mackie street and West End avenue, Detroit

The Bazaine Palace a Cigarette Factory in Mexico

An Industry Established in a Flower Garden

In Mexico as you go along the street of the Bridge of Alvarado, famous as marking the causeway along which Cortes and his army retreated on the Noche Triste, you come to a relic of a later age, the palace presented to Marshal Bazaine by the Emperor Maximilian, recalling two of the unluckiest men in modern history. It was chiefly famous for its gardens, said to be the finest in the city. The palace has followed the empire into nothingness, but the gardens remain. There must be a dozen acres of them, all fountains and flower beds and stretches of green turf, and avenues of fine old trees. They are kept in apple-pie order, better, I should suspect, than they were under the French general, and they are devoted to the pleasure not of an emperor or a successful soldier, but of some 2,400 cigarette girls (not to speak of the men) employed in the second largest cigarette factory in Mexico. We talk a great deal nowadays about garden factories and workshops, improved conditions of labor at home, and discuss with amused contempt the efforts of foreign nations to imitate us. I should very much like personally to escort some of our self-satisfied factory owners and with them some of those intelligent observers who are fond of referring to "Barbarous Mexico" over the factory and gardens of the Tabacalera, Mexicana, S. A.

"I think the outside would astonish them as much as any part of it, for there is nothing of the pierced brick box or cement-and-iron monstrosity about it. Passing it along the road, you would notice only a white stone building, with large windows, that might very well be a rich man's home, the more so that as you glance through the entrance door you have a vision through a door beyond of flowers and waving trees. When you enter your first impression is one of peace. There is no dirt or smoke, or steam or bustle. Nowhere does the old tag apply more forcibly that you might eat your dinner off any floor in the building. The great machines are all run by electricity and do their work in dignified silence. You see them devour great armfuls of tobacco, but always with a lady-like delicacy, and the endless processions of finished cigarettes slip down their appointed inclines like a procession of children going to their first communion. As you are led through one great hall after another, perhaps what strikes you most are the brightly colored shrines dedicated to the Virgin or one or other of the saints, usually with a lamp burning before them, against the walls or on the staircases.

"I am not an amateur in machinery, so I have only a vague notion of how all this efficient cleanliness comes about, except that there are a great many machines, the majority of them apparently made in England and Germany, and that between them they turn out a daily average of two million cigarettes of different kinds. There is apparently room for improvement, for on entering a room where Amazonian cohorts were fixing gold tips to the end of certain cigarettes the manager told me, almost with tears in his eyes, that such work ought to be done by machines, which had been ordered in America, but had not yet been delivered, owing, he supposed, to the transportation crises in both countries.

"The workers were almost as unobtrusive as the machines. There were a great many of them, either attending upon the electric machines or seated at long tables, packing cigarettes into boxes with deft fingers. I imagine that in the ordinary way they chatter and giggle among themselves after the manner of their kind, but as we passed through the quiet halls there was not a whisper among them, perhaps because a director of the company was of the party, only hundreds of pairs of critically observant, brown or black or purple eyes gazed at the visitors with an embarrassing frankness.

"It is disappointing to have to add that there was not a red and yellow striped skirt nor an obtrusive hair comb, nor so much as a pair of castanets among them all; instead, they were all very quietly dressed in ordinary clothes—there is little need of overalls in a place where there is no dust or dirt. The majority of them were obviously Indian by blood, they worked very industriously, and some of them make as much as two pesos a day.

"There were many warehouses where the raw tobacco was waiting to be sent for. It is, by the way, all grown in Mexico, much of it coming from San Andre, Tepic, though it grows in a dozen other states as well, thriving best, of course, in the *tierra caliente*. Remembering only Sir Walter Raleigh, we are apt to forget that not Virginia but Mexico is the true home of the *Nicotiana tabacum* and that more than a hundred species of it are there to be found. But the tobacco was to me the least interesting thing about this unusual tobacco factory.

"There were many other rooms and warehouses where it was being packed and labelled and boxed and otherwise made ready for sale.

"I have visited a good many factories and quite a number of gardens in my time, but nowhere else have I seen such a combination of them. From the factory windows you might be looking down into the gardens of Versailles, while looking back at the factory through the roses you might very well be in Arcadia itself, with only the occasional flash of a window or a white wall to remind you of reality. You are not lacking in Arcadian incidentals either. A serious procession of white ducks waddles over the path in front of you; the stern challenge of some stout-souled rooster comes from a neighboring grove. And all this, remember, is not only part of a great factory, but is within a mile of the center of a capital city with nearly a million inhabitants and under the very shadow of the great steel skeleton which some day, when the national funds will run to it, is to house Congress and the Senate.

"The garden is not all garden, of course. There is one little flower-decked building which is the factory hospital. It is not very large, because it is not very often needed—only about once a year, in fact. It is a little difficult to injure yourself with electric machinery that is so masked and fenced that you cannot even see the wheels go round. Another bungalow provides a lunch room for the staff. But perhaps the most delightful feature has nothing to do with the factory at all. It is a tiny house, into which a man can just penetrate if he bend double, but furnished completely, down to Liliputian teacups, electrically lighted, and with all modern conveniences. In other words, it is a babies' palace, dedicated more particularly to the small daughters of one of the directors, and to me it was the last incident needed to prove that factory life in Mexico is not as in other countries.

"I am not setting out to prove that Mexico is a country of ideal factories. Nor should I care to testify that La Tabacalera Mexicana is an ideal factory in other respects, for I have seen only what lies on the surface."—O. H. Hueffer, in the *New York Evening Post.*

Revising Tobacco Duties in British Honduras

PUNTA GORDA, British Honduras, Sept. 14.—The subject of tariff revision has been advanced in British Honduras with the purpose of applying schedules preferential to units of the British Empire, especially Canada. The new duties have not yet been announced and are in part undetermined. As the revision is designed to effect preference without reducing the sum total of tariff revenue, tobacco will probably receive the customary short shrift as a luxury, steep though the duties already are. However it may turn out to be with the tobacco schedule, in general, the proposed preference seems likely to be a small handicap for American export business because of nearness and established trade. Moreover, Canada is not yet a tobacco rival to be feared, is she?

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REMEDIOS

"Congested Wharves" in Havana

HAVANA, Sept. 25.—Arbitrary removal of freight from congested wharves to an open field in this city was begun by the government today to relieve the piers of merchandise which for months has blocked importations, causing heavy losses to shipping interests and resulting in high prices to the public. The cost of the removal will be charged against consignees.

The Chamber of Commerce and importers' offices kept their doors closed throughout today in protest against harbor conditions, and a mass meeting was held this afternoon under the auspices of the Merchants' Association. Protests were made against inadequate harbor and custom house facilities and the alleged indifference of Secretary of the Treasury Conci and Collector of Customs Escolo. Antonio Anton, president of the Chamber of Commerce, moved that both be requested to resign, which motion was adopted.

Resolutions that the American minister be advised of the possibility that Cuban merchants might have to ask an extension on payments, and that he request the Washington government to order the suspension of freight shipments, except of absolute necessities until the piers and warehouses can be cleared, were approved.

The seriousness of the congestion at the Port of Havana cannot be fully appreciated unless one has seen it. Piers, bulkheads, wharves and warehouses are piled high with miscellaneous merchandise, seldom with all of the packages of each shipment collected in one place, and without proper regard with respect to the fragile or perishable nature of many of the shipments.

The harbor is afloat with lighters, rafts and floating vessels of all kinds which are piled high with merchandise, much of it inadequately protected from the rains which are almost daily occurrences in Havana at this season of the year. A considerable part of the merchandise on lighters and floats has been received from vessels which have no fixed and permanent landing facilities, but have taken cargoes to Havana in the hope of being able to deliver them at some general pier.

There is uncertainty as to who is responsible for the insurance on cargoes delivered to lighters and smaller vessels, the shippers and insurance companies insisting that their liability ceases with the ordinary expiration of the voyage, the consignee claiming that inasmuch as the merchandise has not been put ashore he is not responsible for its protection.

The phenomenal increase in the import and export trade of Cuba in general and of Havana in particular explains to some extent the extraordinary degree of congestion which now exists in the port of Havana. As in the case of water supply of the city, so in that of its wharfage and warehousing facilities. Havana has failed, in respect to the public services mentioned, to keep pace with its industrial and commercial development, with the result that when the number of vessels entering the port is far in excess of those which entered a year or two ago, the wharfage and warehouse accommodation is entirely inadequate. Serious losses, particularly in goods of a perishable kind, are suffered by importers through delay in unloading, while in the case of other goods the losses from pilferage, already high in a port such as Havana, are greatly increased. In a number of instances vessels have been detained for several weeks, with resulting heavy charges for demurrage. American steamship companies recently increased freight rates between the United States and Cuban ports by 2 per cent as an offset to the time lost in the latter through congestion.

It is not alone, however, owing to the failure to provide adequate wharfage and unloading facilities that the congestion mentioned has taken place. The customs regulations are of such a kind as to be directly contributory to congestion, in that, under these regulations an importer is prohibited from removing part of a consignment made to him if the whole consignment ex a given vessel is not cleared at one and the same time. Without elaborating the matter unduly, it may be said that notwithstanding the limitations of the existing docks and wharves in the port of Havana, the congestion now referred to would not have presented itself in nearly such an acute form had the customs regulations been more in consonance with the requirements of the situation.

A third and not unimportant cause of the present congestion is the stevedore strike which began in the first week of January, lasting until about the middle of March. The volume of cargo in the port accumulated owing to the strike, which had not been cleared up to the end of July. Shortage of rolling stock on the railways has also been regarded as one of the causes of congestion, as owing to this goods could not be forwarded to the country as quickly as is desirable.

The various Chambers of Commerce and similar bodies in Havana have repeatedly made representations to the Government pointing out the grave inconvenience and losses suffered by commerce owing to the conditions just mentioned, but until recently no official action of a very definite kind has been taken. Reforms in respect to the Customs administration are now being undertaken which should tend to alleviate the position. Early in July the United States Shipping Board, which is stated to control 60 per cent of the American shipping entering the port, notified their agent in Havana that until conditions are improved further cargo vessels controlled by the board from ports in the United States to Havana will be cancelled. The States Department and Department of Commerce of the United States have now taken up the matter of port congestion, and a commission on which shipping interests will be represented is expected to visit Havana shortly. Certain projects, having in view the improvement of conditions in the port of Havana, are likely to be carried into effect. Two United States steamship companies will both, it is stated, shortly begin the construction of wharves and warehouses, capable of dealing with large quantities of merchandise. The Port of Havana Docks

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.
Havana Tobacco Stripping Co.
Tobacco Strippers and
Commission Merchants
LEALTAD, 110, HAVANA, CUBA

Cable "Quinto" P. O. Box 592
WALTER SUTTER Y CA
COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Company, which already has two wharves, will begin the construction of a third, equipped with fixed and movable cranes for handling cargo; the total sum to be expended by the company being estimated at seven and a half million dollars. In connection with the new sugar refinery at Regia, it is stated that considerable improvements in respect to wharfage will be carried out.

Daily Mail by Seaplane from Havana

WASHINGTON, Sept. 25.—Daily seaplane mail service between Key West, Florida and Havana, Cuba, Sunday excepted, is provided for through a contract signed by the post office department and the Florida West-Indies Airways, Incorporated. The service will be inaugurated October 15.

The contract provides for the transportation of 500 pounds of first-class mail bearing ordinary postage rates, and in addition the mail destined for Cuba and connection with the seaplane bearing postage at the special rate authorized.

The seaplane is scheduled to leave Key West upon receipt of mail from the forenoon train, or within one and one-half hours thereafter, but not later than 4 P. M., and to arrive at Havana in two hours.

All mails not connecting with the seaplane will be forwarded by the regular mail steamer.

Havana Leaf Tobacco Dealers

Alphabetically in Cuba, important dealers in leaf tobacco are listed as follows:

Name	Address in Havana
Abella, M.	Galiano 100
Aixalá y Comp.	Corrales 6 al 10
Alvarez, Fernandez R.	Dragones 90
Alvarez & Co.	Monte 38
Armbrecht, W.	Amistad 120
Benitez, Tomás León	Monte 15
Bernheim & Son, Inc., J.	Belascoain 120
Bridat & Co.	Cuba 116
Callejas e Hijos, José	Monte 32
Camejo y La Paz	Belascoain 126
Cano y Hno.	Bernaza 39
Cárdenas, Fernando	Monte 116
Castañeda, Ignacio P.	Dragones 110
Cepa y Comp., R.	Industria 122
Cuban Land and Leaf Tobacco Co.	Clavel 1
Cuervo, Clemente y Ca.	Dragones 43
Díaz y Alvarez	Monte 136
Díaz y Comp., B.	Prado 125
Diehl, Hermann	Gervasio 182
Ellinger y Cia., Ernesto	Zulueta 44 y 46
Esquerro, F.	Luz 10
Fernández, Baldomero	Industria 176
Fernández, Grau y Hno.	Monte 116
Fernández, Manuel	Monte 139
Fernandez y Ca.	Gervasio 88
Foyo & Rodriguez	Reina 22
García Pulido, M.	Revillagigedo 8 y 10
García y Comp.	Monte 106 y 110
Gato, E. H., Cigar Co.	Monte 28 y 30
Godinez y Hermano	Amistad 97
González, Hno. y Co.	Dragones 39
González, Sobrinos de A.	Industria 152 y 158
González y Hno., N.	Monte 72
Grau, Silva y Ca.	Reina 83
Gunst y Co., Inc., M. A.	San Miguel 58
Gutiérrez, Facundo	Estrella 35
Havana Tob. Export Co.	Industria 128
Havana Tob. Stripping Co.	Lealtad 110
Haas, Abraham	San Miguel 85
Hernández y Alvarez	Rayo 66
Herrera, Calmet y Co.	Monte 199
Iglesias & Valle	Salud 15
Jorge Severiano & Co.	Egido 2, Por Dgnes.
Junco, Constantino	Leatad 129
Kaffenburgh's Son, I.	Neptuno 6
León, Ruperto	Prado 123
Leon, Ruperto	Salud 25
Lobeto y García	Amistad 138
Lozano, Manuel	Monte 130
Martínez y Ca.	Monte 114
Mendelsohn & Levison	Zulueta 44 y 46
Menéndez y Comp.	Amistad 87
Menéndez, José	Caliano 102
Mederos T. Hno. e Hijo.	Maloja 12
Menéndez, Florentino	Monte 167
Medio, Celestino	Industria 142
Montero, Hijos de Diego.	Dragones 106
Múñiz, Hnos.	Reina 20
Múñiz, y González	Industria 148
Obeso, Cándido	Prado 121
Oyarzún, Sánchez y Co.	Monte 68
Pantin, Leslie	Virtudes 74
Pendas y Alvarez, Y.	Zanja 75
Pérez, Calixto	Amistad 138
Pérez Capin y Comp.	Amistad 98
Pérez y Hno., M.	Zulueta 50
Pertierra. Junco y Ca.	Dragones 41
Pollack, Mark A., Inc.	Figuras 4
Prieto y Ca.	Manrique 128
Fuente y Co., José C.	Monte 168
Rocha, José F.	San Miguel 100
Rodriguez, Méndez y Co.	Cárdenas 53
Rothschild, Sidney	Industra 144
Ruisanchez, Gutierrez & Ca.	Tenerife 37
Sánchez, Pastor	Monte 225
Selgas y Comp.	Consulado 138
Sierra y Díez	Monte 3
Smith, Hinsdale & Co.	San Miguel 108
Suárez, Angel María	Manrique 188
Suárez, Hnos.	Rayo 110
Suárez y Comp., José	Monte 56
Suárez y Cia., Manuel A.	Figuras 39 y 41
Sutter & Co., Walter	Virtudes 129
Toraño & Ca.	Estrella 53

CIGARS FROM CUBA.

Per S. S. Mexico. Arr. Sept. 22.
Consignees:

New York—	Cases
Grosvenor Nicholas & Co.	20
Park & Tilford	75
Charles & Co.	8
G. W. Faber, Inc.	42
United Cigar Stores Co.	31
B. Wasserman Co.	35
G. W. Sheldon & Co.	2
Duncan & Moorhead (Phila.)	6
British-Amer. Tob. Co.	8
Rich & Co.	6
C. G. Voight	1
R. E. Lane	19
G. S. Nicholas & Son	19
N. Y. & Cuba S. S. Co.	48

CUT TOBACCO FROM CUBA.

Per S. S. Mexico. Arr. Sept. 22.
Consignees:

New York—	Cases
Park & Tilford	1
United Cigar Stores Co.	1

TOBACCO FROM CUBA.

Per S. S. Mexico. Arr. Sept. 22.
Consignees:

New York—	Packs
M. Rosenberg & Co.	9
Guedalia & Co.	21
M. Lopez & Co.	5
J. H. Goetze & Co.	15
Stern-Mendelsohn & Co.	36
Yocum Bros. (Reading)	22
Penn. W. & Safe Dept. Co.	74
P. Lorillard Co.	178
Gallagher & Ascher	10
Hinsdale, Smith & Co.	20
J. Bernheim & Son	169
S. L. Goldberg Sons	5
Ernest Ellinger & Co.	31
General Cigar Co.	118
J. Negeira	2
E. Rosenwald & Bro.	28
Saunders & Karsch Co.	4
Havana-American Co.	64
American Cigar Co.	57
C. D. Stone & Co.	37
F. Miranda & Co.	117
J. Holzman	16
N. Y. & Cuba S. S. Co.	189

	Bales
J. F. Navarro	6
S. Rossin & Sons	200
Guedalia & Co.	31
Max Schwartz	81
C. D. Stone & Co.	236
J. Bernheim & Son	300
E. P. Cordero & Co.	69
Ernest Ellinger & Co.	84
H. Oppenheimer & Co.	31
S. Ruppin, Inc.	48
J. Negeira	12
E. Rosenwald & Bro.	200
F. D. Grave (New Haven)	75
F. Miranda & Co.	127
J. H. Goetze & Co.	33
N. Y. & Cuba S. S. Co.	64

	Barrels
J. F. Navarro	4
Sartorius & Co.	179
Hinsdale, Smith & Co.	72
E. P. Cordero & Co.	15
S. L. Goldberg Sons	40
Baltimore & Ohio R. R.	10
E. Ellinger & Co.	108
General Cigar Co.	15
J. Negeira	6
E. Rosenwald & Bro.	20
Saunders & Karsch Co.	10
A. Murphy & Co.	60
N. Y. & Cuba S. S. Co.	69

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GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

M. GARCIA PULIDO
PACKERS AND DEALERS IN
ALL KINDS OF HAVANA LEAF TOBACCO
Cable—"GARLIDO" Code—WESTERN UNION
REVILLAGIGEDO NO. 6-8-10, HAVANA, CUBA

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PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
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Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

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PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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Sweet and Aromatic

INDEPENDENT CIGAR FACTORY

M. L. FERNANDEZ, Proprietor

Cable: "Belinda"

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U. S. REPRESENTATIVE

WM. T. TAYLOR — 50 East 42nd St.

Price Increases Can't Be Side-Stepped Up State

The Chief Topic of Conversation in Cigar Stores—A Jobber Should Have a Pocketbook That Bulges Like Moe Rothschild's Purse—When Dealers Go "Shopping Around"—The Convenience of a Salem Satchel—"Impossible to Produce Good Cigars for Less Money"—J. W. Stevens Revisits the Antietam Battlefield.

New York State Capitol District,
Rocket-to-the-Moon-Week, 1920.

"Who's this kite, Jim, which should be plannin' to ship a sky-rocket to that there guy in the moon?" Sam Ash wanted to know, as he looked up from the morning paper just in time to see another customer enter the Stubb & Ash, Inc., store and approach the still-five-cent secundo counter. "Is he a tobacco feller, or what?"

"Why do you connect him up with the tobacco business, Sam?" cross-questioned Jim Stubb, cosily arranging the Hot Chair Club benches in the customary apple-pie order for the Boosters' Bashful Band. "Just because everything in the trade is so strong as Union Pacific, and going higher, do you get the idea we're all going up in the air, like a Broad-and-Wall bomb?"

"Huh, even yuh should see the resemblance, unnerstan me," taunted Sam Ash, selling aforesaid customer and returning to the newspaper intermission until another smoker desired a regular cigar at an amoskeag price-cut. "Ain't it a fact, I ask yer, if this here business is shootin' the bid-an'-ask so tall that even a feller built all vertical should soon never be able to reach it a smoke unless he wears stilts, an' has it a pocketbook with a bulge like Moe Rothschild's, y'unnerstan."

"Every jobber needs such a purse now, too," coincided A. J. McAvoy, signing the roster for the Dearstyne Brothers Tobacco Company as he accepted S.R.O. in the foyer o' the Hot Chair Club. "Because a wholesaler must stock hundreds o' brands for which there is really but small demand. Still, they must be carried to satisfy the orders of customers who desire more profitable goods.

"And, by profitable goods, I don't mean brands of enormous demand. Naturally, you'd think such items were very desirable on account of their ready sale. But, you'll find, these brands, especially cigarets, are all cut to pieces by both jobbers and retailers, exactly the same as sugar.

"Dealers can't be blamed for this condition, either, for they have to fence around with various jobbers for favorable discounts in order to compete with cut-price outsiders in the trade. Yet, of course, we strongly object to regular customers of ours buying their staples elsewhere, merely to save, say, two per cent.

"When they do this, you know, they are quite apt to pay the cutting jobber his cash on the spot, else in ten days promptly. While, on the other hand, they will then delay payment of their regular weekly accounts to the jobber who supplies the bulk of their ordinary tobacco and cigaret brands.

"This practice ties up our own liquid funds which should be flowing in and out rapidly enough to cover all manufacturers' invoices as the ten day term expires, else the two per cent should be lost. Now, with the more active competition since the close of the war, jobbers are loosening their terms, offering liberal discounts which they cannot really afford.

"In the end, all such conditions cause widespread dissatisfaction and disaster, both to jobber and retailer. No one can operate without a fair profit, and it is surely time that the dealers have their portion the same as the manufacturers."

"You're right, Mac, but how are you going to fix it?" Jim Stubb asked for information, as he crossed his legs in order to make a softer lap-bed for Sara Katz. "All the propaganda in the world won't make a retailer see the light unless it is linked up with a less price, and you know it."

"Yeh, that idear should already be so old an' hard as Kauri pine," scoffed Sam Ash, interrupting himself to wait upon a cash customer with a quarter to spend for two ten-cent cigars. "Give 'em prices, an' the business is your'n."

"But you've got to give 'em service, too," ammended Jim Stubb, lighting up a crescendo-cabinet for a puff of real vuelta and imitation zimmer. "That's the number twelve item in the Boston-bag, you bet!"

"These Boston bags make me think of the Salem shipping-satchels," interjected Wee Willie Lakin, strapping in his grip the Waitt & Bond Blackstone samples, only to be used in case o' fire. "And I guess my original introduction to them came thru Pop Walton, the old Totem man in this territory before I arrived.

"You see, Pop invited me over to his Salem home for a holiday, and when we get there his wife insisted he go down street for some small purchases. So we started off sou'-by-sou'-wes' thru the lanes o' Salem-town, making the first flag-stop at a bakery.

"Here Pop got his stuff together, pulled a tremendous big bandana handkerchief from his pocket, spread it out, put the goods within, tied the four corners crosswise, looped a finger under the knot, and prepared to ramble off.

"'Hold on,' says I, starin' at the contraption. 'You ain't goin' to walk thru these here streets with that bundle o' immigration baggage, are you?'

"'Sure,' says Pop, lookin' first at me, then the bundle, 'why not?'

"''Cause, if you do, Pop, you'll have to take the side streets where the witches live, and I'll go home along the main boulevards,' says I, peeved at the display o' rank indifference.

'"What, on account of this here Salem shopping satchel?' gasped Pop, lookin' at me with incredulous blinks. 'G'wan, you're splashin' water in the boat! C'mon, it's gettin' late, my wife'll give me the devil. Why, Bill, if you don't see at least two hundred o' these here devices before we reach th house, I'll buy you a bran new Blackstone cigar!'

"And, sure enough, as we walked along, just at the hour folks were going home for the day with household supplies, about every other man or woman had the day's purchases all wrapped up in one of them there Salem shopping-satchels—a big bandana!

"So, some day, when this Boston bag gets a bit more antique, I'm going to send down Salem-way for one of those bandanas, and then tote my Totems and Blackstone boxes around to the trade in the style o' the witches, who sure knew how to porter a package or two without horsin' a heavy grip along, too, merely for the appearance of a lil' vamp o' vogue!"

"Yeh, you should git it some o' them Salem-sacks, Bill," agreed Sam Ash, wiping away the Indian summer perspiration induced by too much business behind the seventeen-cent cigar case. Then mebbe we should have it a few files for these here circulars announcin' price changes, huh?"

"What changes do you refer to, Sam?" inquired Jim Stubb, shifting his Hot Chair Club seat to benefit by the cooling breezes from the autumnal typhoon. "You don't think of the General Cigar Company letter as a mere change, do you?"

"Sure, that should be one o' 'em," nodded Sam Ash, also trying to get in line with the welcome air from the north-west. "They say Robert Burns an' Van Dycks is gone from thirteen to fifteen, an' from fifteen to seventeen, y'unnerstan,' so I bet yer that should take it more change to buy 'em, am I right or wrong?"

"Then you've already seen our new list," observed Paul Wessell, kicking

into the lobby o' the Hot Chair Club with his hands full o' circulars, order-books, pencils, etc. "Prices effective at once, you know, and old orders will be filled at the new rates.

"At least, we will try to fill all orders in rotation. Now that we have a most complete plant, even a print-shop for these circulars, we are making every reasonable endeavor to rush out enough cigars to fill each order. But what we most lack is a cigar box factory, 'cause of numerous delays heretofore."

"Yes, boxes are still scarce, I believe," assented De Forrest Ingerham, lining up with the members of the Chit-Chat-Circle. "Anyway, that's what the manufacturers tell us jobbers when we ask for more cigars. And then, too, we are also informed that these new increased prices may readily be explained by the rising costs of material and labor, now an old chestnut.

"Because, in face of tobacco trade increases, other industries are knocking over the high-prices. Note Friend Ford's advertisements. Also the reductions of the mail-order houses, the wool and cotton manufacturers, and numerous producers in all lines from lollypops to noodles.

"For, it's easy enough for a manufacturer to issue an up-sheet list, saying to the salesman, 'You-tell-'em, I-laugh!' Anyone can mail a letter. But it takes a regular man to stand up and repeat the instructions, face-to-face."

"That's dead right, Ingerham," Jim Stubb positively O. K.'d, bringing his chair just a trifle nearer the fresh air. "Any bird who can put over this last cigar boost is a pansy, alright! Might as well try to dig a Hoosac Tunnel with a needle as tell some smokers that prices have riz once again.

"They won't stand it, they say, and they either switch to some cheaper goods or walk down the street to a cut-price druggist. Yes, a lot of this bunk on high costs is more Coxsure stuff taken right out of the 1921 Swamp-Root almanac, you betcha."

"Well, it's impossible to produce good cigars for less money," defended Gato Thompson, placing his Key West samples on the nearest cleared Habana case. "If you don't believe this is so, take a good look at conditions in Florida.

"Practically the very lowest cigar price we can now quote for a decent size is $100 per M. Labor charges and the excessive leaf prices for real Cuban tobacco makes it absolutely impossible to put out fine smokes for less money."

"Uh-huh, it should be workin' toward the same idear in Troy, also-as-well," commented Sam Ash, handing a customer, who asked for a union made cigar, a box with a conspicuous revenue stamp in Aliceblue. "For I hear that the Quinn Brothers has advanced their Q & Q brand to $105, less the usual trade discounts."

"Oh, you can't stop it, I guess," reckoned Jim Stubb, looking around the Hot Chair Club for the palm leaf fans that Sam Ash put away in camphor last week. "Now that we've got prices where they are, it'll take an auditor o' algebra to figure how to get 'em down again."

"Last week I went down again to Antietam," remarked J. W. Stevens, the State street dealer, "designated by the State as a Commissioner to the old battlefield for the inspection of the New York State monument. I also covered my original Civil-War stamping grounds in the Shenandoah Valley.

"With the single exception of a special trip I made some years ago to the Richmond and Petersburg districts, I hadn't been in that particular section before since the final days of '64 and '65. So I went over all the ground I possibly could, making a survey of a personal nature as well as the official visit."

"Guess I'll have to make an official visit myself to that there Boulevard Rotisserie next door," spoke up Sam Ash, reaching for his willie-winkle millinery. "These here lunch hours come around so fast, y'unnerstan,' that even Henry Martin should mebbe be satisfied yet with eatin' the food for five thousand folk—such as, for instance, five loaves an' two fishes!"

THE SMOKER.

Big Cities of the United States

About one-tenth of the people of the United States live in the cities of New York, Chicago and Philadelphia, while more than one-quarter live in sixty-eight cities having a population of 100,000 or more, final statistics of the fourteenth census are expected to show.

The three cities with populations of 1,000,000 or more—New York, Chicago and Philadelphia—have a combined population of 10,146,014, showing an increase of 1,644,347, or about 19.5 per cent, in the ten years since 1910.

Cities having 500,000 to 1,000,000 have increased from five in 1910 to nine this year, Detroit, Los Angeles, San Francisco and Buffalo having advanced into this class.

There was a net increase of two in the cities of the 250,000 to 500,000 class, with a total of thirteen, although six cities advanced into this classification. They are Kansas City, Mo.; Seattle, Indianapolis, Rochester, Portland, Ore., and Denver.

There are forty-three cities of from 100,000 to 250,000 this year, a net increase of twelve, although eighteen have shown increases bringing them into this class.

The list of cities having a population of 100,000 or more, some of which have been revised since first announced, is given below in their order of rank:

City	1920 Population
New York	5,621,151
Chicago	2,701,705
Philadelphia	1,823,158
Detroit	993,739
Cleveland	796,836
St. Louis	772,897
Boston	748,060
Baltimore	733 826
Pittsburgh	588,193
Los Angeles	576,073
San Francisco	508,410
Buffalo	506,775
Milwaukee	457,147
Washington	437,571
Newark	414,216
Cincinnati	401,247
New Orleans	387,219
Minneapolis	380,582
Kansas City, Mo.	324,410
Seattle	315,652
Indianapolis	314,194
Jersey City	297,864
Rochester	295,850
Portland, Ore.	258,288
Denver	256,491
Toledo	243,109
Providence	237,595
Columbus	237,031
Louisville	234,981
St. Paul	234,595
Oakland, Cal.	216,361
Akron, Ohio	208,435
Atlanta	200,616
Omaha	191,601
Worcester, Mass.	179,754
Birmingham, Ala.	178,270
Syracuse	171,717
Richmond, Va.	171,667
Memphis, Tenn.	162,351
San Antonio	161,308
Dallas, Tex.	158,976
Dayton, Ohio	152,559
Bridgeport, Conn.	143,152
Houston, Tex.	138,076
Hartford, Conn.	138,036
Scranton, Pa.	137,783
Grand Rapids, Mich.	137,634
Paterson, N. J.	135,866
Youngstown, Ohio	132,358
Springfield, Mass.	129,563
Des Moines, Iowa	126,468
New Bedford, Mass.	121,217
Fall River, Mass.	120,485
Trenton, N. J.	119,289
Nashville, Tenn.	118,342
Salt Lake City, Utah	118,110
Camden, N. J.	116,309
Norfolk, Va.	115,777
Albany, N. Y.	113,334
Lowell, Mass.	112,759
Wilmington, Del.	110,165
Cambridge, Mass.	109,690
Reading, Pa.	107,784
Fort Worth, Tex.	106,482
Spokane, Wash.	104,472
Kansas City, Kan.	101,179
Yonkers, N. Y.	100,228

It's a slow cigar store proprietor who is unwilling to hold stakes when election bets are suggested.

The Real Independent Factory in Havana

"PARTAGAS"

The World's Standard Cigar

Cifuentes, Pego y Ca., 172 Industria, Havana, Cuba

ROBERT E. LANE

General Representative for United States and Canada

70 Trinity Place New York

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East Side Branch—138 Delancey Street, New York.
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Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-26 Bergen Avenue, Jamaica, N. Y.
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26 SIZES

Acker, Merrall & Condit Company

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Manufacturer of HAVANA CIGARS

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ROSA DEL
RANCHO CIGARS
RICH IN SMOKING VALUE
Many Shapes Many Sizes
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1059-1061 Third Ave., NEW YORK CITY
119-21 So. 11th St., PHILADELPHIA, PA.

Telephone Canal 5632-5633 Cable Address "Gloria," New York
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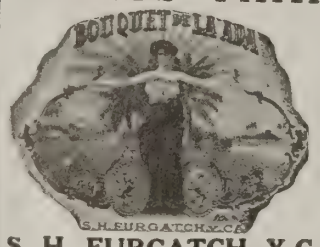

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BOUQUET DE LA ADA
ARRIUS
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CAPITOL CLUB SPECIAL
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Cigar, Tobacco and Cigarette Machinery
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TOBACCO - 10 East 39th St., New York

Creditors May Get Fifty Cents on the Dollar

Conference Relative to the Financial Troubles of Morris D. Neumann & Co.—Comment of a Manufacturer on the Situation—Neglect to Install a Proper System of Cost Accounting—Sterner Has a Box of Cigars Made in 1870—Despite the Years They Seem to Be in Fine Condition—Youthful Bandits Raid the Store of Morris Beckman—Got Away With $250—Stories of Quaker City Stores and Salesmen.

PHILADELPHIA, Sept. 28.—The financial embarassment of Morris D. Neumann & Co. at 117 South Second street, with merchandise liabilities estimated to aggregate about $275,000 and immediate assets of but half that amount, became public during the week when many of the creditors conferred with Neumann and received a proffer of settler on a fifty per cent basis. Decision is yet pending but it is believed that settlement on that basis will be made; that the big factory on South Second street in the Morris D. Neumann Building, a leased structure, which is also the home at this time of Mendel & Co., will be given up, together with all the Neumann branches save one, and that the business will be continued on a more restricted and conservative scale.

The troubles of Neumann, for whose misfortune there appears to be universal sympathy, from friends and even business rivals alike, have been pending for some months and were generally known in trade circles. They became acute, however, during the month and the climax was reached last week. Leaf houses in this city, New York and Hartford are large creditors.

The Neumann embarrassment, following closely upon the financial troubles of Mendel & Co., has caused some alarm in trade circles here but opinion is general that such failures to pay in full do not reflect existing or impending stress in the trade, but that both were due to an unusual combination of circumstances arising rather from the condition of feverish activity and inflation than from bad times or the menace of depression. The troubles of Neumann, like those of Mendel, are looked upon in trade as being due more to disproportionate growth of overhead charges from neglect or failure of those directly concerned to personally supervise them, than any other cause. The trade feels that despite the usual tendency to find a scapegoat when reverses came both failures were due to interests not at this time connected with the organizations rather than directly to Mr. Mendel or to Mr. Neumann—and the names of both are coupled solely because their misfortunes came so closely together and because they were joint occupants of the Neumann Building rather than because one failure is traceable to the other.

While the principal Neumann factory for years was in the big five-story building on South Second street, a very costly site, operations there had been abandoned for several months when a lease was made with Mendel & Co., which took over much of the equipment. Removal of the Neumann offices to 11th and Filbert street was contemplated—in fact, even the last telephone directory locates them there—but never was carrid out. The branch factories are in Harrisonburg and Lynchburg; Littlestown, Marietta, Telford and elsewhere. It is regarded at this time as most likely that all save the Telford factory will be closed. The creditors' meeting held on Tuesday of last week was preliminary in its nature and while it is understood that there was no opposition on the part of those who attended to a 50 per cent settlement, no decision has been announced.

The Mendel & Co. affairs also were given consideration during the week. A meeting was held in the office of Edward Hoffman, referee in bankruptcy, at which time formal approval was given by legal representatives to the forty per cent composition plan and the referee's approval and recommendation to court was attached. It is believed that within a week the matter will be before court and when, as is anticipated, legal sanction is given, settlement will be made and the firm thereby be enabled to resume business. It is understood that it will vacate the Second street building, which is owned by an estate that had agreed to revoke the lease and that a smaller Philadelphia factory will be equipped.

As with Mendel & Co., so now with Morris D. Neumann, offers of aid in re-establishment have been received. Mr. Neumann universally is spoken of as a high type business man with a long and honorable career, never guilty of sharp practices, one whose word could be relied upon.

Said one of the leading manufacturers of the city, a business rival of Mr. Neumann, "I not only do not rejoice over his misfortunes but I am sincerely sorry because he was an honorable competitor. Without specific allusion, however, to either Mendel & Co. or to Neumann, I want to say that it unquestionably is a fact that certain Philadelphia manufacturing establishments are in difficulties not because there is no profit in the business nor because times are not good, but solely because there is a woeful lack of a cost accounting system in use. I do not know of any large manufacturing industry where so little attention is given to cost accounting as in the cigar business. The aim hitherto seems to have been solely to do a large volume of business with practically no attention paid to the cost under which that business was being done. If there is an apparent difference between the actual cost of the raw material and of the wages of the hands, and the selling price, the manufacturer seems to have been content with the assumption that he was making profit. The loses from bad bills, the cost of publicity campaigns, drawing account for traveling expenses and missionary work, waste of material by hands who today show no spirit of co-operation but are animated by a desire to get as much as possible for as little work as possible; losses through excessive cost of shipments and of delays in delivery—a thousand and one items which enter actually into the costs of production are overlooked. The result is that manufacturers continue to believe themselves prosperous until a crisis develops and they find themselves embarassed.

"Those who are meeting with reverses are paying the penalty for years of neglect of details of business which in other industries are carefully looked after. The trade, too, is now as a whole paying the price for past derelictions. If there had been years ago a proper organization, developing a spirit of mutual trust and confidence these evils would not have arisen. But the manufacturers for years were and still are without an organization, and they competed with each other so unfairly that had not the great prosperity set in with the great war the failures of recent days and of more to come would have happened years back. The policy of the past was to get business away from the other fellow no matter at what cost it was taken. Jobbers played on this and unfairly pitted manufacturer against manufacturer. If there had been, as still there should be, an organization in the trade, there would have resulted benefits to all in proportion to the amount of co-operation which such organization would have brought out. A cost accounting system certainly would have been one of the results of such an organization. Of course any firm can institute such a system of its own but only when there is organization and when there is the freest access to books for purposes of broad survey and disinterested comparison can the cost accounting system be made most effect-

ive. The cigar and tobacco jobbers whose cost system is simple compared to that of the manufacturers, have found that unless there is organization there is ruin and I believe it will not be long before the manufacturers, too, realize that unless there is organization, there will be more failures and with the survival only of the fittest."

The story of embarrassments is the dark side of the week's picture. While it is true that there are quite a few of the smaller firms which have hard rows to hoe in these days of continued big business but of pressure by the banks, it is likewise true that all the larger factories are on sound foundations and are prosperous and that during the week there came considerably better business to the retailers. For the manufacturers, labor troubles are growing less and less so far at least as getting a full complement of hands is concerned. But per capita production is still lagging. However the raw materials are at hand, the goods can be made up, the railroads are open and deliveries can be made, and the distributors are waiting receipt of practically every thing the manufacturers can ship.

Just how long this condition will obtain, however, is problematic for in the cigar, unlike many other industries the shortage is not cumulative. Prices continue to advance, but the retailers report to be discernible, now as never before, a tendency to protest on the part of the consumer. Constantly they hear him complain that with everything else falling in price, he objects to paying more for his cigars. And again and again they must tell the story that cigar prices which should have been increased two or three years ago remained unchanged while all else was soaring until the increase was forced, and furthermore that while commodities generally have increased from 100 to 300 per cent in the days of inflation, imported cigars have up till the present time been advanced but from 30 to 50 per cent of which the Government takes in revenue from 5 to 8 per cent while domestic Havanas increased but 20 to 30 per cent with the Government share from 6 to 7 per cent. The increase in cost of domestic cigars too, has been but about 40 to 50 per cent. Despite the falling prices neither manufacturers nor retailers are of opinion that cigar prices will come down through any cause short of a panic—and no such catastrophe is regarded as possible under the Federal Reserve banking system.

It's quite a contrast between present day conditions and those, say of the Centennial year period, and yet there is in the store of E. Y. Sterner & Sons, 20 North Twelfth street, a box of cigars which bridges the chasm of the years. Franklin K. Sterner, present proprietor of the business, is desirous of knowing whether elsewhere in the country there is as interesting a relic of the past. The cigars still in perfect condition, were the first made by his father when he established himself in business at 12 North 12th street closely adjacent to the present location. The revenue stamp with its picture of General Grant, shows a cancellation mark dated April 22, 1870. There is no label nor edging on the box; the factory was described as being in the Second District, but without number; the legend is burned into the cover of the box. The cigars made of Pennsylvania leaf, are what today would be described as a concha matinee size; they still have fragrance as has too the cedar of the box, a product of the Ferdinand Brecht factory which still is carried on by his sons.

Trade reports are that the Fortyfour Cigar Company was taken over by the Consolidated on the basis of approximately $1,250,000; that the founder, B. Lipschutz, will continue with the Consolidated as tobacco buyer, that his son-in-law, Dr. Marcus, will retire from active management, but that others in the personnel of the Fortyfour Company will continue.

The Stratford Cigar Co. has just opened a new account, with L. W. Kileen who will look after distribution in Schenectady and Albany counties. Leo D. Loughran of the Stratford Company, is visiting the Reid Tobacco Company, Milton and Altoona, Pa., distributors. Harry Kearney, formerly with the T and O factory, has just been added to the sales force.

The offices of Sig C. Mayer and Company were removed during the week from 4th street above Cherry street to the reconstructed fire-destroyed factory at 306 Cherry street. They occupy practically the same position as the offices in the old building, but are much more attractively furnished and conveniently located. Treasurer C. Isaac Watson has gone on a trip to Buffalo and Binghamton and during his absence, Secretary G. Christman will assist Mr. Mayer in office management.

John A. Ryan, formerly with Dearstyne Brothers has started in the Albany district as the representative of Allen R. Cressman's Sons and is sending back a large volume of orders.

The G. H. P. Company's sales force were called last week in conference specifically with reference to the holiday trade. Anticipated sales are far larger than ever in the firm's history.

P. F. Hollinshead, Jr., of the Otto Eisenlohr and Bros Co., represented the tobacco industry on the pilgrimage Saturday last of traveling salesmen to Senator Harding at Marion, O.

Gus Lynch has gone to Baltimore as the representative of the Spencer Morris Company.

J. C. Thompson, Philadelphia manager for Werthheimer Bros., has gone to Cleveland where Berdan & Company are the distributors for the firm's El Dallo brand.

Manuel Fernandez of the Tampa firm bearing his name, made trade rounds during the week.

Two bandits of whom one was but about sixteen years of age, entered the cigar store of Morris Beckman, 2906 Frankford avenue late on Thursday night last and while one kept Beckman covered with a revolver, the other gathered up $250 in coin and both escaped. The highwaymen are believed to be youths living in the neighborhood who knew Beckman's practice of stocking up with change to accommodate patrons of a nearby boxing club who, whenever an exhibition is given, patronize the Beckman establishment for quick service.

W. T. Marshall, representative of John H. Swisher & Son, Newark, Ohio, called on the trade during the week on a trip which will carry him as far South as Richmond. He reported that Bert Smith, well known here through his visits for the Swisher house, had been given the Ohio, Indiana and Michigan territory.

Making trade rounds during the week, William Redifer introduced Hugo Dusenberg of the Espancia factory of his first trip to the trade here.

A crew from headquarters is working the city for the new 111 cigarettes.

William Kirschner is leaving on a Southern trip for Rameses cigarettes.

Godfrey S. Mahn is featuring the Prince of All, a Key West brand packed in round tins and retailing at 15 cents. It is a good seller.

Delivery Liability of Telegraph Companies

WASHINGTON, Sept. 24.—Examiner Pattison, in a tentative decision regarding the limitation of liability of telegraph companies, has recommended that the Interstate Commerce Commission hold as unreasonable the rules of the telegraph companies limiting their liability for negligence in the transmission or delivery, or for non-delivery, of unrepeated interstate messages to the amount of the rate charged and of repeated messages to $50 or 50 times the rate charged. He recommends that the maximum liability in the case of a message for the transmission of which the unrepeated rate was charged should be not less than $500 and for a repeated message transmitted at the repeated rate $5,000.

Italian Tobacco Warehouse Burned

FLORENCE, Italy, Sept. 23.—Cigars and tobacco worth 2,000,000 lire were destroyed here today when fire destroyed a large tobacco warehouse. Tobacco valued at 9,000,000 lire was stored there, but much of the contents of the building was removed to safety.

FORE!

You won't need a "Caddie" to hunt your sales "ball" if you stock Prince Hamlet for your select trade.

Prince Hamlet has "pulled" many a cigar store owner out of a difficult "lie" and driven him over the "bunker" to a "long-green" "fair-way."

PRINCE HAMLET

2 for 25c. — 15c. — 25c.

Also 10c. and 11c. sizes

The Well-balanced, Satisfying Smoke

Our Car-Card advertising makes the course in "79" regularly. "Match" up with our campaign.

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

PHILADELPHIA

New York, 119 Lafayette St., Phone Franklin 3166

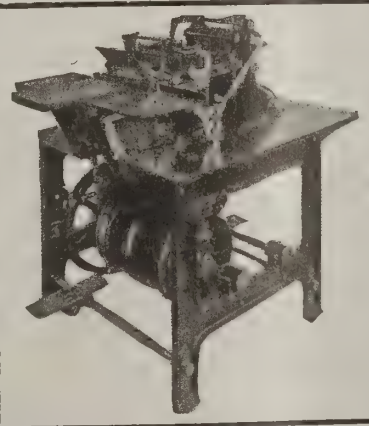
E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City



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Follow the introduction of our

AUTOMATIC MACHINE

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MAKING LONG FILLER BUNCHES

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Descriptive catalogue showing annual savings and capacity sent on request

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131 Washington St. Providence, R. I.

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HAVANA CIGARS

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Facsimile of Package

LA TURKA

a

Turkish Blended Cigarette

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La Turka Satisfies the Smoker

Jobbers & Retailers Should Stock La Turka's They Sell

SAMPLES CHEERFULLY SUBMITTED
PRICES ON APPLICATION

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F. & E. SOTER CORPORATION

309 CANAL ST. NEW YORK

CIGARETTE PAPER

FOR IMMEDIATE DELIVERY

2000	Bobines	Domestic	Egyptian	verge	20 gr.	30 mm.	3120 mm.
4800	"	Imported	"	"	20 "	30 "	3120 "

Arrival within three weeks.

5000	Bobines	Imported	Egyptian	verge	16 gr.	28½ mm.	1560 mm.
5000	"	"	"	"	16 "	27½ "	1560 "
5000	"	"	"	"	20 "	28½ "	1560 "
5000	"	"	"	"	20 "	27½ "	1560 "

Samples and Prices at Request.

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MELIKIAN CIGARETTES, Inc.

FACTORY, TRENTON, N. J.

New York Sales Office, 235 Fifth Ave.

Manufacturers of the Better Grade of

Pure Virginia & Turkish Cigarettes

Lion, Rivoli, Turkish Honey, Melikian

Jobbers Write for Special Introductory Offer

EXPORT TRADE SOLICITED

Phil Barton's Home Town Booster Stunts

Using a Cigar Store to Advertise a City—Creating Talk and Making It Pay—What One Dealer Did.

Phil Barton, who built up his cigar business from one small retail stand to a chain of decidedly progressive and highly successful stores, looked up at the interviewer with a smile.

"Do I consider home town booster stunts important?" Phil echoed. "I should rather say I do—especially for the small store which is trying hard to build up its trade and which, perhaps, is fighting the chain stores or some large stores. You see," Phil went on with an added smile, "really, I can speak with authority about fighting chain stores, because I'm the owner of a chain of stores myself and because I used to own just one small store.

"You see, nearly everybody likes a booster and practically nobody likes a knocker. So when a cigar store goes in to boost the town where it is located, it immediately begins making friends. But there's one thing the store should do and that is to keep from being tiresome. A store can't be using phrases like 'This is the best town in the world in which to live' or 'This is the most progressive town on the map,' month after month and year after year, without making folks tired. Home town booster phrases become old stories. So it is necessary for the story which elucidates a home town booster policy to change the manner of its boosting every now and then, so that there will be a refreshing difference that will make its stunts the more effective.

"Now——"

Phil stopped talking and his eyes twinkled as he drew heavily on the expensive private brand cigar he was smoking. That's a little way he has of stopping in the middle of an important sentence and waiting to be urged to speak farther. So the interviewer did the expected thing and urged him onward.

"Go on!" exclaimed the interviewer. "What are you going to tell next?"

"I'm going to tell you about a very successful home town booster stunt of mine," went on Phil. "It was a campaign to boost my home town as a Winter resort!"

"As a Winter resort?" the interviewer ejaculated. "Why the Winters in your town are fierce—lots of cold and ice and snow. Why you have a typical central states Winter in your town and one would never think of going to your town to spend the Winter!"

"That's the very point!" Phil exclaimed. "Nobody ever thought of my town as a Winter resort, so when I started boosting it along that line it made everyone sit up and take notice. And, as a matter of fact, it IS a good place to spend the Winter—there's plenty of entertainment, good, brisk air that puts a lot of pep and healthfulness into you and that makes you feel like doing things, and it's just the right sort of a place for an alert, progressive sort of a person.

"So, when I got the idea of boosting the home town in this way, I framed up a suitable window display. In this window display I placed on placards some extracts from short interviews with leading physicians, business men and others stating how good it was to live in a climate where there is a big difference between Summer and Winter and how such a climate produces the most aggressive and successful people. Then I got some statistics from the city health officer comparing health conditions in our city with a number of other localities, much to the advantage of our city, of course. This fixed the health end of my display. Next I tackled the entertainment end. I counted up the downtown theatres in our town and found that there were eleven of them, so I had a miniature little theatre constructed and put this in my display with a card attached to it on which I told about the number of downtown theatres, their combined seating capacity and the nature of the shows they represent and I stated that these theatres constituted but one form of the many entertainments offered to folks in our town during the Winter. Then I also told of the many lodges and what elegant lodge homes they possessed, and of the many things of an entertaining nature which occur during the Winter. Finally, I placed in my window a map of the city showing the various spots where there is good skating in the Winter time. I announced that some of the best skaters in the state were living in our city. Finally, in the center of the display, I placed a big placard reading like this:

"'LET'S TELL THE WORLD THAT THIS CITY IS A WONDERFUL WINTER RESORT!'

"'What's that—you never thought of this city as being a Winter resort?

"'Look at all the things we have here. You'll find a lot of them suggested in this window display. And you can think of a lot of other things that make this city a splendid Winter resort.

"'THEN—write to at least five friends in other cities telling them about the splendid Winter resort this city is.

"'Let's boost the home town right by taking advantage of this opportunity.

"'And let's boost home town industries too. Tell your friends about this store and other live wire establishments and write to your friends about your personal experiences while patronizing this store.'"

Again Phil leaned back silently, his face wreathed in a smile of contentment.

"Did the stunt get over?" the interviewer asked.

"It sure did!" Phil answered. "It got over with a reverberating bang, if I do say so myself. The idea was novel; it had so many points of interest that it soon had the whole town talking. Best of all, the newspapers took it up and ran a lot of feature stories telling about other ways in which the city might attract people as a Winter resort and calling attention to the idea in various ways so that still more talk was created about the proposition. All of which naturally made folks talk about me, too, and all of which brought a lot of people into the store who had never before patronized me. And, believe me, I sure got a lot of compliments on my progressiveness and civic spirit in inaugurating the stunt.

"That was one of my most effective home booster stunts," Phil went on. "And then during the Winter after I pulled this stunt I staged another home booster idea which made me a lot of friends and which also helped my business very appreciably. This stunt had to do with the city's ice skaters. In our town there were a great many skaters and I took advantage of this fact to say that we had the champion skaters of the state in our city both as regards to skill, speed and long distance work. I backed up this assertion with some interesting photos, and then I hooked up the proposition to my store by showing some attractive pipes and by stating that skaters would enjoy smoking pipes while skating and also by showing a lot of cigars, cigarettes, etc., which I stated were special favorites with local skaters. This stunt, too, went over big.

"I've found that it pays to be a home town booster," concluded Phil, "but I've also found that it pays to boost in a new, novel and interesting manner every now and then instead of voicing the same old slogan or harping on the same old theme, week to week, month to month and year to year. And I believe that other cigar dealers might find the same thing profitable."

Rather Poor Tobacco Offered at Durham

DURHAM, N. C., Sept. 27.—Total sales for the week, 225,914 pounds. Average price per pound, 23.86 cents. Sold to same time last year, 426,744 pounds. Average price per pound, 42.13 cents. Our market opened on 20th. Character of offerings poor.

W. P. HENRY CO.

The Newsboy Who Became a Banker

Life, George M. Cohan has told us in a doubtful lyric, is a funny proposition after all. It is difficult to realize, as Babe Ruth gracefully lifts the ball out of the lot by a mighty swat, that only a few years ago he faced the uncertain future of an orphan asylum foundling. And who could imagine the nervous, pale-faced Paderewski, his expression beatific under the spell of his own symphony, suddenly becoming the backbone of a stricken country?

Archie M. Andrews used to be a Chicago newsboy. It is true that "Who's Who!" is bulging with Horatio Alger heroes who blacked boots, sold newspapers, slept in dry-goods boxes—and eventually married the banker's daughter. But Andrews has out-Algered the luck-and-pluck heroes of the Mid-Victorian period. He has gone the whole tribe of Alger heroes one better. He stands as a living example of the truth that no circumstances, no conditions are so hopeless that one cannot rise above them. He does much to give the merry ululation to the bewhiskered agitators who perennially chant from the soapboxes that the poor young man in America cannot save himself from being ground under the heel of a ruthless system of one kind or another.

Archie M. Andrews sold newspapers up to the age of sixteen. Then the doctors thought he had consumption and stopped him. So he hiked West and became a banjo teacher. He was determined from the start to make a noise. If he couldn't do it crying newspapers, he would do it in some other fashion. He wonders now why he didn't take up tutoring aspiring bass drummers.

He lived outdoors. He was fond of nature. He loved the mountains, the woods, the sea. The word "discouragement" did not enter his lexicon. At twenty-one he was pronounced physically fit and returned to Chicago to take an office boy's job at $5 a week. Andrews does not believe success is necessarily dependent upon a running start. At twenty-one, most young men have at least a grip on the first rung upward.

Andrews is now forty. Recently he was examined for life insurance and a pessimistic staff doctor told with a suspicion of tears to get out of his office. He was breaking the doctor's heart. He was too darned healthy.

He is a multi-millionaire. But that to him is the least of all his accomplishments. Once Andrews has achieved a thing, he loses all interest in it and is off like a shot for another difficult nut to crack.

He lives in the winter at his home near Pasadena and in summer he cruises Long Island waters on one of his yachts. Yes, he owns two—the *Zahma* and the *Sachem*.

While on his way East last winter he stopped off at Chicago and curiously was drawn to a building on a particularly cold night. He was reminded of the nights he spent selling newspapers in front of this building. The next day the real estate news told of the sale of the building to A. M. Andrews.

Andrews did not go to the top in a sudden flight. Twice he was on the highroad to wealth when misfortune intervened. Once it left him with $1.65 and a smile. Another time he saved $1.000 out of the wreck. With this it might be imagined he went back into business. But he didn't; he took a three months' trip to Europe, landing back in Chicago with a five-dollar bill. There he took off his coat and went to work.

He is head of a banking business that extends to every large city in America. Every man who works for him a year becomes automatically interested as a partner in his business. There are now in various houses more than 8,000 clerk partners. In ten years Andrews will be fifty and he is going to turn the business over to them.

Recently he sold the ten-story office building at No. 27 Pine street, New York, at a half million profit. It was in this building coincidentally that an unscrupulous partner in the early days took advantage of Andrews' youthful trust. Perhaps he bought this building inspired by the same sentimental idea that resulted in the purchase of the Chicago building in front of which he sold newspapers.

He owns homes in New York, Los Angeles and Chicago. He is the principal figure of the California Hotel Co., which operates those three great California hotels—the Maryland, Alexandria and Green.

On his California estate there is now being constructed a fifty-four-hole golf course—the largest in America—which will cost $500,000. Andrews builds a great business, erects big buildings in the great cities, but he seems stirred always by the call of Nature.

"Andrews has no formulas for success," says *Leslie's Weekly*. "He believes chiefly in work and confidence. Education, he believes to be a great asset, if rightly employed. And yet he never asks a prospective employee if he has had a college education. He did not have this advantage, but he repaired the omissions by wide reading and has never lost his fondness for music. All the great works are familiar to him, as are the great interpreters, and it scarcely needs pointing out that the love of any of the arts is apt to make a man educate himself.

"He believes men should marry young. He gives married men preference when it comes to promotion in his organization—other abilities being equal. He employs several men under thirty years of age who are making $25,000 a year, and one executive in the West at the age of twenty-nine is paid a salary of $40,000 a year."

American Exports Drop Considerably

WASHINGTON, Sept. 29.—A considerable drop in exports and somewhat smaller imports in August as compared with previous months are shown by official figures given out by the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

Exports in August were valued at $584,000,000, a drop of $67,000,000 from $651,000,000 in July of this year and $62,000,000 less than the exports of $646,000,000 in August, 1919. Exports for the eight months ended with August were valued at $5,483,000,000, an increase of $211,000,000 over the exports of $5,272,000,000 in the first eight months of 1919.

Imports in August were valued at $519,000,000, a decrease of $18,000,000 from the amount of $537,000,000 in July, but $212,000,000 more than the imports of $307,000,000 in August, 1919. During the eight months ending with August of this year imports amounted to four billion dollars, an increase of 77 per cent, or $1,738,000,000 over the imports of $2,262,000,000 in the same period of 1919.

The excess of exports over imports in August was $65,000,000. For the eight months' period ended with August the excess of exports was $1,483,000,000.

Gold imports increased from $2,500,000 in August, 1919, to $15,400,000 in August, 1920, and for the eight months' period from $55,000,000 in 1919 to $160,000,000 in 1920.

Gold exports in August were $25,000,000, compared with $45,000,000 a year ago, but for the eight months' period increased from $197,000,000 in 1919 to $242,000,000 in 1920.

Silver imports increased from $56,000,000 in the eight months ended with August, 1919, to $67,000,000 in 1920, while the exports of silver for the same period show a decrease from $164,000,000 in 1919 to $92,000,000 in 1920.

Favorable Weather for Cutting Tobacco

FLEMINGSBURG, Ky., Sept. 26.—Up to the last day or so the weather was so favorable for the cutting and housing of tobacco that a great deal has been accomplished during the past ten days. Probably 75 per cent of the tobacco in the county has been housed, with the rest not ripe enough to cut. The chances are that with favorable weather another week will find practically all of the tobacco in the county cut and housed.

MURAD
THE TURKISH CIGARETTE

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

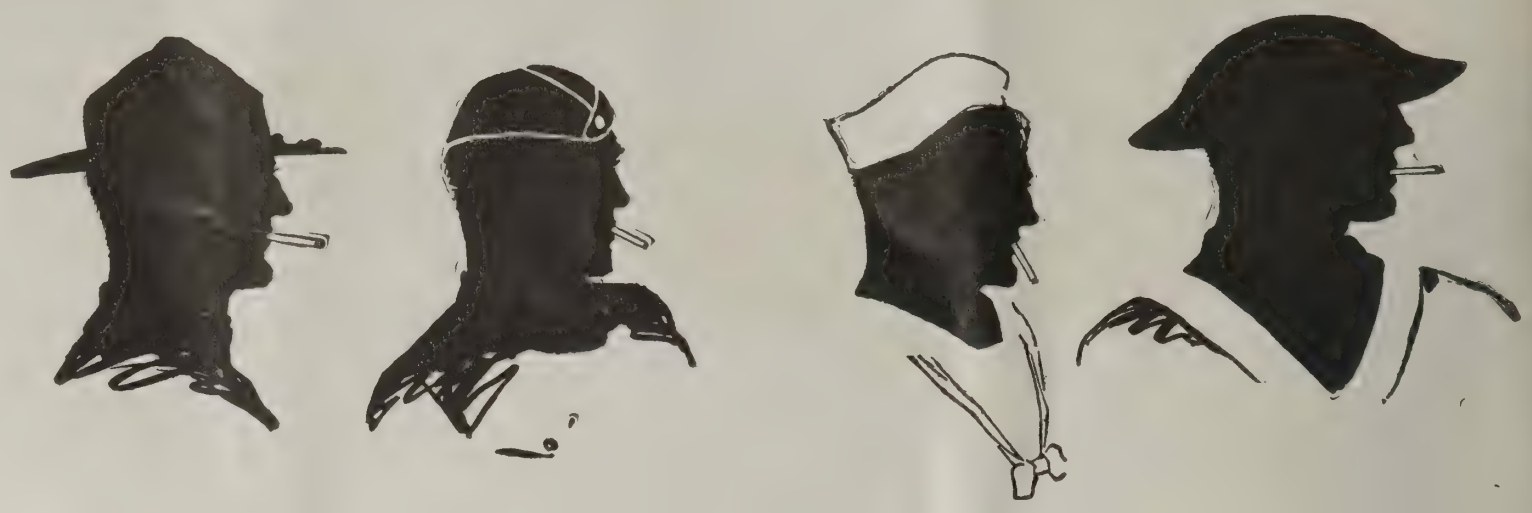
S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

IN A CLASS BY ITSELF

MATOAKA TOBACCO
AND
MATOAKA CIGARETTES

Apply for open territory to

MATOAKA TOBACCO CO., Inc.
276 FIFTH AVENUE
(Old Holland House) NEW YORK CITY
Telephone Long Acre 5888



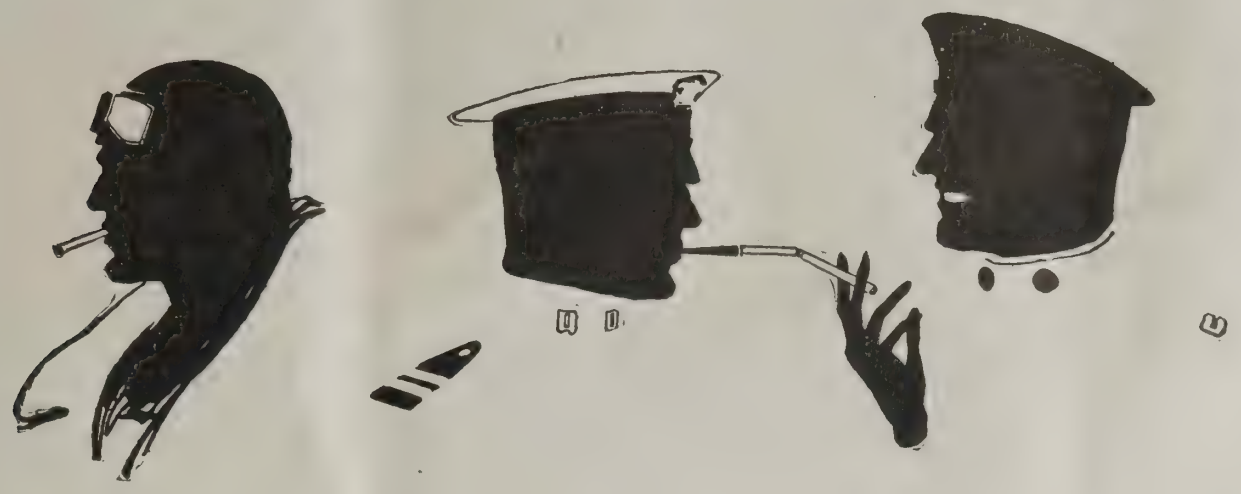
How it happened

WHEN Captain X sailed for Europe he carried what seemed an ample supply of his favorite Pall Mall (plain end) cigarettes, with the belief that later he would be able to buy more of them in Europe. After supplying his friends with his usual generosity, he found in a short time his stock needed replenishing. But in the destitute villages of the interior this proved impossible, and he was obliged to substitute first one then another brand of the doughboy's cigarette.

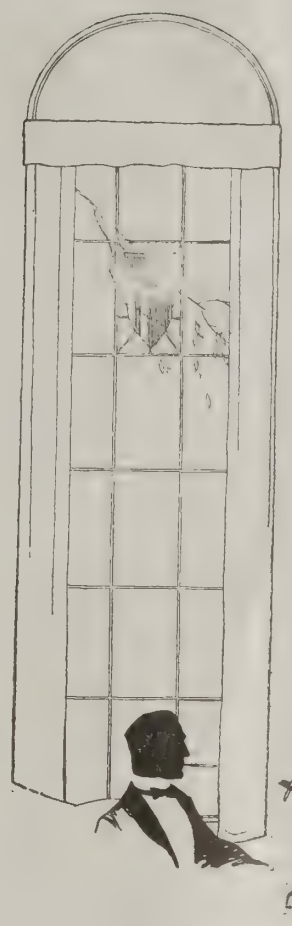
NONE of these satisfied his taste for pure Turkish tobacco, but were free and easy to smoke. This started the Captain thinking. Why couldn't his favorite cigarette be made round and loose so that it would give the same volume or smoke, plus the satisfying taste he found only in Pall Mall?

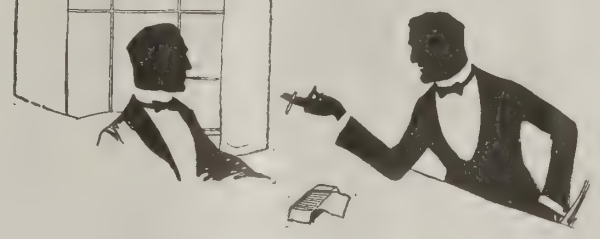
BACK in America once more, the Captain came and gave us his idea—a big idea. He suggested that we make Pall Mall cigarettes round in shape, loosely rolled—a cigarette that does not have to be tapped, squeezed or loosened, a cigarette with a free and easy draught. A cigarette made from the famous Pall Mall blend of 42 Turkish tobaccos chosen for the richness and delicacy of flavor. Investigation proved his big idea to be in keeping with the ideas of thousands of other men who find greater pleasure in the easy pulling round cigarettes.

20 PALL MALL ROUNDS (plain ends) in the new foil box . . 50c



PALL MALL
FAMOUS CIGARETTES
Rounds





YOU, yourself, will understand why the new Pall Mall rounds have been an immediate success with thousands of men who find greater pleasure in the easy-pulling cigarettes. You will get the same satisfaction out of this combination of Capt. X's idea and the famous Pall Mall blend. Try them.

And you will appreciate that in packages of 20 you have two sales and two profits in the time of one—

"THEY ARE GOOD TASTE"

The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York City

Knows Where the Wholesaler Stands in Chicago

Vice-President Stuart of the N. K. Fairbanks Co. Takes Account of the Utility of Jobbing Houses—The Downtown Club Spends $100,000 for Furnishments—A Cigar Salesman for 52 years and Still Going Strong—Rube Cooke Back in Game—The Summer Parks Had a Prosperous Season.

CHICAGO, Sept. 23.—"The wholesale grocer is a necessary and valuable link in the distribution of grocery and tobacco products," says C. B. Stuart, vice-president of the N. K. Fairbanks Co., in commenting on the stand taken recently by a large soap manufacturer in eliminating the jobber and selling direct to the retail grocer. "The wholesaler brings about a greater distribution of merchandise, thus increasing the volume and lowering the prices to the consumer. To eliminate him from the scheme of things would raise prices instead of lowering them," continued Mr. Stuart, "with the jobber eliminated, the retailer would have to buy more heavily and carry larger stocks. This would tie up his capital or restrict his assortments to a very few brands. He would be compelled to pay increased freight charges on goods delivered to him in individual shipments instead of one consignment from the jobber.

"Also, the retailer would be put to the added expense of establishing credit relations with many different firms from whom he must purchase merchandise, instead of with one or two jobbers. He would lose valuable time in interviewing many strange salesmen instead of placing his order with the jobbing salesmen as he does now. He would lose touch with the wholesale markets and the new merchandise offered because all manufacturers who previously sold him through the jobber, could not hope to call on all the retailers seen each day by the jobber's salesmen.

'We have never viewed the work of the wholesaler as simply a mechanical function in the distribution of merchandise. We know him as the discoverer and traveler of new territories, as the friend and banker of infant businesses.

"He is a strong, stabilizing influence, helping to keep business on an even keel. We have found him very necessary in our business.

"We believe that the wholesale grocery business as a business is fundamentally right and economically sound. The tremendous growth of the jobbing business proves these facts beyond dispute. By loyal co-operation and support, it has aided our company in the development of its business and is justly entitled to our continued support. We have announced to the wholesale grocery trade that we will in the future, as in the past, distribute our products to the retailers through the jobbers."

Christmas packings of cigarettes will be plentiful this year from all reports.

Mrs. C. D. Altschul does the largest box trade of any woman in the cigar business in Chicago. She caters exclusively to the consumer and besides handling imported cigars features strongly the Pancho Arango clear Havana Tampa cigar. Mrs. Altschul makes her headquarters with the Wm. J. Seidenberg Co. at 329 South La Salle street.

Ernest MacKenzie, chief of the El Roi Tan sales force, is turning in to Reid Murdock & Co., who distribute this brand, more orders than they can fill, right now. There seems to be no let up to Mac's efforts this year on El Roi Tan cigars.

A change in carton packing of Bull Durham tobacco is reported. The 10-cent size now comes 2 dozen to the carton, containing 1½ pounds, 24 cartons in a case.

At the main store of H. M. Schermerhorn, Inc., Joseph Wisnieske is the chief soda man and the way he mixes drinks when the noon rush is on keeps Harry Schermerhorn and Sig. Rosenthal, the owners, very uneasy, but Joe never misses his mark.

Eger & Co. now display Romeo-Garcia Club Life short smokes in packages of 10 that retail for 35 cents.

The cigar department of the large wholesale grocery house of Reid Murdock & Co. is busy placing Chantana, a 10-cent cigar of quality that comes packed in foil bundles of 50. Louis Obendorf, of the sales force, had wonderful success with his trade placing the Chantana brand.

The Harmon Cigar Co. have received their opening shipment of Ala Ventana clear Havana cigars made by Manuel Fernandez & Co., of Jacksonville, Fla. It is shown in the better sizes only.

One hundred thousand dollars is to be expended on the loop's newest social organization. The Down Town Club is remodeling the rooms formerly occupied by the Lafayette Club at 619-21 South Wabash avenue. Louis Eckstein is president of the new club. All the luxuries of a modern city club will be installed in the rooms of the Down Town Club.

Ruhstrat, Cowley & Co. are offering the dealers a drop-shipment deal on the well-known La Fendrich cigar.

To John E. Norton goes the honor of being Chicago's oldest cigar salesman. Norton has sold cigars in this city for the past 52 years, and he keeps on making the rounds, rain or shine. He represents La Rimosa Cigar Co., Charles Johann & Co. and The Home Industries Cigar Manufacturing Co., all of Chicago. The output is sold for the balance of the year.

Keffer & La Due, Inc., 30 West Washington street, high class loop cigarists, have closed with Harris & Son Cigar Co. to act as sole distributors in Chicago for La Corona Electrica brand of mild Havana cigars.

La Valiza, made by Alvarez, Valdes & Co., of Tampa, is featured here by H. M. Schermerhorn, Inc.

At the store of The Prairie Cigar Co., 51st and Prairie avenue, there is a very large San Alto cigar display this week.

One of the best schooled retail clerks in Chicago is George Raadke ,who manages the McCormick Bldg. cigar stand. George is one of those boys who gets you coming and going.

"At the present price of oysters a pearl ought to be furnished with each dozen."

Clarence Hirschhorn Co. are the distributers of the new Contract 7-cent cigar.

El Roi Tan 10-cent sizes are listed at $78 and the 2-for-25-cent sizes at $95 and $98.

H. M. Schermerhorn, Inc., are featuring in all their 7 stores several sizes of Virginia Lee mild Havana cigars, made by the Wm. J. Seidenberg Co., of New York and Tampa.

La Venda, in the invincible Chico size, one of the big sellers with Albert Breitung, has just advanced to 20 cents, 3 for 50.

The Central Tobacco and Candy Co., jobbers, are now located at 234 North Clark street.

Rube Cooke, formerly in the retail cigar business, who is chief ticket man for the Chicago National League baseball club, will again enter the game and open up a high-class lunch, candy and cigar store on Michigan avenue.

Pall Mall, rounds, yes sir, they are carried by all the dealers and have made a hit with the high-class smoker; 20 in the package costs 50 cents.

The Summer parks in and around Chicago have all closed for this season. Their cigar departments had a prosperous year and very little stock was left on hand.

The C. A. Paulson stores now feature Virginia Lee mild Havana and El Contesto clear Havana cigars.

Mi Hogar is repeating and is found on sale in the better stores.

Sam Gilbert, president of the Consolidated Cigar Co., called on his Chicago distributers.

Doc Raphael, head of Ryan & Raphael Cigar Co., is back after a visit to their New York office.

E. P. Crane, of The House of Crane, large cigar jobbers in Indiana, with headquarters in Indianapolis, mingled with the trade the past week.

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

Dave S. Saquin, vice-president of the Walter E. Olsen Co., of Manila, "stopped off" in Chicago, Monday, and after accomplishing some important business, immediately departed for San Francisco.

Tom Morton, of The Morton Gum Co., Kansas City, was here again on very important business.

E. M. Elam, a cigar broker from San Francisco, spent several days in the city last week.

"The man who is the first to argue is usually the last to act."

The Stratford Hotel cigar stand, also the Kimball Smoke Shop now display several sizes of the Planco cigar in their cases.

La Admira, made for Carlson Bros., north side jobbers, by Fernandez & Fernandez, of Tampa, is coming to the front very fast. La Admira is a mild Havana and comes in many sizes.

Cigarette Campaign Based on "Money Back"

A Shrewd Idea of the American Tobacco Co.

S. C. Lambert, in Printers' Ink.

"Isn't that good!" a copy writer young at the game once exclaimed to his chief as he spread out his new idea.

"Yes, it's very good," replied the chief. But the copy writer's blush of pride faded right there. For the chief continued, "That idea is so good, it has been used any number of times these last twenty years! It's good, all right, but it's dead as Adam."

But do advertising ideas die? Apparently they do not. They only take a brief rest and then come back—Jim Jeffries himself again and full of the pep and punch of youth.

At any rate, that would seem to be the opinion of Arthur C. Mower, advertising manager for the American Tobacco Company; and he backs it by asking a string of questions to which you are likely to answer, "Yes!" Here are some of them.

"You want your advertising to attract attention, don't you? That's part of the purpose, isn't it? Well, then, if you find that people are talking about your campaign, isn't that pretty satisfactory proof that they are seeing and reading your ads? And that's what you pay out your money for, isn't it?"

Newspaper readers will still remember the Lord Salisbury "Open Letter" campaign of four years ago. The letters were addressed to the most talked of men in the country and made a great hit.

The new Lord Salisbury campaign is equally unusual, but in a different way. The main feature of it is the following paragraph, which runs in heavy black hand-lettered big capitals and small capitals across the bottom of each advertisement below the offer of money back from the dealer if you don't like Lord Salisbury.

"If It Should Happen That a Dealer Refuses to Carry Out Our Offer, Send the Open Package with the Remaining Cigarettes to the Main Office of the American Tobacco Company, 111 Fifth Avenue, New York City, with Your Name and Address Plainly Written and We Will Send You Our Check for the Amount You Spent."

Every packet of Lord Salisbury cigarettes, in fact, every cigarette guaranteed by the American Tobacco Company, carries the printed statement that "if you don't like these cigarettes you can get your money back from the dealer."

"We are now backing up that offer in the strongest possible way we can," Mr. Mower explained to *Printers' Ink*. All of us in the American Tobacco Company believe in our products, and we want our customers to know that we do. Hence we naturally say, 'We don't quibble—it's nothing against a cigarette like the Lord Salisbury if some other brand suits you better—it's a matter of taste, and we'd rather you smoke what you like to smoke; that's what we do ourselves—here's our check for what you spent.' That, we consider, is good institutional advertising.

"So far I have not heard of a single check having been asked for and I've no idea that we shall have any need for one of those mechanical sign-five-at-a-time check-signing devices. But we certainly had no intention of 'gambling on the natural disinclination of men to ask for their money back even if they don't like the goods,' as one critic of our new campaign suggests.

"Nor are we 'misunderstanding the little whims, feelings and foibles of human nature,' as another critic supposes. As a matter of fact our offer is based on knowledge of human nature. A man reading our offer will say to himself, 'Those cigarettes must be pretty good, their makers have such confidence in them they go to the extreme and take what's literally a gambler's chance on my liking them.' He knows that we are serious and that our purpose is to take a chance on his taste because we know our product is a good one.

"In the case of similar offers, made at one time on men's socks, the question there was a matter of fact—did the socks wear for six months? If they did not, the purchaser got new socks for them. With us the question is a matter of opinion only, and therefore stronger.

"We guarantee the Lord Salisbury cigarette to be of such quality that it affords its purchaser a certain cigarette comfort. If any purchaser finds that he does not get that comfort—which is what we undertake to sell him—then we are only keeping our bargain with him by saying, 'All right, old man, here's your money back.'

"As to its being an old idea—what of it? We know it is old—and we believe it is none the worse for that, better in fact, because it has made people talk. The more people will criticize our offer, the more we shall like it. We shall know people are also talking about the cigarettes."

Your turn next, if any there are, who think that after a long, respectable and useful life advertising ideas should be given a decent burial and left to their well-earned rest!

Java Tobacco Culture

(*Continued from page* 5)

on bamboo poles for the collection of seeds.

The time of ripening is speedily approaching, and the harvesting is now started with the bottom leaves. As they show a ripe appearance, the leaves are daily and regularly picked by the natives, until the top is reached. From the fields these picked leaves are transported in bamboo baskets to the drying sheds constructed of bamboo and fitted with simple devices for an easy control of ventilation, these sheds are within convenient distance from the fields. Here the leaves are strung on bamboo poles and hung up with a view to cure. After they have developed a rich brown color, and this process may thus be considered accomplished, they are once more conveyed in larger baskets to the fermenting barn where on arrival the leaves are tied into small bundles and stacked on the floor. They are now subjected to the fermenting process, which is at once noticeable by the heating up of the piles, and as soon as a certain degree is attained, they are opened up and rebuilt. This procedure is carried on until no perceptible change of temperature is recorded anymore. From the piles the bundles are handed out to specially trained natives who ,sort them according to quality color and length; finally they are packed at the other end of the barn in pressed bales of 80 kg.

From the above description the reader will see that the tobacco leaf undergoes quite a lot of handling before it becomes a marketable product; and it cannot be emphasized strongly enough that its superior quality in texture, fine color and fragrancy is due to the most careful methods of planting and general treatment, combined with an almost individual sensitiveness which the planter entertains for the tobacco in this colony.

QUICK SALES
Made By LIVE DEALERS

Our humidors obtain the appreciation of smokers who buy good cigars by the box.

We can suit the most exacting customers.

Write for catalogue and price list.

THE MUNDLER CORPORATION
318 East 75th Street, NEW YORK
Tel. Rhinelander 2090

HUMIDORS AND SMOKERS' STANDS

A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

Dealers and Jobbers
who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
89 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 123, Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

CIGARS FROM PORTO RICO

Per S. S. Ponce. Arr. Sept. 28
Consignees:

New York—	Cases
Infanzon & Rodriguez	32
Pedro Costa	5
United Cigar Stores Co.	175
M. Alvarez & Co.	7
Porto R. Amer. Tob. Co.	262
M. Lopez & Co.	2
Villar Lanza & Co.	7
Cien Porciento Co.	6
El Coro Export & Imp. Co.	13
Welcher Bros.	16
P. R. Express Co.	15

TOBACCO FROM PORTO RICO

Per S. S. Ponce. Arr. Sept. 28
Consignees:

New York—	Barrels
J. Cohn & Co.	140
Rosenstadt & Waller	100
M. Freiria	80
Hamburger Bros. & Co.	147
Durlach Bros.	170
American Cigar Co.	145
Havana Production Co.	8
M. A. Sola & Co.	37
M. Gans & Son	64
Julius Klorfein	53
P. R. Express Co.	100
P. R. Amer. Tobacco Co.	7

	Bales
J. Cohn & Co.	10
P. R. American Tobacco Co.	25
Risoto & Garcia	10
Durlach Bros.	42
I. Lewis Cigar Mfg. Co.	100
American Cigar Co.	80
M. A. Sola & Co.	3
P. Lorillard Co.	152
J. Lichenstein & Co.	43

LEAF TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Bales
H. Duys & Co. (in cases)	6
Sumatra Purchasing Co.	53
H. Duys & Co. (in linen)	141
American Cigar Co. (Sumatra)	369

TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Cases
F. L. Kramer & Co. (in bond)	1

TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Bales
Kronfeld Saunders & Co.	2
Joseph Holzman	1

SEED LEAF TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Cases
E. Rosenwald & Bro.	173

FILLER TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Bales
American Sumatra Tob. Co. (Java)	3

UNSTEMMED TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Bales
S. Rossin & Sons	132
Cullman & Bros.	38

TOBACCO FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27
Consignees:

New York—	Packs
H. Duys & Co., Inc.	4

LITTLE CIGARS FROM BELGIUM

Per S. S. Cannonier. Arrived Sept. 26

	Cases
S. M. Jackson Jacobs	1

TOBACCO FROM ENGLAND

Per S. S. Celtic. Arr. Sept. 25
Consignees:

New York—	Cases
A. Novotny & Sons	2

TOBACCO FROM LIVERPOOL

Per S. S. Carmania. Arrived Sept. 23

	Cases
International Planters Corp.	1

TOBACCO FROM CHINA

Per Lisbon Maru. Arrived Sept. 23

	Bale
International Planters Corp.	1

TOBACCO FROM BELGIUM

Per S. S. Finland. Arrived Sept. 26

	Cases
Tobacco Products Export Corp.	9

Per S. S. Cannonier. Arrived Sept. 26

International Planters Corp.	2

CIGARETTES FROM GOTHENBURG, SWEDEN

Per S. S. Brottingholm. Arr. Sept. 27
Consignees:

New York—	Cases
Boomer & Co.	1

TOBACCO FROM HONGKONG, CHINA

Per S. S. Slavic Prince. Arr. Sept. 27
Consignees:

New York—	Cases
Ching Ching Yuen (Chinese)	20

CIGARETTES FROM CAPETOWN

Per S. S. Chinese Prince. Arr. Sept. 22
Consignees:

New York—	Boxes
H. A. Earle	1

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

Missouri's Biggest Leaf Tobacco Market

Picturesque Weston, the City That Used to Be the Jumping Off Place on the Frontier—Associated with Many Celebrities —Platte County Peculiarly Adapted to Tobacco Culture.

"Weston" philosophizes the circuit rider in the *Kansas City Star,* "admits she is the mother of Atchison, St. Joseph, Denver and Kansas City. Maintaining one of the biggest enterprises of the West, Weston is both an up-to-date and an ancient town. You will find there the boyhood home of "Buffalo Bill" in juxtaposition with a modern tobacco barn. The owner of a tobacco plantation lives on a site on which the home of James W. Denver, duelist, congressman, Mexican War general, governor of Kansas and the man for whom the capital of Colorado was named.

"You also will find the tobacco business has monopolized the premises formerly owned and occupied by Peter H. Burnett, first governor of California. Hence, Weston might assert she is the mother of states as well as metropolises. Modesty, however, precludes any such extravagant claim.

Weston easily overcomes any feeling of modesty, however, in asserting her pre-eminence among the cities of the West as a tobacco market. The largest loose tobacco market in Missouri is at Weston. The tobacco sold is produced on farms of Platte County, and the larger part in the vicinity of Weston. The market opens in December and continues until spring, by which time 4 or 5 million pounds have passed through the warehouse.

Buyers are from distant parts of the country—from Jersey City, Louisville, St. Louis—each on the lookout for the kind and grade of tobacco required in their factories. Buyers remain in Weston all winter. Sales last year aggregated 3 million dollars, all paid to the planters.

A few farmers raise thirty to forty acres of tobacco. The larger part of the crop, however, is produced by the farmer and his family, the average area being ten or fifteen acres.

Platt County is peculiarly adapted to tobacco culture, a fact discovered by earliest settlers in the region. Hence it is a mistake to accredit the industry to newcomers. However, there were no large crops until a few years ago. Several Kentuckians went there and quickly recognized the superior qualities of soil. They introduced Kentucky methods, and sent home for their friends. The native growers at once increased their acreage, and the tobacco boom was on. Bankers and merchants aided the boom. The newcomers settled, and were welcomed by old residents. The proportion of newcomers in tobacco culture and the older planters, is about half and half.

There may be special qualities in the soil of Platte County which account for the superior quality of tobacco grown there. I noticed river bluffs facing Fort Leavenworth, some ten miles across on the Kansas side, were higher than elsewhere. I believe the towering peak immediately east of Weston is the loftiest perhaps to be found on the Missouri River. I noticed further the loess deposit on the top of that hill is thicker than the same deposit in Kansas City. Of course, the loess soil covers the whole surface of Platte County except the river bottom land. Tobacco is raised only in the region back of the river, and not in the river bottom.

But the loess is not exclusively a Platte County soil. All counties north of the river have it, although possibly not to such depth. Platte River water is muddy. The same is noted in Bee Creek, a few miles east of Weston, hence the work of erosion is going on extensively. This again may have nothing to do with making Platte County good for tobacco. Again, perhaps it does. There is yet another fact; the Missouri River half encircles Platte County, washing its bluffs for fifty miles on its west and south sides.

As Platte County has the highest river bluffs, it also necessarily has the deepest ravines. Weston is delightfully located on two creeks whose valleys conspire to give the two the most interesting landscape imaginable. Herman Mayer, artist, visited Weston in 1850 and made a sketch of the place. The artist thought enough of his sketch to make a steel engraving of it. Charles Kurtz, the historian of Weston, uses the picture in his booklet. Myer also sketched St. Joseph, Kansas City and Independence at a time when all those cities were young, and about the same size.

I saw men hauling tobacco in motor trucks, and recalled that the pony express was originated by a resident of Weston, Ben Holladay. But that is no greater contrast than is presented by the changed mode of shipping goods of all kinds. The first tobacco ever shipped from Weston went by steamboat, which landed about where the railroad depot is now.

Many changes have occurred since the days when Weston aspired to be the metropolis of the West, and not the mother of metropolises; but in one respect there has been no change, namely in the sterling, manly qualities of her citizens. The boys of Weston who took part in the world war merely followed those who fought Indians or Mexicans, or who in the Civil War fought each other. One of General Pershing's staff lives in Weston, Brig. Gen. L. A. Craig, Jr., after whom the Craig Post in Kansas City was named in honor of his distinguished services in France.

More Money Spent for Smokes.

WASHINGTON, Sept. 24.—The tail of the national orgy of spending that swept over the United States following the armistice still is pouring money into the pockets of purveyors of amusement and contentment at the rate of approximately $400,000,000 a month, according to an estimate made here today on the most recent war tax receipts of the Treasury Department.

Although expenditures are being curtailed for autos, diamonds, imported cosmetics and the like, the public is increasing its purchases of candy, soft drinks and other non-alcoholic beverages, tobacco and theatre and movie tickets.

Seekers of recreation still are indulging in these things at the rate of nearly $5.000,000,000 a year, or enough to pay all expenses of the government for 12 months.

Taxes received by the government during May on the sale of candy, tobacco, soft drinks and admissions totaled $36,618,000. This is about 10 per cent of the value of these things sold.

Tobacco, cigars, cigarettes and snuff seem to be the favorite indulgence of the American people, according to the tax returns.

Theatre admission brought in the next biggest tax income to the government, total collections being $6,623,189. At this rate the annual expenditure for theatre seats would be approximately $794,772,000.

Fatima Display at the "Flatiron"

The United Cigar Store in the "Flatiron" building, New York, has one of the most attractive window displays that has been seen in Gotham for a long time. It is in the point of the "Flatiron," formed by the junction of Broadway and Fifth avenue, at 23rd street. The display represents rugged Japanese mountain scenery, surmounted with a pagoda, thatched cottages, flowering shrubbery, etc. A water fall, lakes and bridges are features of the attraction, but the crowning feature is a minature railroad around the hills and through a tunnel under the mountain. On this railroad an electric train of four cars, loaded with Fatima cigarettes, is constantly making the rounds. The windows on both sides of the building are crowded by admiring throngs all day long. It is called Fatima City, and the Liggett & Myers people are to be congratulated upon this happy hit.

Watch my smoke!

CARBON just cleaned out —new set of cords—air cool and moist—wonderful new road to explore—little old engine purring like a cat in the sun.

An Owl Cigar fits in exactly with the occasion. Easy, state-highway smoking, mellow intake. Always the same in its quality—the $3,000,000 leaf reserve provides accident insurance.

And you'll find Owl in nearly every town that uses gasoline. *Try Owl*—that's my advice!

8c

General Cigar Co., INC.
DEPENDABLE CIGARS
119 West 40th Street, New York City

The OWL Brand
With the Brown Band

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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NEW YORK

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"Each Cigar In Its Own Humidor"

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Liverpool Monthly Tobacco Report

	VIRGINIA. Leaf.	VIRGINIA. Stripe.	WESTERN. Leaf.	WESTERN. Stripe.	NYASALAND.*	OTHER SORTS.	Hds. & Tcs
STOCK, 31st July, 1920	59,233	35,343	12,570	16,512	867	1,070	= 125,595
IMPORTED in August	3,131	1,899	496	656	—	—	= 6,182
	62,364	37,242	13,066	17,168	867	1,070	= 131,777
DELIVERED in ditto	2,359	1,369	609	1,189	5	6	= 5,537
STOCK, 31st August, 1920	**60,005**	**35,873**	**12,457**	**15,979**	**862**	**1,064**	**= 126,240**
			*There is also a stock of 3,654 Bales Nyasaland.				
Against 1919	29,441	30,557	12,479	13,357	2,121		= 87,955
Ditto 1918	19,612	25,711	2,599	3,479	1,206		= 52,607
Ditto 1917	60,494	21,939	8,053	2,823	2,161		= 95,470
DELIVERIES—							
From 1st Jan. to 31st August, 1920	20,073	10,040	4,924	8,715	161		= 43,913
1919	33,183	16,294	5,742	8,320	166		= 63,705
1918	40,699	7,851	6,276	3,872	518		= 59,216
1917	45,866	5,956	8,216	5,457	375		= 65,870
EXPORTED in August, 1920	39	3	10	2	—		= 54

Of which to Australia, 20, Antwerp, 17; Amsterdam, 10; Channel Islands, 3; Christiania, 2; Isle of Man, 2.

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM.

UNMANUFACTURED *Tobacco delivered, dry weight in lbs.* REMAINING IN BOND.

	Month ended 31st July. 1920.	1919.	1918.	Seven Months ended 31st July. 1920.	1919.	1918.	31st July.
							1920... 336,231,000
							1919... 216,682,000
* Home Consumption	11,641,476	13,723,993	10,693,547	87,940,808	90,413,532	75,500,757	1918... 108,369,000
* Export	829,325	1,417,373	2,117	6,413,939	4,402,305	204,882	1917... 201,210,000
Total	12,470,801	15,141,366	10,695,664	94,354,747	94,815,837	75,705,639	1916... 253,362,000

*These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy.

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS.

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS.
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,159,326
1916	128,690,390	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB.

STRIPS.	1920.	1919.
WESTERN—		
Filler	18 @ 21	19 @ 20
Medium	22 „ 24	21 „ 22
Very middling to middling	25 „ 26	22½ „ 23
Good to fine	27 „ 30	24 „ 27
BURLEY	21 30	24 „ 32
VIRGINIA DARK—		
Filler	24 @ 30	22 @ 24
Medium	31 „ 33	25 „ 26
Good to fine	34 „ 36	27 „ 28
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	21 @ 32	22 @ 29
Medium Bright	33 „ 45	30 „ 36
Good to fine	46 „ 66	37 „ 45
NYASALAND—		
Semi-dark to Semi-bright	— @ 24 @ —	Nominal.
Medium Bright	Nominal.	„
Good to fine	„	„

LEAF.	1920.	1919.
WESTERN—		
Filler	12 @ 15	15 @ 16
Medium	16 „ 18	17 „ 19
Very middling to middling	19 „ 21	20 „ 22
Good to fine	22 „ 24	—
BURLEY	18 „ 27	20 @ 28
VIRGINIA DARK—		
Filler	18 @ 24	17 @ 18
Medium	25 „ 27	19 „ 20
Good to fine	28 „ 30	21 „ 22
VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	20 @ 27	18 @ 25
Medium Bright	28 „ 42	26 „ 32
Good to fine	43 „ 60	33 „ 39
NYASALAND—		
Semi-dark to Semi-bright	— @ 21 @ 30	Nominal.
Medium Bright	31 „ 34 „ 38	„
Good to fine	39 „ 45 „ —	„

The Market generally was quiet during August, and there is no special feature of interest to record.

In the Carolinas, medium to good Brights of the new crop were sought after and continued firm in price, but the common grades were inclined to be easy.

The Dark crop in the West has on the whole experienced favorable weather and shows improvement in character and probable yield.

EDWARDS, GOODWIN & CO.

PIPES FROM ENGLAND

Per S. S. St. Paul. Arr. Sept. 22.

	Cases
Perry Ryer & Co	1

PIPES FROM HOLLAND

Per S. S. Rotterdam. Arr. Sept. 26

	Cases
F. Marti & Co	2

PIPES FROM FRANCE

Per S. S. La Savoie. Arr. Sept. 28

	Case
I. Lederer	1

Classified Advertisements

FOR SALE—55 cases French cigarette paper, $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. **IF IT'S LEAF TOBACCO WE HAVE IT.** 1917-1918-1919 crops.

E. B. HAUENSTEIN,

Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

CIGARETTE PACKING MACHINERY FROM ENGLAND

Per S. S. Belgic. Arrived Sept. 22

	Cases
British-American Tobacco Co	3

CIGARETTE PAPER FROM ENGLAND

Per S. S. Vardulia. Arrived Sept. 23

	Cases
Hills Bros. & Co	20

Per S. S. La Savoie. Arr. Sept. 28

	Cases
Wilkinson Bros.	1
A. A. Kohary	1
Rose & Frank Co	16

CIGARETTE CASES FROM ROTTERDAM

Per S. S. Rotterdam. Arr. Sept. 27

Consignees:

New York—

	Cases
G. L. Sondheimer	6

CIGARS FROM KINGSTON, JAMAICA

Per S. S. Zacapa. Arr. Sept. 23

Consignees:

New York—

	Cases
Brit.-American Tob. Co	5

Per S. S. Helkon. Arrived Sept. 27

Consignees:

New York—

	Cases
Brit.-Amer. Tob. Co.	21

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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Throughout the Country His Memory Will be Honored

Isaac H. Weaver, President of the National Cigar Leaf Tobacco Association, a director of the T. M. A., a leading citizen of Lancaster, a man identified with many important enterprises, dies suddenly at his home. He stood high in the esteem of all who knew him.

Isaac H. Weaver of Lancaster, Pa., a good man nationally prominent in the cigar leaf tobacco trade, has passed away. His illness was of brief duration. But he had a premonition of death. For he said, a short time before he died, "Poor Hal, I guess I'll be the next to go." The intimation thus made undoubtedly referred to Hal. B. Kelper, Weaver's close friend, who departed this life a few days ago. Mr. Weaver, apparently, was in good health until noon, Friday. Then he mentioned having a "slight oppression," supposedly caused by indigestion. Soon, however, the trouble seemed to disappear. Mr. Weaver spent the afternoon at the Lancaster County Fair, viewing the exhibits, taking note of whatever happened, meeting many friends, conversing cheerfully, appearing to be in the best of spirits. After he had returned to his home, at 243 North Duke Street, about 7.15 that evening, he had a more serious attack. A doctor was called. Medical aid was administered. Mr. Weaver went to bed. He slept for a while. At 10.30 he was awake. A few minutes later he was dead. Neuralgia of the heart caused his death.

But his memory will live. To an unusual extent, he gained the high and enduring regard of all with whom he came in contact. He merited respect and confidence. He was one who won greater honors than the plaudits of crowds. He was not spectacular. He did not try to be associated with the tinsel and glitter of life. His achievements were solid. He rose, unaided, to eminence in the trade. He was a leading citizen, diligent in doing good work.

He was born on a farm, near Fertility, Lancaster County, Pa., about 56 years ago. He had the advantage incidental to "making himself useful" even in boyhood. Always he was a worker. And his work, chiefly was connected with tobacco.

He began in a tobacco field. His earnings and savings enabled him to establish himself as a tobacco packer, in a small way, in 1886.

He built on a firm foundation. From the very outset of the business venture, it was demonstrated that "Ike" Weaver was trustworthy. Though notably self-reliant, persevering and thrifty, he proved always to be dependable and fair. His business developed and prospered largely because those who dealt with him were sure of being treated right. His ability was not questioned. His honesty was undenied.

His prudence, shrewdness, diligence, alertness, good judgment and outstanding reliability caused "Ike" Weaver constantly to be considered a most desirable business associate. One success led to another. In the course of years,

The Late Isaac H. Weaver
President of the N. C. L. T. A.

besides having his own enlarged tobacco business in Lancaster, I. H. Weaver was vice-president and treasurer of the Lukaswitz Weaver Co. of Dayton, O., vice-president and director of the Planters Sumatra Co. of Quincy, Fla., president of the Strasburg and Millport Turnpike companies, vice-president and director of the Conestoga bank, a director of the Home Builders' Association, a director of the Lancaster Non-Retailing Co. and president of the Lancaster Chamber of Commerce.

Long identified with the Lancaster Leaf Tobacco Board of Trade, he attained, in recent years, much greater prominence in the tobacco industry of the United States. Elected president of the National Cigar Leaf Tobacco Association, at the Lancaster convention in 1919, he served the big organization most faithfully and acceptably as its chief executive.

His address, as president of the association at the annual meeting at Dayton, O., on May 24, 1920, was more than a perfunctory speech. It was a summary of all things needed to assist prosperity in the cigar leaf tobacco trade. It was replete with excellent counsel, it contained recommendations very timely and important. Printed, it was documentary evidence of the zeal, patriotism, intelligence, fairness and foresight of tobacco men. At Dayton, though Weaver indeed was desirous that the honors of the office should be conferred on another, he was re-elected unanimously to the presidency of the association.

Willingness to render service to the tobacco industry, readiness to put forth effective efforts for the benefit of the trade collectively, made Weaver respond whenever his help was called for; as a member of the directorate of the T. M. A., he was highly esteemed.

Immediately, on being informed that Mr. Weaver had passed away, the T. M. A. sent the following message:

NEW YORK, October 2, 1920.

Herbert B. Weaver.
Lancaster, Pa.:

Your telegram conveying the sad news of the sudden death of I. H. Weaver was a distinct shock to me. We had but recently had the honor of adding Mr. Weaver's name to our directorate, and the news of his passing will be received with the greatest of sorrow by our entire board as it will be by every member of our industry. Permit me to extend to you and the other members of his family my personal sympathy and condolences, in which expression I know our entire membership embracing the industry at large in which he held such a commanding position, joins me.

CHARLES DUSHKIND, Secretary.
Tobacco Merchants' Association of the U. S.

At a Special Meeting of the Executive Committee of the Tobacco Merchants' Association of the U. S. held at the offices of the Association, on the 4th day of October, 1920, the following preamble and resolutions were adopted unanimously:

"WHEREAS, We have learned with the greatest of sorrow and regret of the sudden death of our associate and friend

ISAAC H. WEAVER

who, by his splendid ability had won for himself a commanding position in the Tobacco Industry, and whom we but recently had the honor of adding to our Directorate, and

WHEREAS, The Tobacco Merchants' Association feels keenly the loss it has suffered in the passing of one who gave so unselfishly of his time and his thought in the interest of our industry, and in whom the entire trade recognized a most able and loveable man of great vision and foresight;

(*Continued on page 7*)

Looking at Conditions and Seeing What Has to Be Done

The Struggle Against Autocracy Must Be Continued—A Call for Loyal Co-operation—A Plea to Employer and Employe—Prevent Those Who Would Stir Up Discontent for Selfish Purposes—The Paramount Issue of Today—In America Lies the Hope of the World—The United States Is the Heir of All the Ages—Associate Liberty and Prosperity.

DETROIT, Oct. 6.—Addressing the chapter of the American Institute of Banking here today, Francis H. Sisson, vice-president of the Guaranty Trust Co., of New York, said in part: "All that we and our Allies accomplished in the World War was to protect democracy from one form, and only one form, of autocracy—the autocracy of the mailed fist and the Junker class. Today we are again facing the dangers of autocracy—the autocracy of the proletariat, which also comes from overseas, where it is applying the torch to the incendiary spots of Europe and which is seeking here to undermine the very foundations of our system of government and free institutions. We are confronted, in fact, with a third world challenge, and we must meet it as courageously and energetically and unitedly as we met the other two. Eternal vigilance is the price of freedom—and of safety.

"This menace is not a figment of the imagination, an incubus conjured up by nervous reaction from war tension. It is a grim, hydra-headed reality that seeks to terrorize where its socialistic sophistry and political or economic heresy fail of their insidious purpose. Only very recently the country was shocked by a dastardly outrage committed in the financial center of the country, which cost thirty-six lives and injured three hundred persons. And it is worthy of comment that nearly all of those innocent victims of that cowardly assault upon law and order were members of the working class—which is the very backbone of this nation.

"Let us hope that the masses, which include all our so-called classes, will respond to that challenge as the people of Great Britain during the war answered the aerial raids, in violation of the laws of civilized warfare and humanity, by storming the recruiting stations to enlist against the perpetrators of such fiendish violence. It is significant that the outrage I refer to was committed on the day preceding the one hundred and thirty-third anniversary of the adoption of the American Constitution. And it is time for this nation to enlist against the invisible enemies of our form of government who seek to dynamite the Constitution of the United States.

"Let us hope, too, that the masses will be aroused to the danger of our heretofore tolerant attitude toward radical propoganda and toward the demagogues who covertly and openly stir up discontent for selfish political purposes, as well as toward loose-thinking, unscrupulous writers who seek to build up circulation and influence for their publications by appealing to the busiest elements in human nature under the guise of fighting the battle of the masses—whereas, in reality, they are creating class strife for sordid profit.

Our Emblem an Eagle, Not an Ostrich

"When America thinks, America is safe. And, confronted today with the necessity not only of justifying but also of defending the very existence of its free institutions, America must think, and think clearly, facing all the facts. The emblem of the United States, it has been aptly pointed out, is an eagle, not an ostrict.

"We should never forget that we have just invested billions of dollars and, far more precious, sacrificed the blood of our young manhood, to preserve democracy and our sacred liberties. We have a democracy of, for, and by all the people; a democracy in which no class dominates, or can dominate. Shall we change that form of government for a pseudo-democracy, under which the so-called proletariat shall dominate, or for a socialistic chimera that cloaks the most vicious theory of class government under its "ideal" of nationalized industry?

"Let us be on our guard against such schemes as the Plumb plan, which aims at the Russianization of our great transportation system through turning the railroads over to the Railroad Brotherhoods under the thin veneer of government ownership. With the Russian railroads almost disintegrated and seventy-five per cent of their locomotives unfit for service, Russia nears the end of her dream of a proletariat paradise. And one of the most serious impediments to the financial reconstruction of Europe is the movement of the socialization and nationalization of industry, with the accompanying financial burdens it imposes on already prostrate governments.

"What is needed in America today is not socialization or nationalization of industry, but common-sense industrial co-operation. There is greater need and opportunity than ever before for all the imagination, training and skill that we can develop. We must co-ordinate our facilities to distribute all the bountiful resources of nature in this country to the largest possible number of persons for the greatest common good. But we can accomplish that ideal only by developing imagination to see, brains to plan, and hands to work—and all functioning in co-operation.

The Trinity of Industry

"Grave danger will menace our industrial structure unless as a people we can be brought to realize that all industry, upon which is based our very existence as a nation, is in effect a partnership of Labor, Capital and Brains, each absolutely dependent on the other two, and none capable of separate conduct of the business. They constitute the Trinity of Industry.

"Of late years there has been a tendency to ignore the basic elements of the industrial partnership, and when that tendency has progressed to the point where one of the partners assassinates the other, as has recently occurred in Russia, the whole industrial structure collapses. So-called radical propaganda, socialistic pragmatism, and the pernicious meddling of half-baked dabblers in economics, coupled with the abysmal ignorance of the simplest laws of human relationships on the part of demagogues, has stimulated an unrest that strikes at the very roots of our national existence and welfare.

"The attacks upon capital seem based on the belief that capital consists merely of money, and that those who are possessed of money can utilize it to take the place of manual labor on their part, whereas the simple fact is that capital in reality consists of such things as tools, credit, money, supplies for consumption and production material. And, consequently, the history of civilization has largely been the history of capitalization. Radical argument objects to the growth of wealth, and yet every individual who possesses strength in excess of the actual needs of the moment is possessed of wealth which can be used to increase comfort, the standard of living, or reserve against lean periods.

"Labor, Capital and Brains are natural partners, and in America we have rewarded that partnership as no other country has ever rewarded it. A mere glance at the condition of the American worker shows that he occupies a higher industrial place than the worker of any other country. His standard of living is far higher than that of any other worker in any other land, and his opportunity for advancement along industrial lines is untrammelled. Today, labor in the United States has a first lien on all products of industry, and practically dictates its own reward. There was a time in the history of American labor when the introduction of labor-saving machinery was violently opposed, but experience and a rising standard of education have shown the truly American worker that machinery has not only raised his production capacity, conserved his energy, multiplied his potential value, but increased his reward. Yet labor alone was incapable of accomplishing such benefits for itself; they came through the co-operation of capital and labor to bring forth an industrial prosperity that is the marvel of the civilized world.

American Laws Give Labor a Square Deal

"Irresponsible agitators who pretend that labor receives no consideration from the lawmakers of America not only misrepresent the facts but tell a downright untruth. In the short space of eight years, workmen's compensation provisions have been written into the statutes of forty-five States and territories, in addition to the model act of the Federal Government for its million civilian employees. More than thirty States have amended their compensation laws generally to provide more liberal cash and medical benefits for injured workers, shorter waiting periods before payments begin, and wider scope. Ten States raised their scale of compensation so that there are now twenty-two States which provide compensation for injured workers of at least sixty to sixty-six per cent of their wages. Women's working hours have been reduced, and minimum wage laws for women and children have now been enacted in fourteen States, in addition to the District of Columbia.

Our Economic Welfare Contingent on Cooperation

"There is encouragement in the fact that appreciation of some of these fundamental truths on the part of the more intelligent labor leaders is manifest today. They are beginning to understand that co-operation with Capital is imperative, as was evidenced a few days ago by the announcement that the representatives of the employers and employees in the construction industry sat down together and pledged themselves to make up the deficit of one million homes in America, and named a committee to appoint sub-committees in every city in America to study the building troubles in each locality, in order that a comprehensive plan of action may be worked out.

"The reactionary element among the employers of this country should remember that the curtailment of production in order to force wages down and sustain prices will inevitably act as a boomerang. Their eventual loss will more than offset their immediate gain. General prosperity is the best antidote for industrial unrest and dangerous radical tendencies.

"Labor, too, must bear in mind that it has far more to lose by curtailing output, on the false theory that decreased production per man creates more jobs. It should realize that the only way to sustain wage levels is to give a fair day's effort for a fair day's wage, for unless there is greater production per man, which will enable employers to reduce production costs, wages cannot remain at present levels when commodity prices generally are falling and will continue to fall. And last, labor must appreciate that strikes are enormously expensive to labor as well as to capital, and the economic loss must be shared by all.

Our Golden Opportunity

"America today is the world's greatest granary and the world's greatest workshop. With bumper crops now being harvested and the universe still demanding our products in quantities such as no country has ever before been asked to supply, we face a prosperous period during the next few years, at least. But let us be careful not to destroy that splendid prospect by industrial or class strife. This is a time for constructive readjustments or industrial differences on a basis of national welfare and national policy. Ours is the golden opportunity. Let us get together, then, and fully realize its possibilities—and we can do that only by getting together and staying together.

ANOTHER DARING HOLD-UP

Four Auto Bandits Overpower Two Employes of the American Cigar Co.—Steal $8,887.50 and Get Away

The American Cigar Co. was robbed of $8,887.50. On Friday, "another daring hold-up" occurred in New York City. However important may be the activities of the police, the detection and capture of the thieves as yet is unreported.

The robbery took place on East Fifty-second street, between Second and Third avenues, five minutes' walk from the East Fifty-first Street Police Station, and just after the patrolman on the post had left the vicinity.

Joseph Newman, paymaster at the factory, accompanied by Ed Bohnlofink, a guard, left the American Cigar Co. factory at Fifty-second street and the East River, about 11.15 a. m. and walked to the branch of the Corn Exchange Bank at Fifty-second street and Park avenue.

At the bank, Newman obtained $8,887.50 to pay off the 400 employees at the factory. The cash consisted of currency and silver. The currency filled two envelopes. A bag contained the silver. Leaving the bank about 11.30 o'clock, Newman and Bohnlofink passed Park, Lexington and Third avenues untroubled. On the route they crossed from the north to the south side of the street. The paymaster was carrying the two packages of bills under his arm and the guard had the bag of silver in his pocket. Newman walked on the outside and the guard on the inside.

Meanwhile four men had arrived in a car at Fifty-second street and Second avenue. They left the machine at the curb at the south side of the street, near Second avenue, and walked 100 feet west on Fifty-second street, stopping in front of a three-story brick house.

As the paymaster and guard passed, a man who was leaning against the iron railing in front of the house leaped upon Bohnlofink, who, though surprised, tore into his assailant and was getting the best of it, bending the robber over the railing, when a second bandit slipped his hand around the guard's waist, lifted his coat-tails and removed his revolver.

While these two bandits were attending to Bohnlofink, Newman started to run. The two other bandits, however, turned him into a little alleyway, cornered him and knocked him down with a revolver butt.

Then the bandits grabbed the bills and the bag of silver and ran down the street to their automobile, which took them south on Second avenue to a clean getaway. The police later learned that either the car or its license plate was stolen.

The outcry brought the police to the scene. Newman and the guard were taken to the East Fifty-first Street Station and later to their homes. Newman was treated for lacerations over the right ear.

French Cigarette Production to Be Increased

WASHINGTON, Oct. 6.—The French Government, in charge of the manufacture of cigarettes, announces that an important increase in cigarette production is contemplated. Fifty new cigarette machines have been ordered, each having a daily production each of 150,000 cigarettes. The transport crisis is given as one of the serious difficulties hindering the distribution of tobacco and tobacco products. The production per worker has greatly diminished.

The New Commander of the American Legion

Col. Fred W. Galbraith, Vice-President of the T. M. A.

By placing him at the head of their great organization, veterans of the war have given to Col. Fred W. Galbraith the highest possible vote of confidence. Deservedly, for he combines ability to command with every other desirable soldierly quality. Successfully, he has fought his way. In him, associated with the soul to dare, is the will to work and win.

On the government reservation, adjacent to the Watertown Arsenal, he was born, May 6, 1874.

He left grammar school at an early age and went to San Diego, Cal., with his father. He attended school only up to his tenth year. About the time he attained his teens he went to work as track walker on the Southern Pacific Railroad, on a division then known as the California Southern. A roundhouse fight was the nightly program of the track walkers, and the boy destined to be "the fighting Colonel" emerged victorious on almost all occasions and against odds.

As a transcontinental traveler the youthful Galbraith also broke records. When he was thirteen years old he made another cross-country jump, this time to Springfield, Mass. There he began a rather abbreviated financial career. He obtained a position in a bank. After working there a short time he obtained a position with a Springfield manufacturing concern.

After several years of hard work in the manufacturing plant Galbraith was made foreman at the age of 16. Then there were no seniority rights and work was the thermometer of advances. During the time that he was foreman he was subject to an attack of sea fever and began to study nights to fit himself for Annapolis. He was doomed to disappointment, however, for after successfully passing mental examinations he was informed that he was six months over the age limit for cadets.

Not in the least discouraged and still resolved to be a trained fighter, Galbraith entered the Massachusetts Nautical Training Academy. He completed a three year course in less than a year at the age of 18, was assigned to the ship *Enterprise* and made a trip to Japan. Later he was transferred to the *Dirigo* and was the first graduate of that vessel. That Galbraith was as good a fighter on the sea as on land his shipmates before the mast can testify.

Later he made another trip to Japan and was promoted to third mate. During this time he showed the earmarks of heroism, when a fire broke out in the hold where oil was stored. Galbraith fought his way through the flames to awaken a companion who was asleep. He risked his life in this adventure and won the respect of officers and crew by this deed and was known ever after as "The Battling Third Mate."

All told, Galbraith was at sea before the mast and as an officer for about six years. After the cruise in which he rescued his fellow seaman from the flames in the hold he returned to New York as a second mate. His promotion came chiefly as an acknowledgment of his heroic work.

He was one of the most sought after officers during the time he was in port and finally accepted a position on the *Shenandoah,* a sailing vessel with 14,000 square yards of canvas, one of the largest sailing vessels afloat at that time. On this vessel the youth made a trip around the Horn and again saw the shores of California, which he had left during his boyhood.

But relatives persuaded him to return East and quit the sea. In order to comply with their request he took ship and came home via the Cape Horn route.

On his arrival at home Galbraith took the next step in his career as a fighter first and business man last by accepting a position in a factory. When the dull monotony of this life began to pall he changed jobs and went to work addressing postal cards for $3 a week.

In a year he became treasurer of the company for which he first worked. It was a jobbing tobacco concern.

It was then that the world war hero got his first real chance to do "big things." It was with the John P. Squires & Co., a packing concern of his home city, Springfield. The concern had drifted down hill and had gone into the hands of a receiver. William Lloyd Garrison, Jr., one of the board of receivers, came to Galbraith and asked him if he would take the job of straightening things up. "We want a man who can make things hum," Garrison told Galbraith.

"I'll take a shot at it," the young man said. "Good, your salary is $5,000 a year," Garrison replied.

Galbraith, as he had done everything before, went at that job thoroughly. He had approximately 800 men to control and began by going on the outside and working his way in. After being in office approximately a year he made more through the sale of old junk lying around the place than the firm had profited by its business formerly.

Initiative was the first word in his business primer, and along the lines of enterprise he continued as a success in his executive capacity. He kept everlastingly at it on the principle that a penny saved was a penny earned and success crowned his every effort at tightening the loose lines on which the company had been operated.

After a year of plugging he was rewarded by being made general superintendent. They gave him another pay increase and the directors of the company told him that he had saved them $100,000 a year without decreasing their production in the least. What had formerly been the bankrupt hulk of an industrial concern was through his efforts made a thriving, prosperous producer.

One shift followed another, Galbraith transferred his activities as occasion seemed to demand. But he made good wherever he was employed. For a while identified with the old Commonwealth Tobacco Co., he stepped up later to a responsible position with the American Tobacco Co. From the big company, he went to the Western Paper Goods Co. and now is the president of that prosperous, progressive and important corporation.

In 1915 Galbraith took command of the first Ohio regiment.

He took his regiment to Camp Sheridan in 1917. It was subsequently changed to the 147th United States Infantry. Colonel Galbraith was head of all affairs at Camp Sheridan, being particularly active in providing social recreation not only for his own regiment but for all men in training at Camp Sheridan. Under his direction a coliseum, the largest of any army building in the country, was constructed.

The regiment was rapidly moved to Camp Lee, then transported to Hoboken for final examination. Finally, the time came to "shove off." The welcome order was given, and "Cincinnati's Own" slipped out of New York Harbor on the night of June 15, 1918. A record trip was made, as the transport landed at Brest, France, on June 22, a seven day trip.

The regiment was then ordered to Bourmont for special training. The training was intensive, much more so than the rigorous work the regiment had done at Camp Sheridan. The in-

(*Continued on page* 42)

Col. Fred W. Galbraith, the New National Commander of the American Leg ion

Commanding the 147th Infantry in the Meuse-Argonne offensive and elsewhere at the front during the great war, this gallant volunteer made an inspiring record. Undeniably he was an unusually capable officer. In general orders he received particularly strong commendation. For exceptionally brave and meritorious service he was awarded the Distinguished Service Cross and the Croix de Guerre, with palms. In addition, he was a commander who won the highest respect and confidence of his men. Identified prominently, both before and after the war, in the tobacco industry, he is a vice-president of the T. M. A. And he may be cited as a tobacco man to whom the entire country can point with pride.

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NEW YORK, THURSDAY, OCTOBER 7, 1920

ARGUING FOR A SALES TAX

Every business man, although he may not make high pretentions as a school-economist, realizes that our present system of taxation does not provide for a tax which rests where it falls. The burden is easily shifted from one shoulder to another, and in the last analysis it is the consumer who pays.

A tax on sales, say, 1 per cent., says Charles E. Lord in *Forbes Magazine,* "considering the different hands through which merchandise passes, might be counted as the maximum of a 3 per cent tax. And it should meet all the requirements. Surely, a load of even 3 per cent, since the tax is paid by the ultimate consumer, is much easier to bear than the present one of 25 per cent which represents a very conservative calculation.

Authorities have calculated that this method of taxation, together with certain excise taxes, such as the present tobacco tax, Custom House duties on imports (which are now growing), and possibly surtaxes on certain classes of incomes that can be defined as unearned income, would provide a revenue of more than $4,000,000,000 a year, sufficient to meet the needs of the Government if a reasonable degree of economy is exercised at Washington.

Its advocates believe that the people of the United States will approve a method that (1) places a definite normal tax on all incomes above exemption; (2) an additional and increasing tax upon unearned income; and (3) a small tax of 1 per cent on the turnover of commodities from producer to consumer, which will spread out so thin that its effects upon the cost of any one article will be scarcely noticeable, thus placing the heavy load of post-war taxation so that it will fall equitably; avoid dislocating industry; tend to deflate prices; define definitely the taxpayer's liability; promote thrift in contrast to present extravagance; lift the burden of back debt from the taxpayer, and stop much of the necessity for borrowing by the Government.

AFTER THE "EASY MARKS"

Re-establishment of the pre-war gold value of the German mark is impossible, according to Prof. Gustav Cassel, of Stockholm, an authority on economics, who has prepared a long memorandum on the subject of the restoration of exchange for the use of the delegates to the International Financial Conference. It is Prof. Cassel's opinion that any attempt to bring any of the greatly depreciated European currencies back to their pre-war levels is useless.

"German marks," he says, "have been sold abroad on an enormous scale, and at almost any price they would fetch. As the central government, local bodies, banks and business enterprises were in absolute need of foreign means of payment and these did not seem to be procurable in any other way, the country was driven to the selling out of its currency. This process must be looked upon as a substitute—a bad substitute indeed—for the more regular device of securing foreign loans. As lenders could not be found, Germany turned to a new class of investors—the speculators in currency, and offered them instead of a high rate of interest, the inducement of an extraordinary low rate of exchange. Speculators suffered heavy losses as exchange went down step by step, but new ranks were always ready to believe that the bottom had not been reached, and the last of them made enormous profits. From these experiences it seems clear what disastrous effects are connected with an endeavor to sell out a currency of a country to foreign speculators. Although the case of Germany is the most conspicuous the practice has by no means been confined to that country.

INCOME TAX REFUND IN TEXAS

Income tax refunds that total possibly $5,000,000 will be made to residents of Texas and several other states under regulations now being prepared by the Internal Revenue Bureau.

The refunds will be made under the community property law by which one-half of all property coming into possession of a husband after marriage belongs to the wife. Texas, California, Louisiana, Washington and several western states have such laws.

Because of this law in Texas the wife may make return for one-half of the family income, Attorney-General Palmer ruled following an examination at the request of Internal Revenue Commissioner Williams. Splitting the income into two returns will decrease the surtax and save money for perhaps 50,000 tax payers.

A RESORT TO QUO WARRANTO

The attorney-general of Florida has brought *quo warranto* proceedings in the supreme court of the state against the Cigar Manufacturers' Association of Tampa for the purpose of depriving them of their franchise rights, liberties and powers, on the ground that the association is a combination in restraint of trade.

The petition, as published in the Tampa papers, contains no allegation of facts, but is made up entirely of conclusions of law. These conclusions, of course, may be reached by one attorney, and fail to be found by another. Like any other legal pleading, what goes into it is wholely within the option and on the judgment of the drafting attorney. In other words when he files an initial pleading, it is his opinion that the law will back up his allegation, provided his facts conform to his statement of them.

In such proceeding as *quo warranto,* the supreme court, has concurrent original jurisdiction with the circuit court. The supreme court being, primarily, a court of last resort, an appellate court does not assume to act in every instance where its jurisdiction would permit, because if it did it would soon be filled with cases which had been brought to it to avoid lower court procedure, costs and delay. But when an extraordinary condition arises, or where it is imperative that immediate action be taken or justice will be impaired or defeated, the supreme court will assume original jurisdiction.

One hardly sees where the action sought by the attorney-general is of that immediate demand, and extraordinary import, which would justify the highest court of the state taking its already well filled time when the circuit court is open and has equal jurisdiction.

This has been held at least once before in the case of a Tampa proceeding of the same nature. The supreme court of Florida in the case of the attorney-general versus the Tampa Waterworks Company, reported in 57 Fla., page 533, decided that inasmuch as the statutes in this state afford adequate proceedings whether franchises have been abused and should be forfeited, the supreme court would not ordinarily determine such questions in the first instance; and in that case the supreme court declined to assume the original jurisdiction and remitted the petitioner to the lower court.—*Tampa Tribune.*

IBANEZ HAS A DOLLAR TO BET

"When a true Yankee is enjoying a cigar, he is always biting at it, drawing at it, but especially rolling it around, tilted at all angles, between his lips. The cigar is finally mauled to pieces. Then, when the American has smoked about half of it, he throws it away. It is an astonishingly prodigal and destructive manner of smoking. Economy in tobacco is something unknown to this country. I have a dollar to bet that I can walk around the streets of London and Paris and tell from any cigar butt whether an American smoked it."

So declares V. Blasco Ibanez, the celebrated Spanish novelist, in telling "What I have learned about you Americans." His assertion is featured in the October number of the *American Magazine.* Is Ibanez a bit of a joker? Or, is his insinuation, relative to the Yankee smoker, more than half true?

THE TRAVELING SALESMAN

"When I was a small boy," says a contributor to the *Saturday Evening Post,* "the traveling man seemed a personage no less important than a visiting prince. When he came to our town with his trunks and cases the loafers about the depot followed him to the general store to share in his distribution of cigars and listen to his large talk of distant places. I cannot remember whether his city clothes or suave superiority inspired the greater awe. He had a great fund of new stories and joined heartily in the laughter they provoked. Arguments that had been left hanging in the air against the day of his arrival were settled for all time by his decision, and his opinions concerning political matters were accepted as the words of an oracle. When he had finished his business in town a guard of honor accompanied him to the train and he always waited for the last coach and swung on as a young brakeman does.

"Salesmanship is no longer the happy-go-lucky matter it was. The modern salesman is an expert, a student, a psychologist. His mission is to sell goods, but he accomplishes his purpose by rendering service. He is a counselor and friend. A postcard will bring him from a distant city, and once arrived he will study a shop or store, take it apart to find the rusty cogs, readjust it to fit a modern plan, and be gone with an order for the machines or devices of goods his house has for sale. He is the handmaiden of efficiency, an apostle of pep, bringing light into dark places and spreading the gospel of progress.

"Now the salesman keeps fit. He needs a level head. He is a responsible citizen, and his place on the pay roll depends upon sound judgment and an unblemished character. He is, in many instances, the ambassador of a great institution, dignified by the reputation of a firm that counts honor its chief asset.

"Traveling men are good citizens. Few men in other occupations are so well qualified for the business of self-government. The traveling man knows his country. He understands its needs, its virtues, its faults. He meets many men with many ideas, reads much, debates much, and from the random grist that comes to his mill makes for himself a standard of citizenship and a conception of good government that are without bias or prejudice or the narrowness that is the penalty of restricted horizon."

The number of commercial failures in this country during the first half of the present year was smaller than in any corresponding period since 1881.

Shots and Jots

Big and little, Brazil has 29 match factories.

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In Berlin, Germany, cigar stores must not open before 7 A. M., according to a new government rule.

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The tobacco firm of B. Schwabe of Leipzic, Germany, celebrated its 100th anniversary last week.

—

Development of the tobacco industry in Brazil, during the war, included the erection of nine new factories.

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Delegates from Brazil are in Sweden, negotiating for the sale of Brazilian cigars, cigarettes and smoking tobacco.

—

Charles A. Bond, tobacco agent for the Philippine government is busy this week, on inspection work, in Cleveland and Cincinnati.

—

As a result of the war, every individual in the world must pay $6 annually to meet the interest on public debts as against $1 in 1913.

—

M. H. Mussett, Southern representative of El Roi-Tan cigar, was in Nashville last week and made a special trip with W. M. Jamison, traveler for Phillips-Trawick Co.

—

"Judge" I. M. Aron, representing M. A. Sola & Co., Porto Rican stripped tobacco dealers, of 228 Pearl Street, New York, starts out first of next week to make a tour of the Empire State, which will take him as far as Buffalo.

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One hundred Corona Corona cigars against a $4 briar pipe that Harding will carry New York State—that's the odds declared in an election bet made Monday by the proprietor of a motion picture theatre with an owner of a store near Times Square.

—

"Girard" in the Philadelphia *Press* says: "The United States makes and smokes twenty times as many cigarettes as it made and smoked just twenty years ago. It now takes 7,000 miles of cigarettes to satisfy our smokers daily, plus the pipes they fill and the cigars they consume."

—

Frank Brady, who was connected with the Maxwell Corner Cigar Store in Nashville, Tenn., since his return from service overseas, resigned his positio there to accept a position as traveling salesman with Englehardt Bros. His territory will embrace Alabama, Georgia and Mississippi. Frank will start on the road about October 15.

—

"I've passed 14 winters on the upper side of the Arctic circle, and I can tell you what real luxury is, in the Yukon country, " declares Tom J. Beasley, a "confirmed Alaskan," temporarily in New York. "It's to eat your fill of bacon and potatoes, squat on a seat comfortably near a red hot stove and have Garcia & Vega clear Havana cigars to smoke."

—

The Guaranty Trust Co. of New York, on Monday opened its new Constantinople office, which has been established to meet the growing requirements of American and European business interests in the development of commercial relations with the Near East. Like the company's other foreign offices at London, Liverpool, Paris, Havre and Brussels, the new branch is an independent banking unit, conducted on American lines and rendering American service.

Philip Morris & Co., Ltd., mindful of the times, do more than admit that prices may be lower, in future. Reduction of price of the popular English ovals now enable the cigarettes to go to the trade to be retailed 20 for 25 cents. A big rush of orders immediately came as a result of the drop in price. Ever since they were placed on the market, English ovals had ready and far extended sales. Recently, however, Vice President Frank Swick obtained the swift and persuasive assistance of many "silent salesmen" by placing the new price ticket in every carton.

—

"We got the leaders of a gang of cigarette thieves," San Francisco policemen say, since the arrest of George Wildner in San Francisco and Leon Martinez near Redwood City, Cal. The ring is alleged to have hidden 45,000 cigarettes in a haystack near the Dumbarton cutoff. Wildner was arrested by Detective J. J. Callahan as he was trying to sell six cases of cigarettes. Railroad Detectives Loftus and Prindeville say that they believe Wildner was one of the sneak thieves who stole hundreds of dollars' worth of goods from Southern Pacific freight cars recently.

—

Once upon a time perhaps, a trip to Havana wasn't regarded quite so joyously as it is today. But to "Bob" Lane, United States and Canadian representative of Partagas, Cuba ever is inviting. To go to the famous factory, taking a fat order book filled with requisitions for multiplied thousands of cigars of the more choice sizes sure is pleasure combined with business. And Lane's satisfaction, as he departed this week for the Cuban metropolis, was made greater by thoughts of the joy that will be experienced by smokers of Partagas privileged to obtain larger supplies.

—

Tobacco stocks continued to go into new high ground and American Tobacco A stock sold at 140 during the same period. American Tobacco's earnings continue on an upward scale and the present rate is understood to be in the neighborhood of $18 a share for the common stock, or one and one-half times the present dividend. American Tobacco scrip sold around 115 which means that the 12 per cent annual scrip dividend has a cash value of nearly $14. There was also confident buying of United Retail Stores which put it to a new high for the month above 74. This was based upon knowledge of plans for the expansion of the United Cigar Stores organization. It is expected that United Cigar Stores sales in 1920 will easily reach a new high record of $80,000,000 and plans are being made to handle a business of $100,000,000 in 1921.—*Wall Street Journal.*

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The Tobacco Salesman's Association of America held a well attended meeting Friday evening in the Hawthorne building, New York. The principal business was the nomination of officers for the ensuing year. The following nominations were made: For president, W. Sam; First Vice President, Robert E. Lane; Second Vice President, Albert Freeman; treasurer, Joseph Freeman; financial secretary, Leo Reiders; recording secretary, Sam Albert and Sidney Powell; board of directors, Herman Goldwater, Sidney J. Freeman, Leo Lehman, Jesse Powell, Asa Lemlein, Myron Harrison, Louis Lassett, Sam Singer, Sig Weil and Meyer Wexler. Delegates to the T. M. A.—J. J. Ollendorf, Sidney J Freeman, Herman Goldwater and Leo Lehman. Representatives on the National Council of Travelling Salesmen, Abe Engel, Nathan Gerber, Myron Harrison, M. Newhouse, J. J. Ollendorf, H. Goldwater, W. Sam, Sidney Powell, Jesse Schwartz and A. Eckstein. Interesting trade discussions by Robert E. Lane, Sidney J. Freeman, J. J. Ollendorf and Judge H. H. Hunter were featured. Announcement was made that Albert Freeman had organized the Newark branch, Friday, with a membership of sixty. The House Committee reported that it had arranged for the Annual Ball to take place next March.

I. H. WEAVER PASSES AWAY

(*Continued from page 3*)

"NOW, THEREFORE, BE IT RESOLVED, That the Tobacco Merchants' Association by these presents crystallizes its most profound regret, acknowledges its great loss, and on behalf of the Tobacco Industry of the country, offers deep condolences to the members of his family and to his business associates; and be it further

"RESOLVED, That these resolutions be spread in full upon the minutes of the Association, and a copy thereof presented to the bereaved family as evidence of the high regard in which he was held by all of us."

Weaver's good work was not restricted to his own affairs nor entirely to the tobacco trade. During the war, he was chairman of the Civilian Relief Committee of the American Red Cross. He was a prime mover in the citizens' committee of 100, he was indefatigible in promoting sales of Liberty bonds, he was a director of various drives to procure funds for worthy purposes; not one who sat back and gave orders, but "one who got out and worked," one who gave, personally, "until it hurt," and then generously "dug up" some more. He never asked others to do what he was unwilling to undertake. In peace, equally as in wartime, he was a worker for the public welfare. A staunch champion of Greater Lancaster, he let slip no opportunity to contribute what he could for advancing the prestige and increasing the prosperity of the city. And his earnestness and generosity were recognized and appreciated. By manifesting a wish for it, probably, he could have had any office or honor in the gift of the people of Lancaster. But he was content to serve, without reward.

Unostentatious, unaffected, satisfied to be "a plain man," one who scorned deceit and despised pretense, he was of the kind that truly can be called "typical American." And he was mindful of social as well as other obligations. He was a trustee of Franklin and Marshall College. He belonged to the B. P. O. E., to the Lancaster Automobile Club, the Lancaster Country Club, and the Old Colony Club of the United States. He was vice-president and a director of the Hamilton Club, one of the proudest institutions in the historic city of Lancaster.

Sunday a week ago, Mr. and Mrs. Weaver celebrated the twenty-sixth anniversary of their wedding. It was a quiet affair attended by intimate friends. On the fifth day following, the happy home was invaded by deepest grief.

Mr. Weaver leaves a wife, a daughter, Martha, and two sons, Herbert and Edward, who were in the tobacco business, with their father, at Lancaster. Also surviving, is a sister, Mrs. S. O. Frantz.

The funeral took place in Lancaster, Tuesday afternoon.

From all parts of the country came telegrams and letters of condolence to the grief stricken family.

Not only to relatives and friends, not alone to the city of Lancaster, not strictly to the tobacco industry is the loss confined. When a man of the best type, a man that inspired respect, trust and admiration, a man strong and active in accomplishing good, is cut down in the period of his greatest usefulness, called away from the enjoyment of deserved success, sorrow can not be restrained. From Wisconsin to Florida, men will mourn the death of Isaac H. Weaver. But, though grief will be effaced by time, the many acts of kindness, the numerous good deeds credited to Weaver will be a monument to his memory, more enduring than granite.

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

Anargyros *Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World*

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2000 Bobines Domestic Egyptian verge 20 gr. 30 mm. 3120 mm.
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Telephones Beekman 1080-81-82

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Oct. 2.—Whatever argument may be made elsewhere in the State, tobacco trading here is proceeding as usual. The Tobacco Board of Trade gave out yesterday a report as follows:

Tobacco Sales for the Week and Year to October 1, 1920.

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year: Jan. 1 to Date
Turner	61	..	61	3,551
Kentucky	327	25	352	10,852
Main Street	258	..	258	6,312
Planters-Farmers	348	6	354	8,695
Tenth Street	227	..	227	6,097
Louisville	162	34	196	7,562
	1,383	65	1,448	43,069
Year 1919	..	..	161	46,577
Year 1918	..	..	452	51,270
Year 1917	..	..	127	37,311

Classification of This Week's Sales

	Old Crops.	1919 Crop.	Total.
Burley	96	1,151	1,247
Dark	6	195	201
	102	1,346	1,448

Classification of Sales Jan. 1 to Date

	Old Crops.	1919 Crop.	Total.
Burley	7,744	32,587	40,331
Dark	318	2,420	2,738
	8,062	35,007	43,069

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	40,420	46,376	33,370
Dark	6,157	4,894	3,941
	46,577	51,270	37,311

Comparisons with Previous Years

	1920.	1919.	1918.
Sales—			
Total sales of new crop to date	38,248	47,242	54,530
Sales of new crop to date. Original inspection	31,693	41,125	49,700
Rejections—			
Rejections this Week:			
Burley	276	....	....
Dark	28	....	....
Total	304	171	78
Percentage of rejections to auction sales:			
Burley	23	....	....
Dark	16	....	....
Total	22	16	29
Rejections, Jan. 1 to date:			
Burley	10,325	....	....
Dark	615	....	....
Total	10,940	7,586	5,755
Receipts—			
Receipts this week	730	1,407	393
Receipts, Jan. 1 to date.	35,351	44,326	45,937

Official Quotations at Louisville

	Burley: Dark Red	Burley: Bright Red	Colory	Manufacturing
Trash, (green or mix.)	4 to 5	.. to 6	7 to 8	5½ to 6
Trash, (sound)	5 to 7	8 to 10	9 to 12	6 to 7
Common Lugs	8 to 10	11 to 14	14 to 17	6 to 7
Medium Lugs	11 to 16	14 to 17	19 to 24	8 to 9
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf, (short)	9 to 12	16 to 20	18 to 22	8 to 9½
Common Leaf	13 to 15	20 to 22	24 to 28	9½ to 12½
Medium Leaf	17 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

Tobacco Sales for the Month and Year to September 30, 1920

Warehouses	Month: Auction Sales	Month: Private Sales	Month: Total for Month	Year: Jan. 1 to Date
Turner	463	..	463	3,551
Kentucky	1,687	52	1,739	10,825
Main Street	724	..	724	6,274
Planters-Farmers	1,403	26	1,429	8,651
Tenth Street	1,034	23	1,057	6,096
Louisville	949	65	1,014	7,562
	6,260	166	6,426	42,959
Year 1919	..	..	4,571	44,507
Year 1918	..	..	2,094	50,818
Year 1917	..	..	997	37,184

Classifications of This Month's Sales

	Old Crops.	1919 Crop.	Total.
Burley	782	4,982	5,764
Dark	17	645	662
	799	5,627	6,426

Classifications of Sales Jan. 1 to Date

	Old Crops.	1919 Crop.	Total.
Burley	7,739	32,499	40,238
Dark	318	2,403	2,721
	8,057	34,902	42,959

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	38,647	46,062	33,281
Dark	5,860	4,756	3,903
	44,507	50,818	37,184

Comparisons with Previous Years

	1920.	1919.	1918.
Sales—			
Total sales of new crop to date	38,143	45,560	54,078
Sales of new crop to date. Original inspection	31,605	39,619	49,305
Rejections—			
Rejections this month:			
Burley	1,538	....	....
Dark	161	....	....
Total	1,699	656	175
Percentage of rejections to auction sales:			
Burley	27	....	....
Dark	27	....	....
Total	27	18	20
Rejections, Jan. 1 to date:			
Burley	10,316	....	....
Dark	604	....	....
Total	10,920	7,421	5,677
Receipts—			
Receipts this Month	4,975	4,588	1,138
Receipts, Jan. 1 to date	35,219	43,617	45,693

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to September 30, 1920.

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1st to Date	Deliveries Jan. 1st to Date	Stocks This Date
Turner	297	340	2,688	2,825	993
Kentucky	996	1,015	7,779	7,703	4,015
Main Street	594	315	5,602	5,407	1,529
Planters-Farmers	1,526	843	8,266	7,231	5,848
Tenth Street	703	506	4,840	5,025	1,409
Louisville	859	503	6,044	5,513	3,466
	4,975	3,522	35,219	33,704	17,260
Year 1919	4,588	3,316	43,617	36,006	11,908
Year 1918	1,138	1,408	45,693	43,445	7,320
Year 1917	659	1,131	30,771	34,911	3,118

Last Month's Totals—August

Receipts last month	3,884
Deliveries last month	1,753
Stock last month	15,807
Increase during month	1,453

Present Unsold Stock

	Hhds.
Burley	10,814
Green River	45
Dark	872
Total unsold	11,731

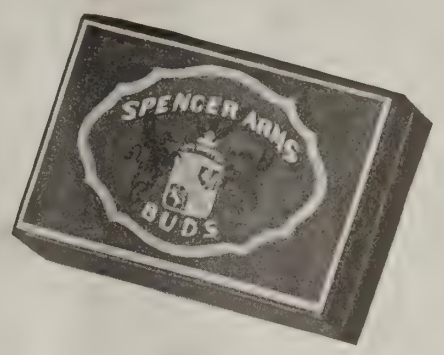
Unsold Stock in 1919

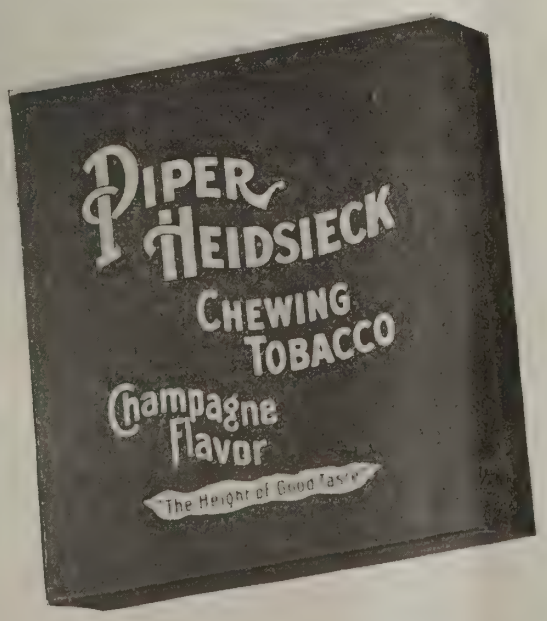
	Hhds.
Burley	6,745
Green River	47
Dark	2,286
Total unsold	9,078

Unsold Stock in 1918

	Hhds.
Burley	1,390
Green River	11
Dark	492
Total unsold	1,893

HELM GLOVER, Secretary.





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We are showing a variety of styles and sizes of cardboard Neck boxes, which we are manufacturing for the trade.

We have the facilities for producing cigar and cigarette boxes of any style in large quantities.

We are small box specialists and invite an opportunity to prove the advantage of proper sources of supply for your requirements.

We are always willing to give our services for the perfection of any new style package which you may desire.

"You See Our Boxes Everywhere"

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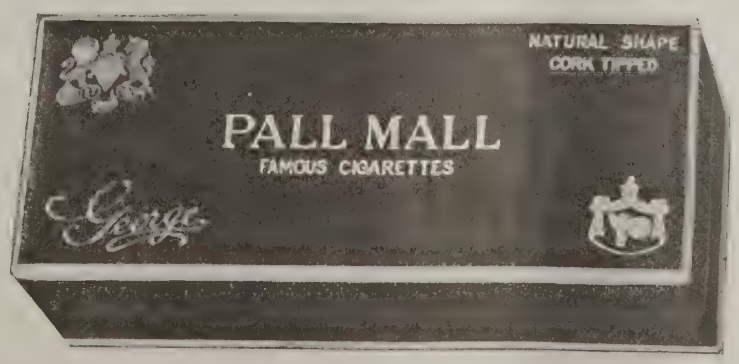

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for
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Trumps
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Export and Domestic

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To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cameron Tobacco Company

Richmond, Virginia

Manufacturers of

High Class Smoking Mixtures

"OUR LEADERS"

Eutopia--Jefferson--Kiltie Mixtures

PRIVATE BRANDS

Greater Tobacco Production in the Smyrna District

A Crop That Attains Pre-War Proportions—High Prices Caused the Farmers to Do Their Best—Speculation and Former Seizures—A Ten Per Cent Increase in Output Over 1919 Is Promised in Samsun—Figures Obtained from Greek Sources.

ATHENS, Greece, September 14.—Smyrna produced 9,000,000 kilograms of tobacco last year, nearly the same as in 1914, and the crop is expected to be equally large this year, if one may accept the estimates of experts. When the selling season began last August prices ranged from 90 to 125 piastres.

Good prices encouraged the planters and they did their utmost to produce equal results this year, despite the labor shortage, political unrest and other difficulties retarding enterprise. However, if the farmers reach the figures of last year, they will be satisfied. There is no fear of their harvest going beyond that.

The tobacco planters of Smyrna have had their troubles since the beginning of the war. In 1915, the second year of the war, production went down to 2½ million kilograms, compared with 9 millions of the previous year. In spite of reduced production, the price dropped lower and lower. The Regie Ottomane des Tabacs, the Turkish state monopoly, was almost the only buyer. Then the government printing presses began their fatal work and turned out paper money by the train load. Speculators entered the field. And speculators of the Near East are some speculators. At the end of 1916 the price had risen to 20 piasters per oke.

Germany began to buy Smyrna tobacco then. Agents of the German government bought large lots and shipped them to Germany by rail, via Constantinople. Some Turkish merchants, after greasing the Turkish in true Turkish style, obtained permission to export Smyrna tobacco. Thus the crop of 1917, amounting to 6,500,000 kg. was readily absorbed by the market. In the summer of 1917 the Turkish government seized about one million okes, paying only 45 piastres per oke, while the market price was then between 75 and 100 piastres. This seizure, however, caused the price to rise still higher and the planters thus reimbursed themselves for the loss occasioned by the high-handed procedure on the part of their corrupt government.

In 1918 the crop reached the pre-war figure, 9 million kg. At the same time prices continued to rise. About the time of the armistice they had reached 100 piastres for the raw end and 150 for prepared tobacco. When the port of Smyrna was opened, a lively export business began. Stores to the amount of about 15 million kg. had accumulated. The tobacco sold rapidly. About 9 million kg. were shipped to New York, London, Amsterdam, Rotterdam, Marseilles (for Switzerland) and to Scandinavian ports. If it had not been for the uncertain rate of exchange, foreign importers would have bought still more. For the stores of Turkish tobacco were almost exhausted in all of the foreign countries. At the end of 1919 there were still stores on hand amounting to from 5 to 6 million kg., while the price fluctuated between 150 and 200 piastres, according to quality and state of preparation.

Between those quotations and the prices of last August, when they were from 90 to 125 piastres, there is a big difference, although the crop of 1919 was considered to be of extra fine quality.

The crop of the Samsun district of Asia Minor is expected to be about 10 per cent higher than last year's, according to estimates published by the Societe de la Regie Cointeressee des Tabacs de l'Empire Ottoman. During the war, from 1913 to 1919, the number of planters engaged in the culture of tobacco shrank from 30,751 to 9,414, the area devoted to tobacco culture from 149,191 to 56,030 deunums, one deunum being equal to about 4½ acres. This was a shrinkage of about 63 per cent, while production decreased 68 per cent. The crop amounted to 13,207,253 in 1913 and to 4,273,000 in 1919. Since then there has been some improvement and the crop of 1920 is expected to yield 10 per cent more. It will take some time, however, before the pre-war production figures can be reached again.

Greensboro Holds Its Own

GREENSBORO, N. C., September 30.—A total of 18,380 pounds of tobacco were sold yesterday on the floors of the two Greensboro warehouses for $2,603.08, or an average of $14.75 per hundred. As has been the case on a number of previous days many of yesterday's offerings were of low quality tobacco which brought very little and reduced the fine average built up by the piles of good weed that were sold.

Some tobacco sold here yesterday for upwards of 50 cents, and there were quite a number of sales at from 40 to 45 cents. The local market continues to hold its own with the leaders in the state, so far as prices paid for fair and good qualities are concerned.

Working Off the Lower Grades

A Winston-Salem, N. C., correspondent of the Greensboro *News* says: "The farmers who market their tobacco here are beginning to fully realize the poor quality of this year's crop and they are accepting prices received for the weed more gracefully than when the market first opened. Many of the growers are now saying that 'we know it is a bad crop and we have no one to blame but ourselves for present conditions which were brought about largely by overproduction.' One man who has been on the market for a number of years declared this afternoon that this year's crop is the hardest to sell he had ever seen before. He explained that there was so much of the poor quality that the manufacturers and dealers did not care to bid on it."

Trend of Market Upward at Durham

DURHAM, N. C., Oct. 2.—Durham witnessed one of the largest tobacco breaks of the year on Friday. It was estimated that the total poundage, when compiled, will be the largest of the season. It was the belief of the tobacco men that the prices reached the best average of this year's sales—decidedly better than the opening. The trend of the market was decidedly upward. The sales brought expressions of satisfaction from many of the farmers attending.

Not Desirous of Joining A. F. of L.

DANVILLE, Va., September 30.—Tobacco growers of the Danville district have not sought affiliation with the American Federation of Labor as reported, J. H. Warren, leader of the Tobacco Growers' Association of Virginia, declared here today.

Slow in Making Rash Promises

There were comparatively small sales in all of the bright markets of Virginia and North Carolina, and it would seem that the farmers who were so disgusted with the prices offered at the opening of the season were in earnest when they declared they would withhold the weed from the markets until the buyers get ready to pay something like the figures that ruled a year ago.

The hope is expressed that when all of the primings have been disposed of and the better bright leaf begins to seek the markets the figures will be more pleasing to the farmers. However, the Danville, South Boston, Chase City, South Hill, Lynchburg buyers and those of the North Carolina markets are slow to make promises—in fact, are making none at all.—*Richmond Times-Dispatch.*

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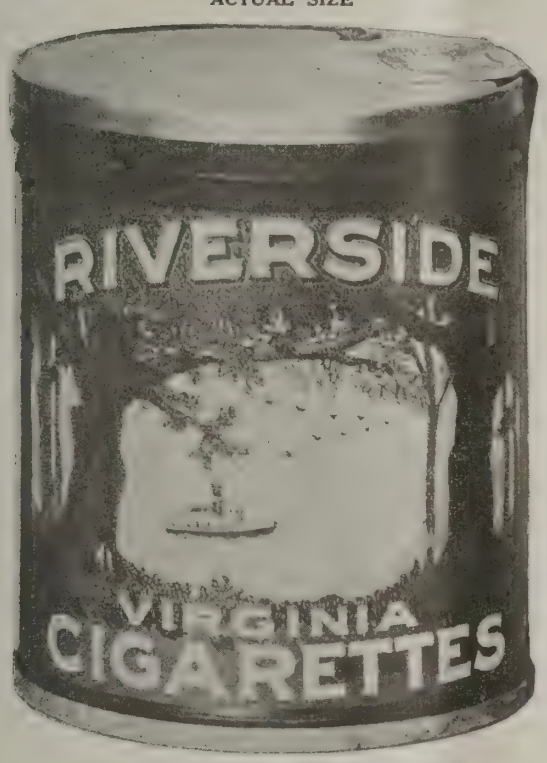

Packed in Patented Airtight Cans of 50, with Ash Tray and Cutter Top

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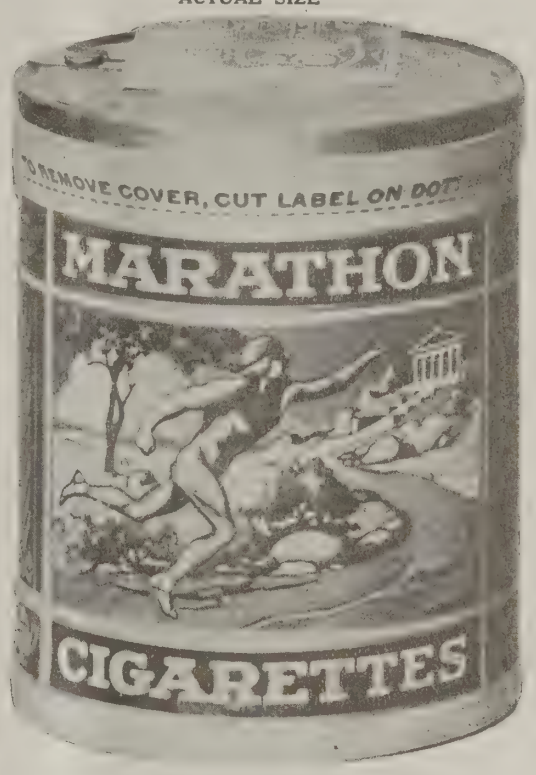

Packed in Patented Airtight Cans of 50, with Ash Tray and Cutter Top

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457-459 Broome Street **New York, N. Y., U. S. A.**

United States Cigar Leaf Tobacco Production

Estimates of the 1920 Crops in the Various Districts—A Total of 498,000 Cases of 350 Pounds Each—Unusually Good Tobacco and Notably High Prices—Summaries, Comparison and Comment.

With acknowledgements to the New England Homestead.

A highly successful year seems assured for growers of tobacco used for cigar manufacturing in the United States. True enough, profits have not been cashed in, with tobacco hanging in the barns; true enough also, no crop was ever grown at such heavy expense in way of cost of fertilizers and other needed materials, labor, high interest charges and the like. Also this highly specialized crop is in a speculative class by itself, particularly as the season's business is never completed until well toward the following spring in actual sales and deliveries. Some gratifying progress has been made during the year in concentrating effort through wise co-operative selling. But much is still to be accomplished before growers can fully hold their own against the ever shrewd buyers.

ESTIMATED YIELD OF CIGAR LEAF

Round thousands of cases of 350 lbs. ea.

	1920	1919	1918	1917	1916
N. Y.....	9	10	11	9	12
Pa.	156	145	175	166	152
Wis.	160	165	160	131	142
Fla. and Ga....	20	20	20	14	11
Mass.	45	44	43	36	34
Conn.	108	111	107	86	103
Totals	498	495	516	442	454

The 1920 area finally brought to harvest is apparently a little smaller than a year ago, somewhere around 131,000 acres; this exclusive of the relatively small acreage in Ohio, a state given over mostly to heavy leaf tobacco, which is not incorporated in this report.

The rate of yield in cigar leaf sections is good in spite of some earlier drawbacks. The total crop, according to present estimates, is just a little less than half a million cases of 350 pounds each, slightly larger than a year ago, but smaller than two years ago when Pennsylvania had an especially generous yield.

ACREAGE OF CIGAR LEAF CROPS.

In Round Thousands of Acres.

	1920.	1919.	1918.	1917.	1916.
New York	3	3	3	3	4
Pennsylvania ..	38	41	45	42	36
Wisconsin	49	48	40	48	44
Fla. and Ga...	7	7	7	5	4
Massachusetts..	10	10	10	9	7
Connecticut ...	24	25	25	21	22
Totals	131	134	139	128	117

Crop growth may be dismissed with a word. The season of 1920 started late, moisture distribution was uneven, excessive in parts of the east and at times scant in Wisconsin. Some hail losses were experienced, notably in Connecticut; this less serious in Pennsylvania and the West. There was no plant disease of disastrous consequence anywhere. Tobacco developed and matured splendidly during August and into September, and has been harvested and promptly and securely housed, quality in the main excellent. Now comes the period of curing, stripping, casing and marketing.

A feature of the 1920 cigar leaf crop is in the large area, especially in New England, under cloth. Posts, wires, cotton cloth and labor are all tremendously expensive, but growers have received and are receiving such good figures for carefully primed shade-grown tobacco that it is a popular proposition.

During the season now closing, particularly in the east, an unusual proportion of out-of-doors tobacco has been harvested by priming; i. e., a continuous harvesting of the lower leaves, these being removed from the stalk by hand, permitting later rapid growth of remaining leaves. This feature now seems well established in popularity.

The little tables here printed tell the story of cigar leaf acreage, estimated yield in cases of 350 pounds each; also toal supplies covering not only this season, but also recent years.

In the Connecticut valley where the crop is entirely wrapper leaf, more attention is being given to broadleaf tobacco, possibly somewhat at the expense of the acreage in Havana seed leaf. Cigar leaf grown in the south comes principally from Gadsden county, Fla., and Decatur County, Ga. The crops of Pennsylvania and Wisconsin, always large, include some wrappers, but mostly binders and filler. In acreage New England suffered a little, late in the season, through hail devastation across northern Connecticut.

CIGAR LEAF TOBACCO SUPPLIES.

In Millions and Tenths of Millions of Pounds.

	U. S. Crop.	Wrapper Imports Fiscal Yr.	Re-exports Fiscal Yr.	For Domestic Use.	In Bond June 30.
1920...	174.3	7.3	1.7	179.9	4.1
1919...	173.3	8.0	0.5	180.8	3.9
1918...	180.6	4.5	0.6	184.5	2.9
1917...	154.7	3.0	0.4	157.3	4.6

Good prices are being paid for sound to choice cigar leaf tobacco and conditions seem to warrant a continuation of this. Statistical and trade situation is favorable to growers. The total 1920 crop does not bulk excessively large compared with recent seasons. Imports have been libreal including cigar leaf wrappers. But this was to have been expected, and a considerable fraction of the foreign wrappers brought in have been re-exported during the past fiscal year. The amount of foreign cigar leaf tobacco in bond is not burdensome considering trade requirements. In the accompanying table it will be seen that the amount of cigar leaf tobacco available for domestic use is about 180 million pounds; if anything, a little less than one and two years ago.

The summer and fall have seen an accentuated demand for domestic cigar leaf, with every promise of heavy consumption on the part of manufacturers. Leaf dealers are naturally trying to buy the tobacco as cheaply as possible and secure all the price discount they can on everything which is at all off in quality. But back of everything is the insatiable demand. Yes, labor is inexorable in wage requirements, strikes appear here and there in cigar factories, and there is also heard talk of a general letting down in commodity prices. Be that as it may, cigars never cost the consumer so much as today. The 5-cent cigar is practically a thing of the past, and is largely replaced either by the 10-cent smoke or the "three for a quarter," and above this level. For higher grades the sky is the limit.

For weeks the wholesale markets for cigar leaf have shown the greatest activity. Buyers in New York and elsewhere have bought freely of imported tobacco, while in producing sections in this country the keenest interest is shown. A considerable fraction of the 1920 crop has been contracted by farmers at good price levels. Much of it is being handled by local growers' associations for later sale and delivery. Similar co-operative effort, notably in Pennsylvania, is in promising formation. Large numbers of tobacco growers are in no hurry to sell, willing to take their chances through holding until the situation has crystallized further.

In Connecticut wrapper leaf ranges quite largely 40@50c p. lb. for Havana seed in the bundle, broadleaf 45@55c, with primed 55c, best selections all the way up to 80@90c p. lb. assorted. A large part of the tobacco has changed ownership at these prices in such Conn. towns as the Windsors, Hazardville, Suffield, Litchfield, Middletown, Glastonbury and East Hartford. Prices are on a parity further up the Connecticut valley in western Massachusetts, and growers have quite largely closed, with buyers at these figures, much of it being sold in the bundle at 35c, and all the way up to 50c.

Sweet Rise of Share Values

Stock of the corporation of Huyler's, manufacturer and retailer of confectionery, valued at $100 a share when the concern was incorporated in 1881 for $15,000, has increased in value to $80,000 a share, according to estimates made in an action which Mrs. Martha A. Gaines, daughter of the late David Huyler, brought in the Supreme Court in Brooklyn against the estate of John S. Huyler and Huyler Bros., Inc., involving fifty shares of the stock.

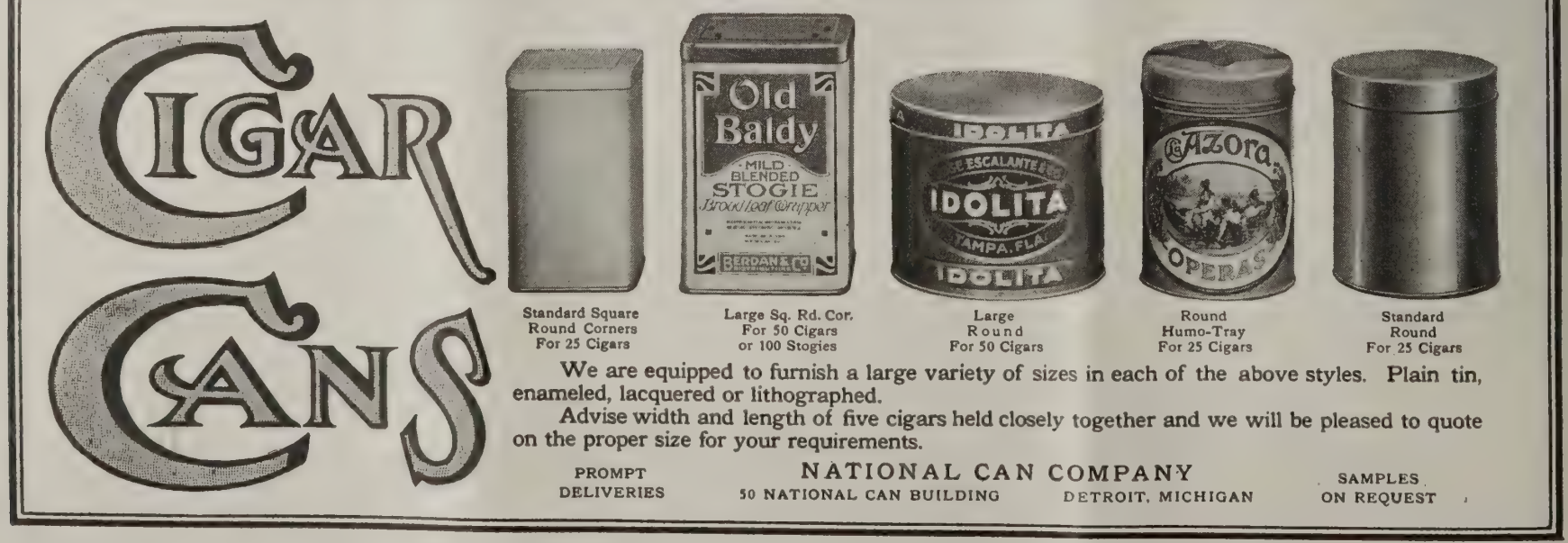
Justice Cropsey decided against Mrs. Gaines yesterday, and by his decision she will lose the fifty shares which she values at $4,000,000. The individual defendants in the action, Frank DeK. Huyler, David Huyler and Coulter D. Huyler, were defeated, however, in their endeavor to prove that John S. Huyler, rather than David Huyler, was the original proprietor of the business. This contention was disproved. Justice Cropsey held, by a stock certificate showing that at the time of incorporation all the shares were issued to David Huyler.

LEAF TOBACCO USED IN MANUFACTURE OF CIGARS, CIGARETTES, CHEWING AND SMOKING TOBACCO, AND SNUFF: 1897 TO 1919.

[Compiled from the reports of the Commissioner of Internal Revenue, Treasury Department.]

YEAR.	LEAF TOBACCO USED IN MANUFACTURE.					
	Total.[1]	Cigars.		Cigarettes.		Tobacco and snuff.
		Large.	Small.	Large.	Small.	
	Pounds.	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*
1919[2].....	642,079,970	153,911,948	3,333,671	296,486	170,081,130	314,456,735
1918.....	708,736,684	158,345,626	3,931,216	211,323	177,167,844	369,080,675
1917.....	658,066,105	165,360,912	4,215,037	131,159	133,374,761	354,984,236
1916.....	601,604,839	154,949,262	4,118,650	104,488	93,233,755	349,198,684
1915.....	551,687,780	141,854,038	4,594,293	92,374	66,699,013	338,448,062
1914.....	554,850,499	153,954,271	4,803,186	92,400	62,116,966	333,883,676
1913.....	558,415,299	158,755,358	4,230,400	138,534	56,420,334	338,870,673
1912.....	547,357,134	145,781,078	3,909,572	150,910	46,966,201	350,549,373
1911.....	535,059,405	144,680,920	5,236,325	151,897	38,446,231	346,544,032
1910.....	522,869,679	136,462,219	4,654,241	172,994	31,099,325	350,480,900
1909.....	504,709,975	132,259,693	4,410,407	156,558	23,558,287	344,325,030
1908.....	483,013,505	126,057,483	4,382,765	156,488	20,509,433	331,907,336
1907.....	486,884,833	142,554,647	4,971,198	131,238	18,498,212	320,723,538
1906.....	481,760,268	136,335,003	3,943,688	99,550	16,011,385	325,370,642
1905.....	458,507,466	127,101,452	3,449,290	60,452	13,371,341	314,524,931
1904.....	448,511,583	124,623,057	3,046,196	53,494	13,297,282	307,491,554
1903.....	443,353,679	127,582,057	2,473,841	54,803	12,484,768	300,758,210
1902.....	427,553,964	114,955,138	2,434,029	81,863	11,734,296	298,348,638
1901.....	398,039,646	112,889,751	3,498,511	41,225	11,038,479	270,571,680
1900.....	379,162,884	102,561,373	2,833,816	33,723	13,050,314	260,683,658
1899.....	367,139,310	90,972,441	2,774,237	27,705	14,389,242	258,975,685
1898.....	349,877,737	83,460,874	1,977,100	23,064	17,058,285	247,358,414
1897.....	357,171,033	77,452,711	1,283,360	(3)	17,477,402	260,957,560

[1] Does not include tobacco used in bonded-manufacturing warehouses, which amounted to 31,248,448 pounds in 1919, 34,023,995 pounds in 1918, 26,847,689 pounds in 1917, and 17,772,702 pounds in 1916.
[2] Quantities computed from 1918 figures of consumption according to increase or decrease of products manufactured in 1918 and 1919, as shown in Table 21.
[3] Included in "Small cigarettes."



Standard Square Round Corners For 25 Cigars
Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies
Large Round For 50 Cigars
Round Humo-Tray For 25 Cigars
Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING DETROIT, MICHIGAN — SAMPLES ON REQUEST

A SUCCESS, *from the first day*

To Jobbers and Dealers

Many thanks for the rush of orders that have greeted this newcomer. We are doing our best to fill them.

"111"

ONE-ELEVEN CIGARETTES

20 *for* 15c

Guaranteed by

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York City

111 Cigarettes are made with the same care and carry the same guarantee that identifies all the products of *The American Tobacco Co.*

BENSON GORE CO.

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"BENSON-GORE DELUXE"
"CIGARS THAT ARE MADE GOOD AND HAVE MADE GOOD"

Rare quality—finest workmanship—exquisite sizes—well blended—expertly rolled and wrapped with flawless sumatra—selling for 10c. to 25c.

F. LOZANO, SON & CO.

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HAVANA CIGARS

F. LOZANO
FLOR DE NARVEZ
VICLO

TRADE MARK

WALLS COURT
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OFFICE & FACTORY TAMPA, FLA.

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MARIE ANTOINETTE

A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND

Descriptive Booklet and Samples Sent Upon Application

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320-322 East 63d Street, New York City

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IMMEDIATE DELIVERY—WAR TAX PAID
BEST PRICES—STANDARD BOARDS
Order Now and Get Quality and Service

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376 E. 26th Street CHICAGO, ILLINOIS

All Progressive Dealers Read TOBACCO

At Least Some Prosperity for the Cigar Trade

Conditions Reported to Be Quiet, Yet Rather Promising on the Pacific Coast—Doings of the Wholesalers—Movements of Salesmen—Manila Brands to Be Featured More Strongly—Help in Stores Is Easier to Obtain—California Notes.

SAN FRANCISCO, Sept. 28.—The local tobacco business is enjoying normal prosperity with a fair amount of orders and retail selling, but it is not reaching the top levels of unprecedented sales which were made during the summer months. A rather quiet but firm condition seems to prevail among the trade on the Pacific Coast.

Revisions on the high grade drop shipment offer of September 1, by the American Tobacco Co. of the Pacific Coast, have been made to require orders for two brands of cigarettes in addition to two brands of tobacco. J. H. Nightingale, vice-president of the company, has left for a trip to Southern California and the additional territory of the company's Coast branch. Two weeks of camping and hunting were enjoyed by E. B. Ward, manager of the Pacific Coast salesmen's supply department, on the Sur and Big Sur rivers.

St. Francis, Staples and Kings sizes of Optimos, have been increased in price by the Ehrman Bros. Horn & Co., on a new list to $147.50. This has pushed the retail selling price from three for four bits to twenty cents straight. Havana Ribbons are now up to $70 and selling for 10 cents and the Roi-Tan Perfecto Grandes increased from $110 to $115. Mapacubas have gone up to $90, formerly selling for 10 cents straight, they will now sell at two for two bits.

El Camino Conchas have been raised to $75 a thousand by Frankel, Gerdts and Co. No price increases have been made in any of their other brands as, according to their announcement, old stocks are still being disposed of to the trade. A. Czarnecki, Frankel, Gerdts and Co., representative, now working the Bay towns, will leave shortly for Humboldt county.

Morris Burke, La Muna representative in San Francisco for a few days, has left for the Northwest. A. Dallman, representing Demuth pipes, has returned from a trip East. Morton Macks of the General Cigar Co., has taken the road as a pipe specialist, working east of San Francisco bay. Mr. Macks' inside work will be cared for by Lee Donahoe. R. E. Christy, vice-president of the American Cigar Co., is in this city. H. H. Manley, Coast agent of the company, is also in town to confer with the vice-president. H. Lowenstein, coast representative of the P. Lorillard Co., has returned from the East. W. A. Frutiger, local representative, has left for Arizona to push Murad cigarettes and Climax chewing tobacco.

A cigarette thieves ring operating on a wholesale basis, was bared this week, according to the police, when two alleged members of the ring were arrested after an attempt to dispose of six cases of cigarettes. Hundreds of dollars worth of tobacco have been stolen from railroad freight cars near here recently, say the police. The arrested men are said to have had a cache of 45,000 packages of cigarettes hidden in a haymow south of the city when caught.

A demand for boxes of 25 cigars is beginning to be felt by Harry Green & Co. With many recent inquiries the firm reports a strong market for Manilas, particularly the Sumatra wrapped brands. Several dealers are featuring In-B-Tweens in their windows and at counters this week. A ready sale for this brand is reported.

Help for cigar stores is easier to get now that formerly, says E. R. Snyder, superintendent of the United Cigar Co., Coast Stores. This is due to less unrest and steadier conditions, he says. A very good business is also reported for the company in this territory.

The July business of the company on the Pacific Coast was the biggest ever known, according to company officials. It sets a standard hitherto unequalled in this territory, says Mr. Snyder. In volume of business being done by the United, San Francisco leads all the Coast cities, with Portland second.

A drive to popularize Manilas in United stores is about to be made and a new plan to send one man each month from each of the seven Coast territories to the East to learn new store methods as practiced there, is about to be put into effect. This will be in conjunction with a "service campaign for real service to the public," inaugurated by Mr. Snyder.

A tendency on the part of the public to call for the two for twenty-five cent brands is noticed, according to Mr. Snyder, together with more calls for Manilas which sell at less than 10 cents apiece. D. P. Elyson has recently returned from a trip to Manila regarding purchases. The first United Cigar Stores Co. establishment in Arizona was opened August 21 in Phœnix.

Revised Revenue Regulations

WASHINGTON, Oct. 6.—The Commissioner of Internal Revenue is sending out the following instructions to collectors relative to the execution of monthly reports and inventories filed by snuff, tobacco, cigar and cigarette manufacturers and dealers in leaf tobacco.

Regulations No. 8, revised July 1, 1910, page 27, paragraphs entitled "Incorporated Companies," are hereby amended to read as follows:

"A corporation carrying on business as a manufacturer of tobacco, snuff, cigars or cigarettes, or as a dealer in leaf tobacco, will be required to have the monthly reports and inventories signed and sworn to by a duly authorized officer or agent of the corporation and to file the monthly reports within the prescribed time with the collector of the district in which the factory or dealer's place of business is located.

"An officer's authority to sign and make oath to a corporation's monthly reports and inventories, unless specifically given in the charter or by-laws, must be conferred by a resolution in due course of the board of directors. In case of such resolution, a certificate thereof in duplicate, executed by the president and attested by the secretary, should be filed with the collector of the district in which the monthly reports and inventories are to be filed; one copy should be retained by the collector and one forwarded by him to the Commissioner.

"Whenever it is not possible or convenient for an officer of a corporation to sign and swear to its monthly reports and inventories as a manufacturer of tobacco, snuff, cigars, or cigarettes, or as a dealer in leaf tobacco, an agent may be authorized to execute them, and may bind the corporation as fully as an officer, under the following conditions:

"A resolution in due course of the board of directors should appoint and authorize the superintendent or manager of the factory or leaf establishment, identifying both the individual and the factory or leaf establishment, to execute the monthly reports and inventories required of the corporation, and provide further that the power of attorney so created shall continue in full force until written notice of the revocation thereof is given to the collector of the district thereby affected. A certificate in duplicate of such resolution, executed by the president and attested by the secretary, should then be filed with the collector of the district in which the monthly reports and inventories are to be filed; one copy should be retained by the collector and one forwarded by him to the Commissioner. Such certificate will constitute authority for the collector, until he has actual notice of the recall of the power, to accept monthly reports and inventories executed by such agent."

"Ask Dad - He Knows"

(Borrowed from American Tobacco Co., Inc.)

ASK the small and large cigar manufacturers who own Model M Universal Tobacco Stripping and Booking Machines—ask the cigar makers in the 1,500 Model M Universal equipped factories—ask the operators who run these machines.

The "Big Boss" knows that the Model M Universal speeds up production, reduces overhead, eliminates waste and turns out a better product.

The Cigar Maker knows that he can produce more cigars and make more money working with the clean, smoothly booked tobacco stripped with the Model M Universal.

The Operator knows that the Model M Universal is not only simple to operate, but that it cuts out the fatigue and drudgery inseparable from hand stripping.

The Model M Universal pays for itself in a short period of time. Then it goes on making money for you from day to day and year to year. Send now for our catalogue and price list. Learn why every up-to-date cigar factory should have this machine.

UNIVERSAL TOBACCO MACHINE CO.

116 West 32nd Street, New York — *Factory: 98-104 Murray Street, Newark, N. J.*

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, LTD.

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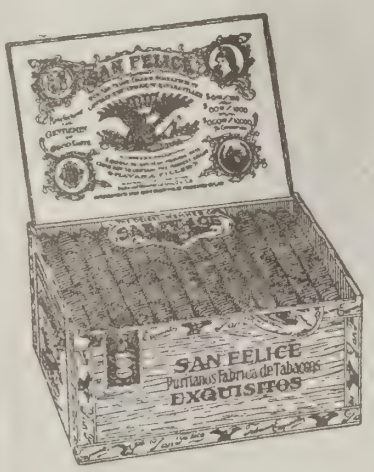
London, E. C. 2, England—19 Bishopsgate
Madrid, Spain—Zorilla 9
Manila, P. I.—Kneedler Building

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

HUGO MULLER COMPANY
INCORPORATED
IMPORTERS OF
Sumatra and Java Tobacco
152 WATER ST., NEW YORK



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San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., Inc.
Established 1873 Manufacturers New York

Increased Efficiency Bigger Outputs Diminished Expenses
Follow the introduction of our
AUTOMATIC MACHINE
For
MAKING LONG FILLER BUNCHES
With
UNSKILLED LABOR
Descriptive catalogue showing annual savings and capacity sent on request
COLWELL CIGAR MACHINE CO., Inc.
131 Washington St. Providence, R. I.

PERCIVAL R. LOWE
Leaf Tobacco Broker
155 Water Street, New York

The Tobacco Market at Amsterdam

AMSTERDAM, Holland, Sept. 17.—After a cessation of activities for about six weeks, during which hardly anything of importance occurred, today took place a Sumatra inspection at which 22,181 bales were offered. The week before a Java sale was held; the Java offerings for the most part being rather poor. But there was a very desirable parcel of Krian Vorshenlanden, which was bought by William Quanjer, Inc., and American Malaga Trading Co. Aside from this and a few marks of Djiwo and Ketandan, there was nothing that came into consideration for the American market.

The Sumatra sale brought out quite a quantity of very desirable tobacco. Approximately 4,500 bales were eagerly taken by the American buyers. Prices were on the same level of July sales and it may be expected that they will not be depressed for the rest of the year, yet it is pretty certain that the next sales will see still higher prices, as it may be taken for granted that the coming 1920 crop will yield only a limited quantity of good material.

The dates of the next sales have been fixed as follows: October 15 and 22 and November 12 and 19. It has been decided that the Sumatra companies will sell their crops before November 19. The director of the Deli Maatschapij is going to the Indies about November 15 and will not return before the end of April, 1921. No sales of the coming 1920 crop will be held before May, 1921.

TOBACCO FROM JAVA

Per S. S. Sonnelsdyk. Arr. Sept. 29.
Consignees:

New York—	Packs
Park National Bank	181

Per S. S. Siletz. Arrived Sept. 29.
Consignees:

New York—	Bales
Amer. Bluefriesneem, Inc	515

LEAF TOBACCO FROM ROTTERDAM

Per S. S. F. J. Luckenbach. Arrived Sept. 30.
Consignees:

New York—	Bales
Tropical Tob. Co	140
Amer. Malaya Trading Co	153
Amer. Exchange National Bank	24
W. Quanjer, Inc	85
Amer. Sumatra Tob. Co	38
J. Willing	5
	Cases
L. Schmid & Co	168

CIGARS FROM PORTO RICO

Per S. S. Coamo. Arr. Oct. 5
Consignees:

New York—	Cases
United Cigar Stores	180
A. Philippi & Co	1
P. R. American Tobacco Co	295
N. Y. & Porto Rico S. S. Co	1
Gradiaz Annis Co	3
Cien Porciento Co	6
Villar Lanza & Co	5
F. Bonilla	7
Welcher Bros.	17
El Coro Exp. & Com. Co	23

Per S. S. Caracas. Arrived Oct. 1.
Consignees:

New York—	Cases
P. R. Amer. Tob. Co	149
United Cigar Stores Co	95
P. R. Express Co	5
Total	249

Per S. S. Cornelia. Arrived Sept. 29.
Consignees:

New York—	No. of Cigars	Cases
P. R. Amer. Tob. Co.	1,150,960	232
United Cig. Stores Co.	365,000	83
Total	1,515,960	315

TOBACCO FROM PORTO RICO

Per S. S. Coamo. Arr. Oct. 5
Consignees:

New York—	Barrels
Porto Rican American Tobacco Co.	50
General Cigar Co.	50
E. Rosenwald & Bros.	17
P. Lorillard Co	100
Bank of Nova Scotia	5
Durlach Bros.	91
M. A. Sola & Co	45
Hamburger Bros. & Co	50
M. Lopez & Co	20
L. Hirsch	6
Stern-Mendelsohn Co	83
M. Gans & Son	151
P. R. Express Co	52
A. Philippi & Co	16
American Cigar Co	10
	Bales
M. Alvarez & Co	100
American Cigar Co	180
Durlach Bros.	18
M. A. Sola & Co	7
M. Lopez & Co	20
Hamburger Bros. & Co	7
P. R. American Tobacco Co	1
Stern-Mendelsohn Co.	62
R. Gans	6
A. Philippi & Co	25
American Cigar Co	50
J. B. Lichenstein & Co	56
Portocuba Corporation	33

Per S. S. Caracas. Arrived Oct. 1.
Consignees:

New York—	Barrels
J. Cohn & Co	85
H. Duys & Co	137

Per S. S. Cornelia. Arrived Sept. 29.
Consignees:

New York—	Bales
Thos. Boyd & Co	5
David H. Delmonte	10
Rosenstadt & Waller, Inc	6
Total	21
	Barrels
M. Lopez & Co	15
A. Philippi & Co., Inc	4
Total	19

Per S. S. San Juan. Arrived Oct. 1.
Consignees:

New York—	Bales
American Cigar Co	387

STRIPPED TOBACCO FROM PORTO RICO

Per S. S. Caracas. Arrived Oct. 1.
Consignees:

New York—	Barrels
Rosenstadt & Waller	261
M. Gans & Son	50
Selgas & Co	40
M. Lopez & Co	50
J. Klorfein	93
E. Rosenwald & Bro	179
P. Lorillard & Co	200
Order	73
Total	946

Per S. S. San Juan. Arrived Oct. 1.
Consignees:

New York—	Bales
Lawrence R. Smith Export and Import Co.	10

Per S. S. Cornelia. Arrived Sept. 29.
Consignees:

New York—	Barrels
Durlach Bros.	60
Max Gans & Son, Inc	85
General Cigar Co	50
Total	195

Per S. S. Caracas. Arrived Oct. 1.
Consignees:

New York—	Barrels
L. Hirsch	47

Per S. S. Caracas. Arrived Oct. 1.
Consignees:

New York—	Barrels
Cullman Bros.	89

"The House of Stripped Fillers"

M. A. SOLA & CO.

GROWERS & PACKERS OF

PORTO RICO TOBACCO

SPECIALIZING IN SELECT STRIPPED

SEED FILLERS

228 PEARL STREET

NEW YORK CITY

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EVERYWHERE,

Gentlemen:-

We are doing our utmost to pack the best quality of PORTO RICO and Domestic Seed Fillers in modern sanitary stripping plants in PORTO RICO.

Our success in placing these tobaccos with the best houses is evidenced by our customers' appreciation that stripping and packing tobaccos in our PORTO RICAN PLANTS means a great advantage to them.

Correspondence solicited and samples and prices cheerfully submitted on request.

Yours respectfully,

M. A. Sola & Co.

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TOBACCO STOCKS

American Tobacco 8% Scrip

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"THEY LEAD THE LEADERS"

GRAHAM-COURTNEY

MILD HAVANA BLEND

26 SIZES

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NEW YORK

MISS DETROIT 8c. CIGAR

BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company

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Tobacco Strippers and Commission Merchants

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TOBACCO STOCKS

	Bid.	Asked.
American Cigar com.....	129	132
American Cigar pf.....	72	80
American Mach. & Fdy...	140	160
American Snuff	99	105
American Snuff pf.....	78	87
American Tobacco	139¼	140
American Tobacco B.....	134½	135
American Tobacco pr. new	90	91½
American Tobacco Scrip...	112	115
Conley Foil (new).....	20	23
Consolidated Cigar	73	73⅜
Consolidated Cigar pf.....	80	83
General Cigar	63½	64½
General Cigar deb.....	82¾	84
General Cigar pf.....	88	92
Geo. W. Helme Co.....	160	170
Geo. W. Helme pf.....	93	98
Imperial Tobacco	8¼	9
Johnson Foil	100	115
J. S. Young.....	128	138
J. S. Young pf.....	80	90
Liggett & Myers.....	142	150
Liggett & Myers B.....	120	145
Liggett & Myers pf.....	90	100
Lorillard P.	146½	148½
Lorillard P. pf.....	100	105
McAndrews & Forbes....	110	117
McAndrews & Forbes pf..	75	80
Porto Rico Amer. Tob....	110	120
R. J. Reynolds 'A'.....	83	89
R. J. Reynolds 'B'.....	41	43
R. J. Reynolds pf.....	98½	100½
Tobacco Products	68½	69
Tobacco Products pf... ..	86	90
Tobacco Products Scrip...	95½	97½
United Cigar Stores.....	155	200
United Cigar Stores pf...	97	104
United Drug	105	110
United Drug 1 pf.....	44⅞	45
United Retail Stores.....	73	73¼
Weyman Bruton Co.....	165	175
Weyman Bruton pf.....	88	94

Explained to Collectors of Internal Revenue

WASHINGTON, Oct. 6.—The following instructions have been sent to collectors of internal revenue relative to the status of State institutions in respect to purchases of tobacco for distribution to inmates, etc.:

"It is well understood that the United States cannot tax the property or instrumentalities of a State. However, in respect to tobacco manufactures purchased by a State for distribution to inmates of its institutions, the tax thereon cannot be said to be laid upon the property or instrumentalities of a State. The law provides that the taxes on tobacco, snuff, cigars and cigarettes shall be paid by the manufacturer or importer thereof. In Jones v. Van Benthuysen, 103 U. S. 87, the court held that when stamps were once affixed to packages of tobacco, they ceased to have any separate and independent value, and that the value which they previously had had become merged into that of the tobacco, and that all subsequent sales are made upon the basis of the increased value the tobacco has acquired by the payment of the stamp duty and can never be estimated apart from such duty.

"While it is probable that the manufacturer will pass the tax on to the consumer, it becomes merged into the value of the product, and cannot be regarded as laid upon the consumer. The burden of the tax, therefore, if it falls upon the State, does so indirectly. This incidental and indirect effect, which results from the payment of all taxes, is not taxation of the properties or instrumentalities of a State.

"Since there is no provision of law for the withdrawal of tobacco products free of tax from factories for use in State institutions similar to Section 3464, Revised Statutes, governing withdrawal free of tax for use of the United States, it follows that all tobacco manufactures purchased by a State for use in its institutions must be put up in packages and stamped taxpaid before removal from the factory.

"The right of a State to manufacture tobacco for gratuitous distribution to inmates of its institutions without compliance with the internal revenue laws has been recognized. Such manufacture comes within the definition of 'manufacturer of tobacco' or 'manufacturer of cigars' *only* if it can be said that a State manufactures as a 'business.' If the manufacture of tobacco products by a State is a 'business' according to the accepted definition of the word, for the purpose of livelihood or for profit, then the State institutions, before they can thus manufacture tobacco products, must qualify as manufacturers of tobacco or cigars under the appropriate Federal statutes, and would be liable to all taxes imposed upon the conduct of such business. See So. Car. v. U. S., 199 U. S. 437.

"Since no State, so far as known, has so engaged in the 'business,' it follows that State institutions are not 'manufacturers' within the meaning of the proviso in Section 3362, Rfl. S., reading as follows: 'That perique tobacco, snuff-flour, fine-cut shorts, the refuse of fine cut chewing tobacco, refuse scraps, clippings, cuttings, and sweepings of tobacco, may be sold in bulk as material, and without the payment of tax, by one manufacturer directly to another manufacturer, or for export, under such restrictions, rules, and regulations as the Commissioner of Internal Revenue may prescribe.'

"Therefore, tobacco materials such as described in the section of the statute quoted cannot be sold taxfree by a registered manufacturer to one of the State institutions. No permit on Form 688 shall be issued by a collector of internal revenue for the transfer of tobacco materials by a manufacturer of tobacco or cigars to a State institution.

"State institutions are privileged to purchase unstemmed leaf tobacco from dealers in leaf tobacco who are authorized in T. D. 2947 to make shipments of such material to a State institution."

LEAF TOBACCO FROM CUBA

Per S. S. Philadelphia. Arr. Oct. 1.

Consignees:

New York—	Bales
E. Ellinger & Co.....	5
American Cigar Co.....	212
J. Lovera & Co.....	15
Deisel-Wemmer Co.	318
M. Schwartz	63
J. Kaffenburgh	25
B. Castellano	48
Total	686
	Barrels
Stern, Mendelsohn Co., Inc.....	50
F. Miranda & Co.....	73
Total	123
	Packs
B. Castellano	10
J. Kaffenburgh, Inc.....	14

FILLER TOBACCO FROM CUBA

Per S. S. Philadelphia. Arr. Oct. 1.

Consignees:

New York—	Barrels
Hinsdale, Smith & Co.....	70
F. Erickson & Co.....	12
J. H. Goetze & Co.....	13
Consolidated Cigar Corp.....	25
Stern, Mendelsohn Co., Inc.....	10
Total	130
	Bales
E. Ellinger & Co.....	5
	Packs
F. Erickson & Co.....	5
Cullman Bros.	10
N. Y. & Cuba S. S. Co.....	62
R. Rovira & Co.....	41
J. J. McCormick.....	11
Allen & Fisher.....	20
F. Miranda & Co.....	4
Congress Cigar Co.....	79
P. Lorillard & Co.....	126

Per S. S. Morro Castle. Arr. Oct. 1.

Consignees:

New York—	Packs
E. Rosenwald & Bro.....	40

TOBACCO FROM SANTO DOMINGO

Per S. S. Mary. Arrived Sept. 30.

	Bales
Selgas & Co.....	80

THE PACIFIC COMMERCIAL CO.

MANILA, P. I.

Announces arrival of

MANILA and CONNECTICUT and SUMATRA

(Wrapped Cigars)

EL PACIFICO
Manila & Connecticut

500,000 Perfectos in 1/20 and 1/40ths

LURIDA (Sumatra)

300,000 Panetelas in 1/20ths
75,000 Perfectos " 1/40ths
50,000 Aristocrats" 1/40ths
80,000 Londres " 1/10ths

LA BONITA
Connecticut & Sumatra Wrapped

200,000 Perfectos 1/40th
60,000 Francisco 1/40th
50,000 Aristocrat 1/40th

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Virginia and North Carolina Tobacco Growers Organized

DANVILLE, Va., Oct. 4.—Organization of the Tobacco Growers' Association of Virginia and North Carolina was completed and made permanent at the meeting held here Saturday.

Rev. O. B. Newton, pastor of the Cabell Street M. E. Church, opened the meeting with prayer. Then there was an interchange of views on the tobacco situation.

Officers were elected as follows: J. H. Warren, Pittsylvania, president; R. M. Coleman, Pittsylvania, vice-president; M. D. Holderby, North Carolina, secretary and treasurer.

An executive committee to serve for a term of one year was chosen as follows: J. E. Dunn, Halifax; J. R. Moore, Guilford, N. C.; W. D. Neal, Pittsylvania; J. T. Booker, Amelia; William Lea, Blanche, N. C.; H. T. Jones, Burkeville; C. A. Turner, Axton; E. W. Wells, Clarkesville.

The afternoon session chiefly was devoted to oratory.

Several resolutions were adopted, one urging farmers to hold their tobacco and another commending and thanking the papers of the district and trade journals for giving impartial reports of the farmers' deliberations.

Hon. R. A. James was called on for a speech and spoke briefly expressing thanks for motive in the resolution. Other speakers heard were H. O. Kerns, Sutherlins; Allen Cox, Pittsylvania; J. H. Ragsdale, Pittsylvania; C. H. Vernon, Caswell, N. C.; C. F. Lovelace, Pittsylvania; B. S. Warren, Pittsylvania; S. V. Adams, Pittsylvania, and M. McCormick of Riceville.

W. D. Blanks of Mecklenburg outlined a plan for a deposit by the grower of 20 per cent of the amount of his sales to be used as a fund to be turned over to a buyer representing the tobacco growers and sell it to the best advantage.

No action was taken on the suggestion of Mr. Blanks.

Mr. Lambeth, of North Carolina, outlined the draft of a plan for holding 30 or 40 per cent of the present crop and an agreement to curtail next season's acreage by 50 per cent. This plan has been already agreed to by the North Carolina Growers' Association, promulgated and put into effect by several of the county units.

Steps were taken to expedite the formation of county units. G. T.

Sales Rather Small at Richmond

RICHMOND, Vt., Oct. 2.—Sales of leaf tobacco on the Richmond warehouse floors were small last week, and the offerings consisted entirely of primings. The sale of brights that had been promised for the last week of September did not materialize, the growers being unable to get the weed in good handling order because of the unfavorable weather conditions. This sale has now been set for Friday, October 15, following the big exhibit of "James River brights" that will be a feature of the State Fair.

The sun-cured primings offered last week in the Richmond warehouses footed up only about 22,000 pounds and, in the main, consisted of rather low grades of primings. The very few piles of strictly good sold well, the highest price being $10.50 per 100. The low grades dragged along from $2 to $4 per 100.

A Start Made at Petersburg

PETERSBURG, Va., Oct. 2.—The loose-leaf tobacco market opened for the season last Tuesday, but the sales have been light all the week. Prices have been ranging from $3 to $5 per 100 lower than for the opening week of last season. However, so far the growers have been marketing only their very low grades, with but a sprinkling of the better goods mixed in, and it cannot be said that the pace has not yet been set.

Greater Animation at Suffolk

SUFFOLK, Va., Oct. 2.—The sales of leaf tobacco in this new market were somewhat larger this week than last, and the quality of the tobacco offered was much better. This explains the greater animation on the part of the buyers and the better prices obtained by the farmers. Tobacco culture is a new thing with a large majority of the farmers who are marketing the weed here, and they and their brethren who have not yet ventured in the business are attending and watching the sales in large numbers.

Doing Better at South Boston

SOUTH BOSTON, Va., Oct. 2.—For three days this week the leaf tobacco sales at the warehouses lasted until the noon hour, and totaled for the week some 250,000 pounds. There was some improvement in the tobacco offered and some of the finer grades of wrappers and cutters showed up along with the primings. These goods brought figures that were much more satisfactory to the growers than were the prices paid last week, when primings and low grades were all the go. The average this week was around $20.

An Irregular Market at Wilson

WILSON, N. C., Oct. 1.—W. J. King, president of the Wilson Tobacco Co., reports that the market has been very irregular and the quality has not improved any. "We are still selling mostly tips and primings. Tips are a little bit easier than they were last week. There has been very little change in the better grades, in the past few days."

Sales for the week are tabulated as follows:

Pounds sold week ending Sept. 30, 1920	3,357,952
Amount sold for	$695,157.10
Average	20.70
Average last week	22.78
Pounds sold to date	8,661,574
Season's purchases to date	$1,931,360.04
Season's average	22.29

Jogging Along Steadily at Oxford

OXFORD, N. C., Oct. 2.—Total sales for the week, 314,519 pounds; average price per pound, $.2187.

Sold to date of 1920 crop, 389,331 pounds; average price per pound, $.2191.

Sold to same time last year, 846,278 pounds; average price per pound, $.4259.

How Tobacco Growers Will Be Pledged

GREENSBORO, N. C., Oct. 4.—Secretary J. A. Groome, of the Guilford County Farm Bureau, returned last night from Raleigh, where he attended the first meeting of the executive committee of the North Carolina Tobacco Growers' Association, which was organized in Wilson a few weeks ago. The committee, of which Mr. Groome is a member, was in session Friday and Saturday for the purpose of formulating plans for marketing the 1920 tobacco crop and for regulating the crop of 1921. The committee at its meeting Saturday adopted a pledge which will be the basis for membership in county and township organizations, and it intends to form such organizations in all parts of the State where tobacco is grown.

The pledge, to which the tobacco growers of the State are expected to subscribe, commits those who sign it to market their 1920 crop over such a period of time as the executive committee of the State association shall recommend, or to carry such part of it as this committee may determine, into the year 1921. Those who sign it also agree to reduce their 1921 crop at least one-third, and as much more as the executive committee shall determine to be necessary to reduce the supply of tobacco in 1921 to the estimated demand. Another section of the pledge requires its signers to pay to the State association 25 cents an acre to defray organization expenses, and obligates them to use their best endeavors to induce each of their neighbors that grow tobacco to sign and keep a like pledge.

The committee members present, Dr. J. Y. Joyner, chairman, Dr. Clarence Poe, J. Bryan Grimes, Mr. Daniels, of Vance county, and Mr. Morse, of the Edgecombe State Experiment Farm, believe that the plan they have adopted will be successful. They tried it on approximately 150 or 200 Wake county farmers who had been called together at the county courthouse in Raleigh Saturday. Although the pledge blanks had not yet been printed and therefore could not be signed, the pledge was explained to the farmers, who were practically unanimous in signifying their willingness to abide by the action of the executive committee.

Mr. Morse was elected secretary of the committee. He will open offices at once, says Mr. Groome, have literature and pledges printed, and go about the work of organizing the tobacco farmers of the State.

"The tobacco growers of Guilford county," the Greensboro *News* says, "will be called together not later than next Saturday, October 9."

Resolved to Reduce Tobacco Acreage

CLINTON, N. C., Oct. 2.—The tobacco growers of Sampson met in the courthouse here today and formed a permanent organization and elected delegates to the next meeting of the state tobacco growers' association. Speeches were made by former Senator Marion Butler and Rivers Johnson, of Duplin county.

Resolutions were passed favoring the reduction of tobacco acreage and also the holding and gradual marketing of this tobacco crop, and also a resolution to call upon the next legislature to enact a law creating a tobacco warehouse system with re-drying plants and storage warehouses and a state guarantee fund like the cotton guarantee fund, so that money can be borrowed on warehouse receipts.

A further resolution was adopted calling on the federal reserve board to function as authorized and furnish the necessary currency and credit facilities to handle the present crop and to relieve the nation-wide stagnation of business.

A committee for each township in the county was elected. Great interest and determination were shown by every tobacco grower present.

Only the Best in Demand at Mt. Airy

MOUNT AIRY, N. C., Oct. 2.—According to statistics compiled by the Mount Airy chamber of commerce the first half a million pounds of tobacco sold on this market brought an average price of $19.77 which is considerably better than similar averages paid on other markets in this state. Thus far low grades and primings have predominated in this market, although apparently there is no demand for anything but the best grades of bright leaf. When these come into market the averages will increase considerably, since all good tobacco brings from 45 to 60 cents, and very lively bids ensue for each pile offered. The daily average prices paid at each of the four leaf-houses have constantly varied each day.

Trying to Avoid a Glut at Reidsville

REIDSVILLE, N. C., Oct. 2.—Tobacco breaks on the local market have been moderately good this week and are gradually increasing in volume. But the farmers are marketing the weed conservatively and try to avoid a glut. Prices were a little off the first three days, due in part to much low grade stuff being offered, but stiffened up 10 or 15 per cent yesterday. The general average, it is thought, will improve after the first primings and lower grades are disposed of.

Some desirable stalk cured tobaccos are showing up and these sell at much better prices than primed tobacco. The Reidsville *Review* says: "Many farmers are beginning to believe that old-fashioned stalk cured tobacco pays best after all."

Sales are reported as follows:

Monday, 46,799 pounds for $8,289.22; average, $17.71.

Tuesday, 49,087 pounds for $7,978.91; average, $16.25.

Wednesday, 59,048 pounds for $10,893.82; average, $18.45.

"Vigilance Committees" in Lenoir

KINSTON, Oct. 2.—Leaders of the Lenoir county farmers, organized to get better prices for their principal products, tobacco and cotton, are pledged in advance to abide by any regulations the state association may adopt at its forthcoming meeting. Officers of the local body declare there will be "fullest cooperation" in this county next spring and that a 50 per cent curtailment of the tobacco acreage is not improbable.

Each of the dozen townships in the county is to have its vigilance committee, it is intimated. These will be composed of men chosen by the neighborhood farmers themselves. The committeemen will watch to see that there is no violation of curtailment pledges.

Expecting Heavier Sales in New Bern

NEW BERN, N. C. Oct. 2.—Total sales for the week, 286,945 pounds; average price per pound, $.1572; sold to date of 1920 crop, 987,339 pounds; average price per pound, $.1525. Offerings this week have been exceptionally common. We are expecting heavier sales and better tobacco for the coming week.

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Successful Season Closed at Timmonsville

TIMMONSVILLE, S. C., September 30.—The Timmonsville Tobacco market has just closed a most successful season. The market sold this year 8,174,528 lbs. at an average of $24.75. Last season this market sold 8,427,140 lbs. at an average $24.99. The boll weevil has made its appearance generally through this section, and this may cause a slight increase in acreage next year.

W. E. LEA.
Secretary of Tobacco Board of Trade.

Decided Advances at Blackstone

BLACKSTONE, Va., Oct. 2.—Report of the bright tobacco sold on the Blackstone market, and also dark tobacco for the week ending October 1, shows bright tobacco sold, 21,158 pounds, and dark, 10,467 pounds.

There was a decided advance on all good grades of tobacco this week. Bright sales are increasing daily, and buyers are pleased with the quality showing up.

A great many of the farmers are holding their tobacco for higher prices, but those selling are pleased with their prices, and several crops sold Friday that averaged over 30 cents. Good sales next week are anticipated.

Shown by Official Figures at Wilson

WILSON, N. C., Oct. 1.—According to official figures furnished by H. B. Johnson, supervisor of the Wilson tobacco market, there has been sold this season 8,661,574 pounds, which brought $1,931,360.04, averaging $22.29 per hundred pounds. For the week ending September 30, 3,357,952 pounds were sold for $695,157.10, an average of $20.70 per hundred pounds. The average for the previous week was $22.78.

Farmers Marketing Conservatively

REIDSVILLE, N. C., Oct. 1.—Tobacco breaks on the local market have been moderately good this week and are gradually increasing in volume. But the farmers are marketing the weed conservatively and try to avoid a glut. Prices were a little off the first three days, due in part to much low grade stuff being offered, but stiffened up 10 to 15 per cent yesterday. The general average, it is thought, will improve after the first primings and lower grades are disposed of.

Some desirable stalk cured tobaccos are showing up and these sell at much better prices than primed tobacco. Many farmers are beginning to believe that old-fashioned stalk cured tobacco pays best after all.

Monday, 46,799 pounds for $8,289.22; average, $17.71.

Tuesday, 49,087 pounds for $7,978.91; average, $16.25.

Wednesday, 59,048 pounds for $10,893.82; average, $18.45.

Some Improvement Noted at Warsaw

WARSAW, N. C., Oct. 2.—Total sales for the week, 412,604 pounds; average price per pound, $.1563.

Sold to date of 1920 crop, 1,707,904 pounds; average price per pound, $.1653.

Remarks: Increase in price latter part of week. Quality of tobacco poor.

Prices Considerably Higher at Kinston

KINSTON, N. C., Oct. 2.—Total sales for the week, 1,971,350 pounds; average price per pound, $.19.

Sold to date of 1920 crop, 5,727,390 pounds; average price per pound, $.19.

Remarks: Prices considerably higher, quality taken as basis. Selling largely tips of low grade. E. M. SPEED.
Secretary, Tobacco Board of Trade.

The Facts of the Matter at Danville

DANVILLE, Va., Oct. 2.—Sales on the loose leaf warehouse floors opened on the 20th of September. Prices started off on a lower level than on the opening in the 1919 crop. Planters expressed much dissatisfaction at the prices received, and after two or three days' sale the market closed, by mutual agreement between the planters and warehousemen, until Monday the 27th, at which time sales were resumed.

The offerings consisted largely of primings or first curings, and these indicate rather a bright, colory crop.

Sales to the 30th of September, 1920, were 585,245 pounds, amounting to $113,554.97, an average of $.1940.

Sales for September, 1919, amounted to 3,798,856 pounds, bringing the sum of $1,515,698.24, an average of $.3990, showing a decrease of 3,213,611 pounds, $1,402,143.27, and a decrease in the average of $.2050.

W. CREWS WOODING,
President Danville Tobacco Association.

Urged to Market Tobacco Slowly

RALEIGH, N. C., Oct. 2.—Meetings of tobacco growers were held at the county seats in every tobacco growing county in North Carolina today for the purpose of organizing local branches of the State Tobacco Growers' association, which was formed here recently by farmers from every section of the state who met to devise some method to cope with the demoralized tobacco market.

The executive committee met here yesterday and adopted resolutions urging the tobacco growers to market their crops slowly this season and to reduce the acreage at least one-third in 1921.

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Putting a Stop to "Wildcat" Propaganda

WILSON, N. C., Oct. 3.—A large and enthusiastic meeting of tobacco warehousemen was held at the Chamber of Commerce Saturday to discuss the present tobacco situation and offer their assistance and aid to the North Carolina Tobacco Growers' Association in reducing the acreage of the 1921 tobacco crop, and the following telegram was sent to Judge Stephen C. Bragaw, president of the Tobacco Growers' Association:

"At meeting tobacco warehousemen held Wilson today, resolution adopted requesting Tobacco Growers' Association take action at once to perfect plans for obtaining pledges reduction acreage 1921 tobacco crop."

The tobacco warehousemen realize fully that the acreage of the next crop must be materially reduced and are willing to do their part. They also went on record as being bitterly opposed to the propaganda being put out that the tobacco warehouses would be closed indefinitely, for there is not a word of truth in that statement, and in order to put a stop to this and other wild cat propaganda they wish it said that the warehouses will not close and they recommend that the farmer sell conservatively and slowly, thereby avoiding a congestion of the market and the depressing of prices.

Fair Offerings at Rocky Mount

ROCKY MOUNT, N. C., Oct. 2.—Tobacco sales on the local market have been the largest of the season during the past week, the total offerings being considerably over 1,000,000 pounds having been disposed of, according to the regular weekly report of the Rocky Mount tobacco board of trade, issued today. Prices have remained about the same, the report continues.

The greater part of the offerings was sold during the first three days of the week, as the Rocky Mount fair, which opened Tuesday, interfered with the market and operated to make the sales unusually light. The light offerings, however, were more than made up for on Monday, Tuesday and Wednesday, when the sales lasted all day.

According to the figures for the month of September as compiled in the report, 2,886,390 pounds of tobacco were sold on the local market during that month. These offerings brought a total sum of $599,504.11, which means an average for the month of $20.77 per hundred pounds.

Tobacco Better and Sales Bigger at Winston-Salem

WINSTON-SALEM, N. C., Oct. 2.—Total sales for the week, 1,854,649 pounds; average price per pound, $.2566.

Sold to date of 1920 crop, 3,094,821 pounds; average price per pound, $.2324.

Sold to same time last year, 7,570,505 pounds; average price per pound, $.3644.

Remarks: Sales larger, quality of tobacco better, therefore the average price is higher. Large quantities expected to be offered next week. G. W. CORBIN.

Season's Record Is Established

GREENSBORO, N. C., October 2.—The Greensboro tobacco market today established several records for the present season. More pounds were sold, more money was paid to growers, and a new high price per pound was paid. Also, there was more good tobacco offered, and it brought apparently satisfying prices. However, there were scores of piles of scrap, and this commanded very little, all buyers on all markets this year declining to bid on the worst grades and offering very little for poor qualities which, they say, they will take in very small quantity.

Sales today amounted to 40,246 pounds, and the tobacco brought $6,799.49.

One lot of tobacco brought 65 cents per pound, and there were any number of piles that brought from 35 to 55 cents. Below are given the names of several growers who sold three or more piles, and the average price their weed commanded: F. O. May, 57½; J. Edwards, 42; D. C. May, 38; D. L. Edwards, 40; J. A. Vaughn, 44½; M. O. Hendrix, 47; L. R. Jessup, 50; J. F. Brown, 43½; Fred Jennings, 52.

Crop Double That of Last Year

NEW CANTON, Va., Oct. 2.—All the tobacco in this section has been cut and is now in the barns. It may safely be stated that the crop is double that of last year in size and quality. Most of this tobacco will be fired. All is of the dark, heavy variety. As yet there is no indication whatever of the prices which may be expected to prevail during the coming selling season. The warehouses will open for the sale of the leaf about December 1. Some primings are being sold at fair prices.

Complaint Will Be Heard at Atlanta

WASHINGTON, Oct. 6.—The Interstate Commerce Commission has announced that hearings will be held on October 21 at Atlanta, Ga., before Examiner Howell of the commission in the case of the American Sumatra Tobacco Co., No. 11,613, against the Georgia Railroad and others.

Selling the Sorrier Stocks First

HENDERSON, N. C., Oct. 4.—Some slight improvement was shown in the tobacco market here during the past week. The breaks for the week passed the previous and opening week by more than 100,000 pounds, and the general average was a shade higher than for the opening week. For the five days ending with last Friday the Henderson market sold approximately 250,000 pounds, fully half of this amount being in Friday's break alone. The average was around 21 cents per pound.

Pressure of credit men for settlement of obligations occurred in financing the crop may influence the sales in the next few weeks to a large extent. It is probable that the breaks will be larger in the coming week here than they have been heretofore. Thus far the market has sold around 350,000 pounds, which is very much below the average record for this period of the season.

The quality of the weed being offered is still, as a rule, very poor. The farmers appear to be in a mood to dispose of their sorrier stock first, and to save the higher grades for a possible rise in the market, which is generally expected later on. Whether this will develop or not is speculative.

Good grade tobacco is selling at a satisfactory price, according to warehousemen, but hardly a pound has sold here this season for more than 60 or 75 cents. Blame for this is divided between the poor quality of the tobacco offered and the general depression of prices.

Markets in this vicinity generally are on a par with the Henderson market.

A more general feeling of confidence is permeating the farmers as the organization of tobacco growers begins to take on definite form. Vance county, of which this city is the county seat, is now pretty thoroughly organized by townships as a unit, and a membership fee of $1 is being collected as a means of defraying necessary expenses from all farmers who join. HENRY A. DENNIS.

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Burley Tobacco Growers' Association Goes Ahead

An Enthusiastic Ratification Meeting at Lexington—John W. Newman, Temporary Chairman, Ably Outlines the Plans of the Organization—His Speech Evokes Great Applause—Reduction of Acreage—Stabilization of Prices—Standardization of Grades—The Program for 1921—Fixing the Responsibility for Present Conditions—"The Farmers Must Save Themselves"—"Facts Unpleasant to Communicate"—Charter Accepted—By-Laws Adopted—European Agencies Contemplated—Dues Fixed—Executive Committee to Confer with Officials at Washington.

LEXINGTON, KY., Oct. 1.—At a rousing meeting of the Burley Tobacco Growers' Association held in the court house here yesterday, determined men took all steps necessary to insure permanent organization. Principally, the meeting was called for the purpose of ratifying the charter and adopting by-laws. The scheduled business was put through enthusiastically. The unanimous desire was to proceed rapidly with the formation of a strong, helpful and influential association.

More than 200 farmers, representing about fifty counties of Kentucky, four from Ohio and three from Indiana, were present and the meeting was marked by enthusiasm at every part of the day's proceedings.

The meeting was called to order at 11 a. m. The feature of the morning session was the eloquent speech of John W. Newman, the temporary chairman, who said:

"Gentlemen: The committee appointed at the meeting of the Burley Tobacco Growers held at Lexington August 18, has had prepared a charter and the by-laws which we recommend for adoption, thereby completing the organization of the Burley Tobacco Growers' Association. The secretary in due time will lay before you the result of the committee's work. A full and free discussion of these paper is invited.

"When once adopted, this charts our course in our effort to further the interest of every grower of Burley tobacco. It is then too late for argument. It should be our plan, and no one man's plan, to which we all should rally. It is very important that we exercise prudence, foresight and business acumen at this meeting. It seems appropriate that I at this time call your attention to some things that have occurred since our last meeting, and to some things that your committee has learned, all of which indicate the wisdom of those who inaugurated this movement in the summer and the absolute necessity for a concerted movement on the part of the tobacco growers.

"We have mailed over 5,000 letters and circulars, have attended several conferences, have made speeches at different meetings throughout the Burley region, and have come in contact with many farmers. The opinion of all is that something must be done, and done quickly. The time is ripe for an intelligent, co-operative, business-like organization of the tobacco rowers. No well informed man doubts the fact of overproduction of Burley tobacco this year. We have been guilty and it is folly to deny the charge.

"The present crop of tobacco is the largest ever produced in quantity, and the indications are that it is not of the best quality. Unfortunately, this overproduction comes at a time when the financial affairs of the country are not such as to encourage either the manufacturer or dealer to lay in an extra supply of raw material. We know that the consuming public calls for around 300,000,000 pounds of Burley annually. The government forecast of this crop indicates a 450,000,000 to 500,000,000 pound crop, which, if a true estimate, will result in a surplus of 150,000,000 to 2000,000,000 pounds of Burley

"The consumption of cigarettes is on the increase, while the amount of tobacco used for chewing purposes and for snuff is decreasing annually. The farmers cannot, or at least have not, changed their methods and conserved the fertility of their soil so as to produce an extra quality of cigarette tobacco and a smaller quantity of chewing and snuff tobaccos. This would indicate that prices for high grade cigarette tobaccos will be satisfactory, while the price of those tobaccos of inferior quality will likely be extremely low.

"Yet the reports from the Carolinas and the Virginia markets do not altogether bear out these logical conclusions. Even the highest grade of bright tobaccos in Carolina and Virginia are not bringing 50 per cent of what the same grade brought last season. The reports coming to us through representatives on these markets are that the average prices are around 33 1/3 per cent of what they were last year. The quality of the tobacco that these markets are offering is said to be very good. The increase in quantity in the Carolinas and Virginia will not exceed a few million.

"The dark tobacco section of Tennessee and Kentucky will not produce within several million pounds as much as was produced last year. We have only the government report on the prospective crops of Connecticut, Pennsylvania and Wisconsin. When considered as a whole, the 1920 crop of tobacco will exceed the 1919 crop by very little, if any. The principal increase is in the Burley area. One fails in any effort to account for the extremely low prices on the basis of an over supply of Burley. A study of the Louisville markets where redried tobacco of the 1919 crop is offered daily, shows a decline in the price of Burley of 50 to 66 2/3 per cent.

"These facts are unpleasant to communicate, they are unpleasant to hear, but as sensible business men we must recognize our position and condition. We meet on every hand men who claim that the cut out of the 1921 crop is the only means of securing the cost of production for the 1920 crop. This may be true. It is possible that no effort that the tobacco growers may make at this late day, will save the producers of this crop of tobacco from an actual loss.

"It has been definitely determined, as we understand it, that there will be no effort made to entirely cut out the next crop of tobacco, but again, we want to emphasize for the benefit of those growers that cling to this method of saving the day for the grower that a cut out of a crop means lawlessness, disorganization and disaster to the tobacco industry. On the other hand the Burley Tobacco Growers' Association with a membership sufficient to control the situation can a year in advance guard against overproduction, stabilize prices and assure the grower of a net profit on each year's crop.

"This can be done, and should be done, without any lawlessness, without any extra laws upon the statue books, but through a co-operative spirit, a united effort and the power of the great law of public opinion.

"We call your attention to the fact that there is at least $125,000,000 invested in tobacco barns and tobacco sticks in the Burley area. At least $10,000,000 of this is invested in 50 or 60 counties in the State of Kentucky. Tobacco barns are sometimes used for other purposes as 'make shifts,' but they and the sticks are essentially investments for the production of tobacco alone. There is at least $5,000,000 invested in tobacco warehouses in Kentucky. We will for the present omit the capital invested in lands and simply state that there is not a business in Kentucky that has anything like the same capital as the growers have invested in barns without an organization to look after it as a whole.

"Scarcely a city with $1,000,000 invested within its confines that hasn't a Board of Trade, Chamber of Commerce, or Commercial Club. For this one hundred or more millions of dollars invested in barns, we believe that the Burley Tobacco Growers' Association can act somewhat as a Chamber of Commerce. We venture the statement that the farmers of Kentucky have never realized in the price of land, one dollar from the fact that the lands of the Blue Grass will produce a crop, the demand for which is world-wide, that cannot be produced anywhere else in the world. We see the best lands of the Blue Grass selling from $200 to $500 an acre, depending upon location, improvements and natural soil fertility. There is no better civilization in the world than that in the Blue Grass, and no better place in which to live. Similar lands in Illinois, Iowa, Kansas and Oklahoma will bring as much money per acre today as will the lands in the Blue Grass, and can produce every crop they produce, bushel for bushel, ton for ton. In addition we can produce Burley tobacco and hemp, which are impossible of production in these other states.

"We, therefore, claim than an effective organization of the Burley Tobacco Growers' Association will add millions, yes many millions of dollars of wealth to the commonwealth. We will stabilize land values when we standardize tobacco prices. Last season, due to unfavorable weather conditions, certain counties in Kentucky did not average the cost of production for the tobacco crop. In Central Kentucky, where the crop was good and the prices relatively high, there was such apparent prosperity as was never known before in this State. The bankers will tell you that practically all this money is now spent, demonstrating that this price was not excessive.

"These prices at least should continue throughout the Burley area. The cotton growers of the South, through the Cotton Growers' Association, have maintained for several years a prosperity equal, or superior to what we have enjoyed for a year or so.

"The colored tenant in the cotton belt has for years prospered even greater than did the blue blooded Anglo-Saxon tenant in Kentucky last season. They were loyal to their association. If we will organize against overproduction, land values will be maintained, prosperity will exist in our business centers, and the standard of living for which the tobacco grower has so long striven will be upheld. Purely from a business standpoint our association should command favorable consideration from the banking and commercial interests, it should appeal to the professional man and the wage earner of the cities. It will deserve every consideration from the press.

"It is not a money making enterprise in itself, but will have the interest of every grower at heart, and through a well directed, united effort will be of untold and almost unimaginable value to the economic and business life of this region.

"We realize fully that it is a man's job to organize farmers into any kind of an organization. All the village knockers are not yet dead. Some of them are now busy knocking our Association. This should not deter us, but in fact should encourage us. We know we are right when these chronic kickers are against us.

"By nature the farmer is conservative. He has been more or less isolated. He has led an independent life. Modern means of transportation and communication, together with modern convenience, have opened up a new condition and a new standard of living to the farmers. He sees more clearly the benefits of organization. He is more progressive. He is less obstinate, and I think I speak the truth when I say he is less selfish. Organized wealth on one side, and organized labor on the other has picked him more or less of his crown feathers. He has been ground between the uppermost and the nethermost mill stones until his life in many instances is most miserable. He no longer boasts of his independence.

"The country gentleman is almost a thing of the past. The man who lives in the country in these days must work both brain or brawn or he goes down in the struggle. Labor and servants are impossible to secure. He is rapidly turning to organization as his only hope. Witness the phenomenal growth of the Federation of Farm Bureaus and of the Farmers Union. Necessity is driving many men into these farmers organizations.

"Necessity is responsible for the organization of the Burley Tobacco Growers Association. Necessity will in a great measure determine our course in the future. Let us not threaten, but let us prophesy.

"The low prices being offered for tobacco has brought into existence within the last few months the Burley Tobacco Growers Association of Kentucky, the North Carolina Tobacco Growers Association and the Virginia Tobacco Growers Association. Others will follow, in our opinion, in Wisconsin, Pennsylvania, Connecticut and other tobacco growing states. Each type of tobacco will have its own individual organization, independent of all others.

"Yet, all of them have certain interests in common. It is evident to my mind that while every energy we possess should be used to organize our own people by the thousands and by the tens of thousands, yet, work should be going on in the dark tobacco districts where chewing and snuff tobacco mostly for export is produced, in the bright leaf and smoker district in Virginia and the Carolinas, in the seed leaf district of Connecticut and Pennsylvania and the wrapper section of Wisconsin. They are already organizing in Carolina and in Virginia and in the dark district of Kentucky and Tennessee.

"Let us today take the lead and extend an invitation to these various associations to meet with us at a conference in Washington, D. C. Let us inquire why this unexplainable slump of 2/3 in the value of tobacco. Let us inquire whether the surplus carried by the manufacturers as reported under the Cantrill Act is fertilizer or real tobacco for for consumption.

"Let us ask for a standardization of the grades of tobacco by the National Department of Agriculture. Similar to those made for cotton, wheat, corn and other farm products. Let us ask for an amendment to the Cantrill Act so that their quarterly report will give the amount of each grade of tobacco on hand. We then can set about intelligently to produce the grades in which there is a shortage. Let us insist that while Congress is passing the Truth in Fabric Act, while Congress is requiring the truth to be stamped upon Oleomargarine, that while Congress is eliminating the fakers in drugs, that while Congress is compelling manufacturers of food stuffs for man or beasts to tell the truth as to the content of their product let us, I say, ask Congress that while it is regulating and doing so much good thereby to humanity, to pass such laws as will specify what grades of tobacco shall be required in the manufacture of each brand of smoking and chewing tobacco.

"It is a well known fact that good tobaccos are used in establishing new brands of cigars until the public calls for them in the trade. There is nothing to prevent the substitution of inferior tobacco and the fleecing of the public. The same is true of chewing tobacco when new brands are established and the public educated up to the use of these brands. Too frequently when good tobacco is used to build up a brand, inferior tobacco is substituted and the public is none the wiser. These are only a few of the many things that an association of tobacco growers of America can remedy.

"We are told the foreign trade is fast slipping away from us. Java, Borneo, Morocco and India with their inferior tobacco are becoming strong competitors. But is it so? Is the fine hand of the trust propagandist at work against us? We should know the foreign situation and not invest millions of dollars in crops for which there will be no demand. We are confronted by a union of other foreign countries into one man buying power in this country of tobacco for their subjects.

"The Associated Press informs us that

the French monopoly of tobacco has been bought by one of the Big Four organizations in this country. A good proportion of the tobacco that can be produced in this country in the next generation is probably already sold to France. It is the universal belief of well posted men in the tobacco trade that the order of the United States Supreme Court for the dissolution of the tobacco trust in this country a few years ago did not in fact accomplish what the court intended by its order. Here, again are problems that require the united effort of all tobacco growers to bring about their solution. Just as the individual grower finds problems that he himself cannot solve, but his organization can readily remedy so the individual association is going to find National matters with which it cannot cope but which a union of tobacco forces will readily correct.

"The program is so great, the possibilities so numerous, and the opportunities so inviting that I have not been able to resist the temptation to raise somewhat the curtain and invite you to look in and see what can be done by cooperation and union. The selfishness of the manufacturers in opening the markets for tobacco in the year of 1920 at less than half the cost of production, is the most monumental crime against an unorganized, defenseless people since the rape of Belgium. Let us hope they have not kindled a fire which cannot be extinguished. Such acts breed Bolshevism. Justice and fair dealing alone will destroy the seed of this monster.

"Exorbitant wages to organized labor in the factory and starvation wages to the unorganized grower in the field is not fair. If a fight comes between the manufacturer of tobacco and the Burley growers it will not be our choosing. A sleeping lion is best not disturbed. We await the opening of the loose leaf market in Kentucky. If it is a fight for a square deal, let us not be altogether unprepared. Let us organize now, and not delay until we are so crippled financially that we can't organize for self protection."

The address of Mr. Newman was frequently interrupted by prolonged applause. Again and again, as a telling point was made, the assembled farmers were eager to show their approval of the sentiments expressed.

Mr. Newman's speech was followed by the reading of the charter and by-laws which had been prepared by Judge George C. Webb, of Lexington, who will be attorney for the association.

The purposes of the organization, as set forth in the third section of the charter are:

"The nature of the business and objects and purposes to be promoted and carried on by said corporation shall be the creation and forming of an association of persons engaged in the industry of producing Burley tobacco; and the purposes and objects of said association shall be the promotion, fostering encouragement and advancement in every manner of the growing, cultivation and production of Burley tobacco; and said corporation shall have the right and authority to enact, establish and enforce such rules and regulations as may be necessary or proper for said purposes; and the said corporation shall also have the right and authority to take all the necessary and proper steps to secure a complete association of and efficient co-operation between such persons; to take such steps and to do all such things as may be necessary or proper to secure and disseminate among its members the fullest knowledge and information concerning the growing, production and handling of Burley tobacco; to take such steps and do such things as may be necessary or proper to introduce and establish the best methods of growing, producing and handling Burley tobacco; and to take such steps and do such things as may be necessary or proper for securing the best market for the said Burley tobacco; and to do all things necessary or proper to carry out the above mentioned plans and purposes.

"In order to attain its ends and to accomplish its purposes, the said association shall possess and have the right to exercise all the powers conferred upon such a corporation by the laws of Kentucky."

The meeting adjourned until 1.30 P. M. After the meeting was reconvened in the afternoon the charter was prepared as adopted unanimously. A motion was passed to have copies of the chairman's address printed and mailed to the county organization for distribution among the members.

Bylaws for future conduct of the body, after considerable discussion, were adopted separately. Many speakers expressed their views on this subject. The first bylaws declared that no buyer who was not a grower of tobacco was eligible for membership. This was placed in the bylaws to make the organization exclusively one of growers and to counteract any propaganda to the effect that the speculators of the Kentucky tobacco market were trying to limit production in order to get higher prices for tobacco on their hands at this time.

Dues for the association were fixed at $5 for land owners who were also tobacco growers and at $2.50 for tenants who were tobacco growers. After much discussion and some objection it was passed that the board of directors should have the power to levy a tax of $1 on every acre of tobacco, to be proportioned between the landlord and tenant by the board of directors. The purpose of this, as pointed out on the floor of the meeting, was to place sufficient funds in the hands of the executive committee to enable them to compete in the foreign market in inferior grades of tobacco with other tobacco growing countries, such as Java, Borneo, Morrocco and India.

The association expects to maintain in Europe agents who will attend to the control of the market and to keep the organization informed as to conditions there, in order that the Burley growers may know how to control their crops for low grade tobacco.

Part of the money will also be used to prosecute a fight against the American tobacco trust, which some of the speakers alleged was trying to repeat the conditions of last year's market, at which tobacco, it is said, sold for less than the cost of production.

A motion was passed authorizing the executive committee to call a meeting of all tobacco growers in the United States to send five representatives to a convention in Washington, D. C., to confer with the officials from the United States Department of Agriculture, with Treasury officials and with the officials of the Department of Commerce. This meeting will be called within the next thirty days.

Paducah Market Report

PADUCAH, Ky., Oct. 1.—The weather for the early part of the past week was clear and warm, turning colder toward the latter part of the week with a slight frost.

Farmers have continued cutting and I estimate that 85 per cent of the crop has been cut, and much of it already fired.

Deliveries have continued light to the various factories, but the Planters Protective Association has been receiving steadily.

Sales on the loose leaf floor and the chute have been light. Prices ranging from 3 to 8 cents for lugs, from 9 to 15 cents for common to medium leaf, 16 to 23 cents for medium to good leaf.

The Plannters Protective Association reports no sales of their tobacco. They are perfecting plans for the 1920 crop to be handled by loose leaf floors operated by the association in their own houses over the district, and are signing up many of the farmers for their crop.

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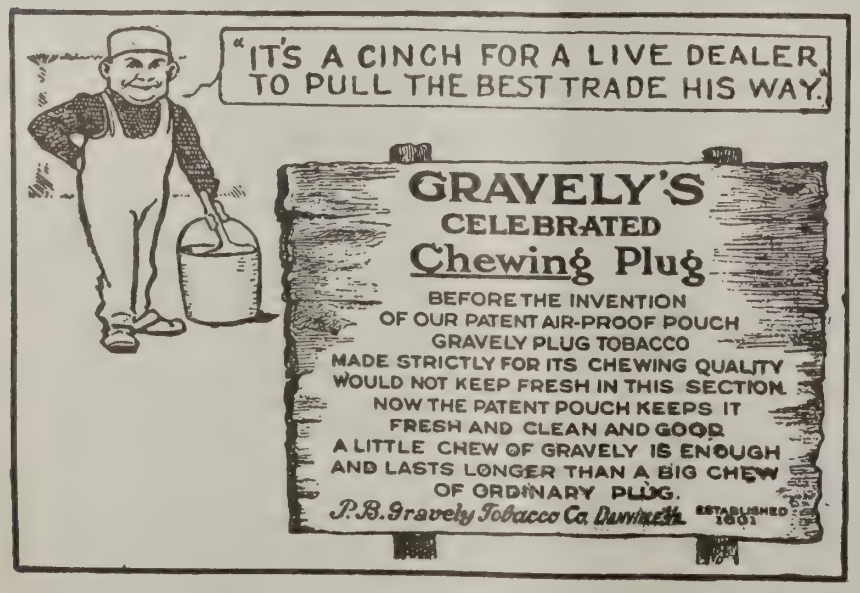

Not Enough Funds Available

"Hon. Joseph W. Byrns, House of Representatives, Washington, D. C.—Dear Mr. Byrns: I have received your letter of the 22d inst. calling attention to the serious injury in your district to the tobacco crop resulting from the prevalence of leaf spot diseases designated as wild fire or rust. In this connection it may be stated that we have recently received a number of complaints concerning the prevalence of these leaf spot diseases of tobacco, not only in Tennessee and Kentucky, but also in North Carolina, Virginia, Maryland and other tobacco growing States. We have competent tobacco specialists engaged in combating these and other diseases of tobacco, who are doing as much as possible under the circumstances to develop effective methods of control, but, unfortunately, the funds available for this work at the present time do not permit as aggressive attack of the problem as the situation justifies. It seems to be established that these leaf spot diseases are due to bacteria which attack the plant seriously when certain weather conditions prevail, particularly during periods of excessive rainfall or wet weather. Cultural methods, fertilizers and other factors influencing the general nutrition of the plant also seem to play an important part in the prevalence of these diseases. The work of developing effective methods of control for the leaf spot diseases is being pushed as rapidly as possible with the funds and men available. Yours very truly,

"WILLIAM A. TAYLOR,
"Chief of Bureau."

The above letter, which is self explanatory, was received by Representative Byrns of Tennessee in response to a request made to the U. S. Department of Agriculture urging that a vigorous campaign be inaugurated to stamp out the disease, which is causing tobacco growers in Tennessee and Kentucky not a little uneasiness.

Approximately 50,000,000 Pounds Sold

HOPKINSVILLE, Ky., September 25.—From December 5, 1919, to September 17, 1920, on the leaf floors here, 37,443,715 lbs. of tobacco was sold at an average price of $16.47 per hundred. In addition to this amount I estimate about 13,000,000 lbs. of tobacco was sold by the farmers to the dealers direct at a much higher price, as these were select crops.

This market for the sale of the 1920 crop will open about December.

J. W. HANCOCK,
Chairman Sales Committee Hopkinsville Tobacco Board of Trade.

Tobacco Harvest Is Delayed

CLARKSVILLE, Tenn., Oct. 2.—Sales of tobacco were held on three local loose floors last Tuesday morning. A total of about 10,000 pounds of tobacco was offered and prices ranged from $1 to $9 per hundred, according to quality. The quality offered was considered extremely poor. It is expected that the offerings next week will be better and the season will probably close, as there is little of the 1919 crop left in the barns.

At least 50 per cent of the growing crop is still in the field. Many farmers have not housed any of their crop because of the lateness of planting, which has prevented its ripening sufficiently to make a good type.

Hurrying Up Work at Hickman

HICKMAN, Ky., Oct. 1.—Much tobacco was being moved yesterday in the upper end of the county, only a small amount of tobacco being grown right around Hickman. This crop was being hurried in on account of the fear of frost. It is said that 80 per cent of the crop of the county is now in the tobacco barns. In some sections the tobacco was greatly harmed by rust, proving almost a failure on some farms, while possibly a mile from there the crop would not show the least indication of rust and be in splendid condition. The rust, however, has been worse this year in this county than ever known before. Without frost for a couple of weeks yet the entire crop will possibly be housed, or practically all of it.

Tobacco Nipped by Frost

HOPKINSVILLE, Ky., Oct. 2.—Frost, Friday night, caught some tobacco in the field. Farmers have been busy all week cutting and housing their crops, but they could not manage to get all their tobacco harvested before the frost came. Reports vary concerning the exact amount of damage done by the frost, but it is evident that quite a bit of tobacco is practically ruined. At least a few of the farmers believe that the frosted portion is "not worth cutting." But some are exerting themselves to save what they can of the frosted tobacco. In this district, we estimate that from 8 to 10 per cent of the crop is badly injured. T. E. ELGIN & Co.

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The Regie Co. Interesse des Tabacs de l'Empire Ottomane (Now in French Hands) Has a Monoply of All the Tobaccos Grown in the Sultan's Domain—The Samsoun Crop for 1920 Is Estimated to Be About 10,000,000 Pounds—Cost of Cultivation Doubled Since 1914.

S. Pinkney Tuck, Jr., American Consul at Samsun, Turkey, reports that the tobacco-growing region of Anatolia tributary to the Samsun market covers the districts of Samsun, Baffra, and Alatcham, and Tashova, in all about 37,000 acres. From this region approximately 80 per cent of the higher grades of filler leaf tobacco is shipped to the United States. The Samsun district is subdivided into five districts, namely, Dere, Maden, Djanik, Evgaf, and Karagöl. The Baffra district, lying west of the town of Samsun and situated on the Kizil Irakm River (the largest river in Anatolia), produces tobacco similar in quality to that of the Samsun district, but a much larger leaf. The Alatcham district, lying west of Baffra, produces tobacco inferior in grade to that of the other two districts. Many of the villagers gain their entire livelihood from the cultivation of tobacco.

Cultivation is carried on by old, primitive methods. Picking generally begins about July 1, but may be delayed by atmospheric conditions to as late as July 15 or 20. The yield varies from about 120 to 276 pounds per deunum (about one-fourth acre), according to the zone of cultivation. The baled product is transported to Samsun for shipment.

The cost of cultivation has about doubled since 1914. Present cost per deunum is about as follows: Plowing, $2; nursery plants, 40 to 50 cents; transplanting, $1.60 to $2.40; gathering, $2 to $3.20; drying, about 40 cents; sorting and bundling, $4 to $5 for small leaves and $3.60 to $4.40 for large leaves; baling, $1 to $1.50.

The crop for 1920 is estimated at about 10,000,000 pounds.

The Regie Co-Interesse des Tabacs de l'Empire Ottomane (now in French hands) has a monopoly of all tobaccos grown in the Ottoman Empire. No foreign leaf tobacco may be imported into the Empire, but export of the Turkish product is permitted. The purchase, transportation, storage, and shipment of leaf tobacco for export are subject to the control of conditions imposed by the above-named company.

This company, whose main office is in Constantinople, manufactures in its branch located at Samsun some 200,000,000 cigarettes annually for local consumption, making use of six cigarette-making machines. Four of these are of German and two of Russian manufacture. The German machines have a capacity per hour of about 12,000 cigarettes and the Russian of about 5,000. A market is said to exist for up-to-date machines.

Buyers from the United States have been active throughout the region for some years and have gained the confidence of the cultivators, who rely on their fairness.

Not Optimistic Regarding Warehouses

WINSTON-SALEM, N. C., Oct. 2.—President Stone of the State Farmers' Union and Dr. H. Q. Alexander, of Mecklenburg county, were the principal speakers at a meeting of Forsyth county farmers here this afternoon, called for the purpose of discussing the problems of the farm in the light of present conditions.

Mr. Stone laid special stress upon the financial condition as affecting the agricultural interests of the State and nation. He expressed the belief that no relief is possible except through the Federal Reserve banks of the country.

"No matter how many cotton and tobacco storage warehouses are built," he said, "unless the manufacturers are able to secure the money at a reasonable rate of interest, they cannot help the situation and unless the farmers are able to secure money to care for their needs at a reasonable rate of interest, they will not be able to secure the fullest benefit of a storage system."

Leaf tobacco sales here this week totaled 2,204,181 pounds, bringing an avevage of $21.22 per hundred. Sales during September were 3,066,666 pounds, the average price being $19.41.

Cigar Labels and Bands

Pasbach-Voice Lithographing Co., Inc., has completed the installation of new machinery and other equipment required to successfully conduct its large and growing business. It owns and occupies the big factory building formerly owned and occupied by the Sackett & Wilhelms Corp., lithographers, at Grand Street and Morgan Avenue, Brooklyn.

In addition to buying out the lithographing business of the Sackett & Wilhelms Corp., the Pasbach-Voice Co., has purchased the entire stock of cigar labels and bands heretofore carried by various other lithographing houses. It has also purchased the labels, etc., of discontinued brands from some of the large corporations, whose efforts are now confined to standard brands.

The Pasbach-Voice Lithographing Co., Inc., is offering several million cigar labels and bands at greatly reduced prices.

New labels, engraved from special drawings, are very expensive, but the outfits offered for sale by Pasbach-Voice are said to be at about one-third to one-quarter of the former prices. By using these labels and bands, manufacturers just starting, and those who desire to branch out, have an excellent opportunity to procure attractive lithographs at a minimum cost, and without the long drawn out delay and expense incident to the production of new and original designs.

Considerably Extending the Season

WINSTON-SALEM, N. C., Oct. 2.—Planters estimate that the tobacco sales season here will last until the end of March. At the present rate of marketing the crop cannot be sold within five and a half or six months. The average season is shorter than this by at least two months.

New Marie Garcia Price List

Carlos Garcia & Co., of 304 Fulton street, Brooklyn, manufacturers of Marie Garcia Havana cigars, have announced new prices as follows:

Perfectos Royal	1/40	$175	Class	E
Triangulares	1/40	140	"	D
Epicures	1/40	140	"	"
Fancy Tales	1/20	140	"	"
Squares	1/20	140	"	"
Ideales	1/20	235	"	"
Staples, cans	1/20	130	"	"
Cabinets	1/40	130	"	"
Elegantes	1/20	118	"	C
Rothschilds	1/20	115	"	"
P. Panetelas	1/20	110	"	"
Blunts, cans	1/20	110	"	"
Camelias	1/20	110	"	"
Bon Ton	1/20	100	"	"
Tuxedos	1/20	90	"	"
Casinos	1/20	85	"	"
Stubs	1/20	85	"	"
Conchas Finas	1/20	70	"	"

SCRAP TOBACCO FROM PORTO RICO

Per S. S. Caracas. Arrived Oct. 1.

Consignees:

New York—	Bales
P. R. Amer. Tob. Co.	75
H. Duys & Co.	37
Cullman Bros.	6
P. Lorillard Co.	50
Selgas & Co.	10
L. Hirsch	10
Total	188

Per S. S. Cornelia. Arrived Sept. 29.

Consignees:

New York—	Bales
Max Gans & Son, Inc.	4

Per S. S. San Juan. Arrived Oct. 1.

Consignees:

New York—	Bales
Lawrence R. Smith Export and Import Co.	3

The Cagayan Valley

THE quality of mildness and a mildness of quality clings to Manila cigars—made of sun ripened Philippine tobacco and softened by Sumatra and shade grown wrappers—an ideal combination to please the palate and the purse of the American smoker.

Easy to Look at — Easy to Smoke — Easy to Sell

Illustrated booklet with directory and Factory Numbers on application to—

Manila Ad. Agency, (C. A. Bond, Mgr.), 172 Front Street, N. Y., Phone, John 1428

Trade Notes From Near and Far

H. G. Beck has sold his cigar business, Prescott, Wis., to H. P. Hunter.

—

Henry Zilke has bought the John Thorning cigar store, etc., in Ladysmith, Wis.

—

H. F. Kesting has bought the Meyer Cigar and pool business in Bellingham, Minn.

—

P. A. McEachim has opened a cigar and confectionery business in Keewatin, Minn.

—

Wesley LaCourt has bought the Freeman cigar and tobacco business in Oconto, Wis.

—

J. T. Snyder's chain of cigar stores in Buffalo is featuring the J. B. Back brand of Brooklyn.

—

F. L. Snedeker, representing J. B. Back & Co., is calling on the cigar trade in Connecticut.

—

F. T. Gurdry has opened a cigar and billiard business in the Morgan building, Shullsburg, Wis.

—

The Impressive Cigar Co., of 1348 Fulton street, Brooklyn, is now making clear Havana squares.

—

The West India Cigar Co. at Greensboro, N. C., has been incorporated, with a capital of $100,000.

Berriman Bros., cigar manufacturers at Tampa, Fla., have incorporated, with a capital of $400,000.

—

Matt Smracker has bought the Bourassa & Chelling cigar business, with side lines, in Little Falls, Minn.

—

Robt. Bosler has purchased the cigar business, etc., heretofore conducted by Jos. Herrington, in Ada, Minn.

—

F. Torres, of Sanchez & Haya, cigar manufacturers of Key West, Fla., spent a few days in New York, recently.

—

Suarez & Rubien, cigarists of 1153 Fulton street, Brooklyn, have a 100 per cent Piedmont cigarette window display.

—

R. F. Fels,, vice-president of the Portocuba Corporation, started last Saturday on a two weeks' trip to Tampa and the Southwest.

—

Tom Connor, representing E. P. Cordero & Co., left New York recently, on his regular fall cigar-selling trip. He was in Cleveland last week.

—

Reymer & Bros., wholesale cigar dealers, at Forbes and Pride streets, Pittsburgh, have a large window display of the Royal Moor brand.

C. W. Sanders, of Savannah, Ga., representative of the Cortez Cigar Co., of Key West, was in New York last week. He was stopping at the Hotel Astor.

—

C. B. Rowley is in Buffalo, booking holiday orders for Royal Moor, and J. B. Back cigars, manufactured by Joseph B. Back & Co., of 298 Fulton St., Brooklyn.

—

When Addison Bull, cigar dealer in Monroe, Mich., opened his store early on Friday morning he discovered the side door unlocked and $80 missing from the till.

—

E. P. Oakes is making the rounds of his Western trade in the interest of the E. H. Gato Cigar Co., and his order sheets show evidences of prolific business.

—

A. B. Adair, general manager of the Chicago branches of the General Cigar Store, after a few days sojourn at the New York headquarters, has returned to the Windy City.

—

Samuel Adler, representative of E. Popper & Co., is this week looking after the welfare of cigar dealers in Buffalo, Rochester and other cities and towns in the Empire State.

—

Bob Popper, of E. Popper & Co., is over in Pennsylvania where he is making it his business to see that the Keystone Cigar dealers get a liberal share of the Popper products.

—

Oscar Friedman's Jean Bart Cigar factory at 108 Grand St., New York, was damaged slightly by fire, Friday, a week ago. The blaze caused a suspension of operations until Monday of this week. The property loss was small and covered by insurance.

Dear Pete:

You can set it down in your little old day-book that Camel cigarettes win all tastes because they have the quality—and because R. J. Reynolds Tob. Co. stands behind that quality-standard!

And, get this, Pete:- Camels repeat with smokers everywhere because Camels have the quality! And, old bookkeeper, you know the balance—it's the repeats that put the bulge in the business strong-box—YOU BET!!!

Shorty

THEY ARE HERE!

GLASSINE WRAPPED PACKAGES CONTAINING TWENTY CIGARETTES

REED TOBACCO CO., Branch Larus & Bro. Co., Richmond, Va.

Write Us Direct If Your Jobber Cannot Supply You

Harry J. Spingarn, vice-president of the Allied Tobacco Co., of Hartford, spent the latter half of last week at the New York office of E. Spingarn & Co., 5 Burling Slip.

—

Geo. W. Thompson, salesman for the E. H. Gato Cigar Co., is making a swing around the circle in Northern and Western New York, and is rendering a good account of himself.

—

D. H. Moulsdale, representative of Sanchez & Haya, has been calling on the big cigar houses in New York during the past week. His headquarters, while in Gotham, are at the Hotel Astor.

—

L. H. C. MacLean, American trade commissioner at Rome, reports that during the first quarter of 1920, Italy imported from the United States 10,016 metric tons of tobacco, valued at 47,738,698 lire.

—

F. H. Miller, district sales manager for the United Stores Co., visited Lake Geneva, Wis., last week and made arrangements with Frank Huml whereby Huml obtains an agency of the United Cigars Stores Co.

—

Henry Riesenberg, cigar salesman for E. Popper & Co., of New York, was in Nebraska last week, from whence he goes to Kansas City, and it goes without saying that he is getting good orders as he goes.

—

Joseph B. Back, of Joseph B. Back & Co., cigar manufacturers, of Brooklyn, returned to that boro Friday, after a business trip which took him to Washington, Baltimore, Pittsburg, Cleveland, Buffalo and intervening points.

—

Frank W. Harwood, advertising director of the General Cigar Co., Inc., and E. F. Rosenthal, salesmanager for the same corporation, returned Saturday from a short business trip to Boston.

Henry G. Alces, representing L. Golovine, left New York recently on a tour of the West, not so much for the purpose of selling cigars, he explained before starting, as to personally assure customers that the factory was doing its best to fill orders already in hand.

—

Andrew J. Devers, representative of Gradiaz, Annis & Co., of 535 East 75th Street, New York, has just returned to headquarters after making a very gratifying cigar selling tour of the Empire State. He reports a good run on Don Julian Kits, as well as on the regular cigar lines.

—

Dolce far Niente, a clear Havana, 15c cigar, manufactured by Carl Upmann, is having a splendid run in the clubs, hotels and with other high class trade, wherever introduced, in New York City. So much so, it is said, that the factory is taxed to its utmost capacity to keep up with new and repeat orders.

—

The Fulton Cigar Co., at Greensboro, N. C., which has purchased all the stock of the Lango Cigar Co., Inc., will place their new cigar "Pinehurst" on the market this week. "Pinehurst will come in half a dozen popular shapes and will sell from 10 cents to 25 cents. The cigar will be pure Havana and will be most attractively packed.

—

B. Wasserman, of B. Wasserman Co., cigar jobber, made a short visit to the headquarters, at 77 Chambers street, New York, some days ago, which was the first since he had the misfortune to fall, resulting in a fractured hip, about seven months ago. Mr. Wasserman is now expected to make a brief visit to his office once or twice a week.

—

The Cuban cigar makers who "walked out" of the Welcher Brothers' factory in New York, several weeks ago, have been permitted to continue their perambulations, despite overtures made by the strikers looking to reinstatement. The firm states that the class of cigars formerly turned out by the Cubans, is now produced in an entirely satisfactory manner elsewhere.

—

Frank W. Reed, cigar fabricator and retailer, at 51 Court St., Brooklyn, had the misfortune to "bark his shin" recently. He was manipulating some tobacco cases in the basement of his place when he accidentally slipped off of a "tilted" one, the sharp edge of which laid bare his shinbone for several inches. Infection has taken place and Mr. Reed is under the care of a physician, but the wiry cigar man is not *hors du combat*. He is still on the job.

—

At a meeting of the directors of the American Sumatra Tobacco Co., last week, steps were taken to establish a more comprehensive organization of the board. Julius Lichtenstein was elected chairman of the board of directors in addition to the office as president which he now holds. William B. Joyce, president of the National Surety Co., was elected chairman of the executive committee and William A. Tucker of Tucker, Anthony & Co., was elected chairman of the finance committee.

—

J. T. Henderson, of the International Planters Corporation, returned to New York last week from a business trip to Lexington and other points in Kentucky. Regarding the tobacco situation in the Blue Grass State, Mr. Henderson says that although the acreage this year exceeded that of last season, the tobacco production is at least 25 per cent under last year's crop. Because of blight, many acres of tobacco have been plowed under; and much of harvested crop has suffered from "house-burn." However, there is a "silver lining to the cloud": The good tobacco is unusually good.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

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Poquonock,
South Windsor,
E. Windsor Hill

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Growers of Shadegrown
and Packers of Leaf Tobacco
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Hartford, Conn.

N. Y. Office,
125 Maiden Lane
Warehouse,
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Attention given to Tobacco for Export
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Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

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GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
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PLANTATIONS — South Windsor, Conn.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

Connecticut Growers Proud of Their Tobacco

In Sections That Escaped Storm Damage, the Crop Is Declared to Be the Soundest and Best Produced in Years—Operations Are Commencing in the Warehouses—James Shepard, a Well Known Farmer, Passes Away.

HARTFORD, Conn., Oct. 4.—The severe "southeaster" storm of last week did a lot of damage through the valley, in the way of uprooting trees, washing highways and blowing down tobacco hanging in the sheds, but hardly any sheds were blown down because sheds had been strengthened during the past few years to withstand heavy winds.

During the height of the storm it was dangerous to be on the highways, as limbs or trees were falling, trees were being uprooted and the electric light wires and many telephone lines were put out of commission.

Some of the growers, taking advantage of damp weather, took down a little of the leaf and found the tobacco to be of very fine quality, good bodied and desirable colors, free freom "pole sweat." It now appears that the crop will "assort out" a good percentage of light wrappers and very sound seconds and short seconds, with a smaller percentage of fillers and "brokes" than has been usual during the past few years.

On the whole, the tobacco outside of what was in the hail cut sections appears to be the soundest crop produced in years, and those who have already bought seem to be satisfied that they are going to do well with their purchases, which they would not have done had the curing season been as bad as it was in 1919.

Large amounts of shade grown and primed tobacco were taken down during the damp spell last week and warehouses now are ready to open. They have been advertising for help to start up operations today, and expect the season to continue through until next May.

Recently some sales have been reported in the broadleaf section at 62½ to 65 cents per pound in the bundle.

James Shepard, who has been associated with his brother, J. E. Shepard of South Windsor, Conn., died last week.

Mr. Shepard was very active in tobacco work of his brother's farm, not only in the field work, but also in warehouse work. He was an excellent judge of tobaccos.

Steane-Hartman open up their warehouses, both in Hartford and East Hartford on Monday with a full force of workers.

The Outlook at Suffield

SUFFIELD, Conn., October 1.—By experienced tobacco men here, it is asserted that of shade-grown tobacco 85 per cent of a normal crop has been safely harvested in the Connecticut Valley. This estimate includes not only the tobacco grown in Connecticut, but also the crop north of the State line as far as Greenfield, Mass.

Largely because of the destructive storm occurring on August 31, the harvested crop of broadleaf probably amounts to less than 80 per cent of last year's production, which was unusually large. Certainly the present broadleaf crop is less than 90 per cent of a normal yield.

A number of growers in Glastonbury, are reported to have refused offers of 90c. a pound for broadleaf, assorted. Hundreds of acres of broadleaf have been sold, however, for less than that figure, and common figures run from 75c. to 85c. in the bundle, assorted, according to reports made by growers who have sold. This is an increase of fully 20c. over last year's prices, and the prices for the shade grown of course run very much higher.

Stocks of brokes and fillers run large this season, and for these rather low prices are quoted, if any at all; and they don't figure much in the profit after the costs of harvesting have been paid.

Much of the worry over the crops has been shifted to wholesalers and packers who have bought heavily of the growers, at top notch prices.

One dealer said yesterday: "Remember, this product goes almost wholly into cigars, and under business recessions, such as throw men out of regular employment, thousands upon thousands of men who would like to smoke cigars, don't do it. They smoke pipes." It remains, however, that the market for the Connecticut leaf is tolerably stable. Cigar manufacturers have come to look to certain growers or packers for certain grades, and to count upon securing their supply from these sources.

New York and Richmond Steamer Service

RICHMOND, Va., October 1.—The *Lake Frances* soon to have been rechristened the *City of Richmond*, may be sent back to the United States Shipping Board by the Richmond-New York Steamship Co. as unsuited for the purpose for which it is being used, T. M. Carrington, of the company here, stated last night. The lack of speed of the ship has caused the company great concern and it is said that a deal now is pending by which the *Lake Frances* will be exchanged for another steamer, swifter and more suitable.

According to Mr. Carrington, officials of the Shipping Board have agreed to exchange the ship for one which is better fitted for the use of the company, if it is so desired. The *Lake Sterling* has proven much more satisfactory and will be kept by the company.

"With approximately $200,000 worth of the stock of the company still unsold, the drive for funds continues with fair success, the *Times-Dispatch* says.

"Outside capital is coming in and taking a hand in aiding in putting over the deal, officials of the line say, but it will take much more support from Richmond than now is being given to make the line a complete success.

"Belief that slowness of the *Lake Frances* may have been caused by its new crew has led the company to give the vessel another trial, it was stated yesterday, but returning her to the shipping board seriously is being considered. It also was hinted that unless Richmond gets behind the boat line at once there might be a possibility that only the one ship will be operated."

Officials of the line here are waiting for W. H. Magill, of the Harris-Magill Co., who is to pay Richmond a visit either the latter part of this week or next in connection with the business of the company in New York. It has been reported here that New Haven, Conn., has made overtures to Mr. Magill to have the Richmond-New York boats touch at that port for the convenience of industries there, and officials of the company will seek verification of this statement from him.

Alliance of Richmond with New England markets through making New Haven a port of call would not only be a great advantage to Richmond shippers, but also would open up a chance by which the company's financial support could be stimulated and the company's future practically assured.

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK
CORNWALL & STEVENS, Inc.
84 William Street, New York
Insurance Engineers and Brokers Risks Covered Throughout U. S.
FIRE-MARINE-BOILERS and LIABILITY INSURANCE
Members Tobacco Association of United States

SHADEGROWN WRAPPERS

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CONNECTICUT
GEORGIA and
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GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
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Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

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Importers of Havana Leaf
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LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
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HAVANA LEAF TOBACCO
The Greatest Stripping Facilities in Cuba
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S en C
COMMISSION — EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HABANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Van Swearingen Begins Quo Warranto Proceedings

Attorney General of Florida Goes Before the State Supreme Court and Alleges That the Cigar Manufacturers' Association of Tampa Is Operating in Violation of the Florida Law Prohibiting Combinations in Restraint of Trade—A Legal Attack That May Be Regarded as an Attempt to Give Aid and Comfort to the Striking Cigar Makers—The Petition.

TALLAHASSEE, Fla., Sept. 30.—Charging that the cigar manufacturing companies, firms and individuals comprising the Cigar Manufacturers' Association of Tampa are operating in violation of the state law prohibiting combinations in restraint of trade, Attorney-General Van C. Swearingen today instituted *quo warranto* proceedings in the State Supreme Court against all members of the association. He asks that they be brought into court "and that they and each of them do answer the said State by what warrant or authority they and each of them continue to exercise the franchise, liberties, privileges and powers; and why the charter rights and franchises of each and every of the aforesaid domestic corporations should not be declared and adjudged to be forfeited and their corporate existence dissolved; and why the permits to transact business of the foreign corporations aforesaid should not be declared and adjudged forfeited."

The petition in full is as follows:

"In the Supreme Court, State of Florida, June term, A. D. 1920. State *ex rel.* Van C. Swearingen, attorney-general, petitioner, V. L. Francisco Arango & Co., *et al.*, defendants. Petition for *quo warranto*.

"Van C. Swearingen, attorney-general of the State of Florida, who sues for the said State in this behalf, comes into court here, on this day, and in the name and by the authority of the said State, and gives the court to understand and be informed that Francisco Arango & Co., Berriman Brothers, Corral, Wodiska & Co., Cuesta, Rey & Co., Guerra Diaz & Co., Diaz Raphael & Co., El Sidelo Cigar Co., F. Garcia & Bro., Hava-Tampa Cigar Co., San Luis Cigar Co., J. M. Martinez Cigar Co., J. W. Roberts & Son, Sanchez & Haya Co., William J. Seidenberg & Co., Salvador Sanchez Co., L. Sanchez & Co., Tampa-Cuba Cigar Co., Gustoco Cigar Co., Havana-American Co., Henriquez Co., The Robert Mugge Co., O'Halloran Cigar Co., E. Regensberg & Son and P. San Martin & Co. are corporations organized and existing under the laws of the State of Florida, and are now enjoying and exercising the rights, privileges and franchises granted to them by the State of Florida in their respective charters and letters patent.

"That the following are foreign corporations, organized under the laws of the states named, to wit: Arguelles & Co., Arizona; M. Alvarez & Co., Delaware; Carlos Cosiano Cigar Co., Delaware; M. Stachelberg & Co., New Jersey; M. Valle & Co., Delaware, and Celestino Vega & Co., Illinois, and are transacting business with the State of Florida by virtue of permits issued to each of them by the Secretary of State, under and in compliance with the provisions of chapter 5717 of the laws of Florida and amendments thereto.

"That the following corporations are transacting and doing business within the State of Florida: Habana Cigar Co., A. Amo & Co., Ramon Alvarez & Co., F. Benjamin & Co., Big Four Cigar Co., M. Bustillo & Co., F. Capitano Cigar Co., San Carlos Cigar Co., Maximo Cuesta, Corra Mullero & Co., Andres Diaz & Co., Demmi Cigar Co., Dulin Cigar Co., Jose Escalante & Co., Rafael Espina, Every Day Cigar Co., Fernandez Bros. Co., A. Fuente & Co., M. Fernandez Cigar Co., F. Fernandez Cigar Co., Perfecto Garcia & Bros., Garcia & Vega, Maximo Grahn & Son, Hygiene Cigar Co., F. Lozano, Son & Co., Jose Lovera Co., La Vista Cigar Co., Lopez, Alvarez & Co., Jose M. Lopez, Thomas Leon, Marsicano Cigar Co., Saint Mimitol Cigar Co., Morgan Cigar Co., Charles Newman Cigar Co., The Preferred Havana Tobacco Co., Sixto Perez & Co., Marcelino Perez & Co., A. M. Perez, Pride Cigar Co., Salvador Rodriguez & Co., A. Santaella & Co., South Florida Cigar Co., Tampa Best Cigar Co., and Wolf Brothers Cigar Co.

"That all of said corporations, together with certain individuals, have heretofore combined and associated themselves together under the name of 'The Cigar Manufacturers' Association of Tampa, Florida,' that the said Cigar Manufacturers' Association of Tampa, Florida, is a combination of capital, skill and acts by all of the aforesaid corporations, together with other persons and associations of persons whose names are to this informant unknown, for the purpose of creating or carrying out restrictions in trade or commerce within the State of Florida, and to create or carry out restrictions in aid to commerce within the State of Florida, and to create or carry out restrictions, in the full and free pursuit of the business of manufacturing and selling cigars within the State of Florida, as authorized by the laws of said State, and to prevent competition in the manufacture, making, transportation, sale or purchase of merchandise within the State of Florida; all of which is done in violation of the provisions of chapter 6933 of the laws of Florida. That thereby the said corporations organized and existing under the laws of the State of Florida have forfeited their charters and franchises, and the said foreign corporations have forfeited their right to do business within the said State.

"Whereupon the said attorney-general for the said State in the name and by the authority thereof, prays the consideration of the court here in the premises and that due process of law in this behalf do issue to Francisco Arango & Co., Berriman Bros., Corrall, Wodiska & Co., Cuesta Rey & Co., Guerra, Diaz & Co., Diaz, Raphael & Co., El Sidelo Cigar Co., F. Garcia & Bro., Hava-Tampa Cigar Co., San Luis Cigar Co., J. N. Martinez Cigar Co., J. W. Roberts & Son, Sanchez & Haya Co., William J. Seidenberg & Co., Salvador Sanchez Co., L. Sanchez & Co., Tampa-Cuba Cigar Co., Gustoso Cigar Co., Havana-American Co., Henriquez Co., The Robert Mugge Co., O'Halloran Cigar Co., E. Regensberg & Sons, P. San Martin & Co., Arguelles & Co., M. Alvarez & Co., Carlos Cosiano Cigar Co., M. Stachelberg & Co., M. Valle & Co., Celestino Vega & Co., and the Cigar Manufacturers' Association of Tampa, Florida, and that they and each of them do answer the said State by what warrant or authority they and each of them continue to exercise the franchises, liberties, privileges and powers; and why the charter rights and franchises of each and every of the aforesaid domestic corporations should

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COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HABANA, CUBA

not be declared and adjudged to be forfeited and their corporate existence dissolved; and why the permits to transact business of the foreign corporations aforesaid should not be declared and adjudged to be forfeited.

(Signed) "VAN C. SWEARINGEN,
"Attorney-General of Florida."

The Supreme Court is not now in session, but will convene on next Monday, so that no developments may be expected in the cause until some time during next week at the earliest.

Possibly to Help the Strikers

TAMPA, Oct. 1.—K. I. McKay, attorney for the Cigar Manufacturers' Association of Tampa, when informed somewhat concerning the proceedings instituted at Tallahassee by the attorney-general, said:

"I am not surprised at the action of the attorney-general. He has advertised throughout Florida his allegiance to the labor union to which he belongs. Evidently he prizes and appreciates his union card more than he does his commission as attorney-general.

"The circuit court of this circuit, after a full and complete hearing, at which the law on the subject was exhaustively discussed, has held that there is nothing illegal in the organization of the Cigar Manufacturers' Association, and the complaining party in that suit evidently did not have enough confidence in his case, after the court's ruling, to proceed further with it because he made no effort to appeal.

"It is unthinkable that any court will seriously consider granting the relief asked in the information filed by the attorney-general; to do so would result in the complete destruction of the cigar manufacturing industry of this city. In other words, it would take away the right to do business in this State from all the incorporated members of the association. About 85 per cent of the members of the association are either domestic or foreign corporations. Every property owner in this city, including those workers in the factories who own property, would be disastrously affected by such a result. As to what influenced the attorney-general in filing this petition. I can only draw the conclusion, which I feel is fully justified, that it was filed by him because of his union affiliation for the purpose of aiding the joint advisory board in their policy of rule or ruin and in their vain efforts to uphold the morale of the workers, who are steadily breaking away from the control of these false leaders and returning to the well-paid employment that is open to them in the factories.

"We are not concerned as to the result of the suit instituted by the attorney-general. We will take care of that if the court orders us to meet the issue. It is my judgment that this action of the attorney-general is going to prove a boomerang on himself and upon the joint advisory board, and that the result is going to be directly opposite to that intended by them.

"The manufacturers' association does not come within the provisions of the chapter 6933 of the laws of 1915, as was held by the circuit court, and there is no basis for this proceeding. However, the labor unions that are striking against the manufacturers are directly within the prohibitions of that act, and if the attorney-general really feels that it is his duty to enforce this act, he ought to invoke it against the unions who can be reached by it instead of reaching out a destructive hand against the property owners of this city who have not violated any law."

Jose Escalante of Jose Escalante & Co. is president of the association, and A. A. Martinez of J. M. Martinez & Co. is secretary.

Attorney-General Swearingen was in Tampa for a couple of days last week, and the Tampa *Tribune* believes it probable that his mission here at that time was to get information concerning the manufacturers' association, but he gave out nothing for publication while here except an interview concerning an attempt he was making to get attorneys-general in all States of the Union to call for an investigation of the high price of gasoline. The attorney-general is in close touch with union labor, and this fact coupled with the fact that there has been a strike on here of tobacco workers for more than five months for recognition of the "closed shop," and which strike has failed to keep the factories from operating, will lead some to charge the attorney-general with creating a diversion in order to aid the striking workers. This, especially when it is taken into consideration that the manufacturers' association has been in existence here for years.

Some time ago a suit was brought in the circuit court of this county to show unlawful collusion between the manufacturers' association and the owners of the several box manufactories, the box factories refusing to sell cigar boxes to non-members of the association. Judge Robiesz ruled that the law had not been violated—that a concern has the right to refuse to sell to any person or firm. Later an investigation of the situation was made by the Federal Trade Commission, but the result of that investigation has not been made public.

CIGARS FROM CUBA

Per S. S. Morro Castle. Arr. Oct. 1.
Consignees:

New York—	Cases
Grosvenor Nicholas & Co.	40
Stearn Co.	11
United Cigar Stores	17
G. W. Faber & Co., Inc.	30
C. D. Stone & Co.	2
M. Schwartz	1
Wakem & McLaughlin	4
Park & Tilford	80
Reymer & Bros.	6
Calixto Lopez & Co.	4
G. Shipley	1
B. Wasserman Co.	47
N. Y. & Cuba S. S. Co.	36
Smith, Kirkpatrick & Co.	2
F. H. Hart & Co.	2
Benson & Hedges	1
Total	276

CUT TOBACCO FROM CUBA

Per S. S. Morro Castle. Arr. Oct. 1.
Consignees:

New York—	Cases
N. Y. & Cuba S. S. Co.	25

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Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
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IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

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LEAF TOBACCO WAREHOUSEMEN
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B. DIAZ & CO.
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100 Galiano Street Habana, Cuba
Cable: Abella.

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

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Zulueta 48-52 Havana, Cuba

NEW YORK OFFICE: 257 4th Avenue

Some Sky Scooting Cigar Advertising Up State

Highly Desirable Publicity Obtained by Aeroplane — An American Beauty Contest in Albany—Getting to Work Early—The Doughboy Comes to the Front—The Mania for a Mile a Minute—Cigarettes for Roosevelt in Troy—Always Looking for Good Locations—A Salesman Ambitious to Be a Motion Picture Hero—A Retailer in Politics.

New York State Capitol District,
Frost and Fog Week, 1920.

"Can you beat that?" yelled Sam Ash, shutting the door o' the Stubb & Ash, Inc., establishment just as quickly as possible, to keep what was left of the wholesale and retail tobacco stock from frost bite. "Here only this mornin', unnerstan me, George Todd, that there weather manufacturer, tells ev'ryone we was gonna have it sunshine an' mebbe showers. An' now it should be even so cold with this here raw fog, y'unnerstan, that a corona-sublime smoker couldn't keep it his face lukewarm, I bet yer, unless he should also stand still with his back on a radiator!"

"Gimminy crickets, Sam, don't you know summer is like a three-for-five stogie—obsolete, done, over, through for the year anno domini 1920, anyhow?" yawned Jim Stubb, from his soft spot on the Coal Commissioner's seat o' the Hot Chair Club. "What do you want—the cigar business to be like a anthracite dealer's contract with the city, every day in the month, no matter whether it's June or January?"

"Yeh, a fat chance a see-gar baby has of doin' anney trade a-tall on a closed contract like either a hard or soft coal man," sneered Sam Ash, closing the transom, too, so no possible influenze epidemic could start for the season in at least this cigar store. "Yuh might so well say it the Loyal Order o' Big Bull was gonna give it a Lord Mayor's Banquet at Brixton Prison ev'ry night this week, y'unnerstan, servin' Stubb & Ash, Inc., perfecto-extras in foil as a small souvenir o' the sportin' event, what?"

"Well, some cigars in foil are being made and smoked at dinners in the Capitol District," reported Jim Stubb, knocking the cinders off an invisible-secundo in his favorite ash-tray—the exposed pocket of an associate member o' the Hot Chair Club. "Witness the quantities G. W. Van Slyke & Horton are making of this style of packing in their Peter Schuyler brand.

"Some forty cases of this shape and the perfecto-pantela sizes were received in just one day this week from the Kingston plant at the Albany shipping depot. Po'k'p'sy ships their goods to the eastern market direct. Kingston also sends stuff to the west. But all shipments for the north, and the big local markets, come to Albany for distribution by express, parcel-post and truck. Wholesale lots now go direct from the nearest plant.

"This will all be somewhat changed when the large Albany factory gets going good and plenty up there on Clinton avenue. Girls and machines are being installed as rapidly as they may be obtained. Sometimes the Van S. & H. people think the girls are more difficult to secure than the machinery. But then, right there, the entire outfit is held up by some balky detail o' the new thigamajigs which make the finished cigar, and the operatives have to quit 'til the blame thing can be jollied into action once more."

"Wonder if the bird which makes that there Vasado airship go has so much trouble?" worried Sam Ash, offering a customer a nice dry smoke from the seven-cent cigar case, minus the humidor. "He should be in Albany all this week, y'unnerstan, advertisin' the Vasado brand for the Dearstyne Brothers Tobacco Co., an' mebbe he brought his wrench an' jack right along with him in case o' accident.

"Anyhow, his name is Gordon H. Hood, an' the newspaper space which announces the flights from Westerlo Aero Park say he's gotta take up either Ed or Bill Dearstyne for ballast, throwin' either one or the other off, accordin' to which is willin' to take the same chance them flutterin' circulars o' Vasados take when they's let loose some meters or miles up there in the beautiful breeze!"

"But did you hear o' the gink willing to give Frank Dearstyne an order for a hundred Vasados providing he could be guaranteed a ride with Aviator Hood?" questioned Jim Stubb, refusing to vacate his comfy cushion with the Boosters Bashful Band, notwithstanding the thirty-five cent rush at the resago case. "And he offered to increase the bonus right up to even two hundred and fifty Vasados if Frank would hand him a pass for the aero.

"Just then, though, the guy's wife butted in with, 'Hey, Louie, what's the matter mit you? Wanna retire from business with a cracked dome—not that you ain't got it already—an' make me a widder lady with a cigar store an' 250 boxes o' Vaseline to dispose of, huh?' And Frank says he had a deuce of a time to make the dame understand the Vasados weren't vaseline, and that Louie couldn't go up in the air unless he had three permits—one from Hood, another from the wif, and the third from a first-class concern which would write accident as well as ordinary fire insurance, of which Louie already had all the company would allow."

"You may be limited on insurance, old top, but you have my permission to buy just so many American Beauty cigarets as you want," generously offered Ward Relyea, envoy extraordinary for W. Duke, Sons & Company Branch, 212 Fifth avenue, Hylanville-by-the-Sea. "Absolutely no dealer will be refused a portion of our supply of this remarkable brand, no matter whether or not he has already had the goods in stock heretofore.

"And, when the four good men in this American Beauty contest complete their work in Albany this week, we will move en masse to our good neighbor Schenectady, where Louie Killeen will distribute the cigarets to customers who arise early enough in the morning to obtain their allotments."

"Sometimes I get down town early myself," remarked Boss Alex McEwan, of the B. Payn's Sons' Tobacco Co., Broadway, "and then it isn't at all necessary to say a word to the late arriving people around the place, for they realize, in the rush, that we can't afford to waste many minutes.

"No time clock is needed, simply the eye. And, if that won't counteract the present tendency of almost everyone to come late and go early, what will? Things like this add to production costs today. With tobacco going still higher, cigars must go along likewise. They were really the last manufactured article to follow the field with increased rates, and it seems to me they will be the last to come down again."

"Yes, the daily indications are for higher prices in the cigar line, anyway," agreed Frank Dearstyne, buying one more Sealskin to add to his pocket stock. "Even our newest brand, the Dougboy here, now two-for-fifteen or eight cents each, will soon go to more money.

"Present quotations are $57. New schedules call for $60. It started some few weeks ago with a mysterious newspaper advertising stunt. Small circular black and white targets were inserted in paragraph space in various portions of the papers. Some few words of accompanied comment merely peeved the reader's curiosity.

"Then, to announce the brand, larger space was used to explain the meaning of the aero-insignia-target, and the Doughboy cigar was introduced to the Capitol District trade with more than ninety per cent distribution. And it's selling nicely now—ask Earl Goodrich."

"Frank is right, I'm getting duplicate and triplicate orders on the goods," certainteed Goodrich, the Dearstyne Brothers Tobacco Company's Albany representative. "It has suddenly become a live issue, and it looks like a permanent success, I believe."

"Going so fast as a speed wagon on a concrete road, eh?" compared Louie Sommers, the retired Broadway tobacco magnate, joining the Hot Chair Club throng for a minute of meditation. "That's the very reason I've cut out driving my car—on account of this crazy mania for a mile-a-minute. So I'm walking more, and smoking more, just like I did in the old store opposite the Schuyler Plaza."

"You're absolutely right about speed maniacs," coincided De Forest Ingerham, pulling off his gauntlets so he could get a better grip on his A. O. Ingerham order-book. "They want the entire road. One or more tobacco men, dead or alive, makes no difference to these bugs in a hurry to go nowhere without any business anyway."

"Set a good example by driving very slowly yourself," advised Jim Stubb, reserving two choice ring-side seats in the Hot Chair Club for a pair o' absent thanes. "You may not cover so much ground, but you'll arrive where you're going, safer and sounder.

"Some such dope as that Boss Cecil Jordan hands out to his nine division men in the R. J. Reynolds Tobacco Co. crew. They sell just as many Camels, just as much Prince Albert, George Washington, Gravely, and the like, too.

"Maybe one reason they do so is on account of that nice lil' drop four-brand shipment they're now playing on the entire Reynolds' list. Twelve seventeen-cent cans o' P. A. are given free with the retailer's end o' the deal, while the jobber gets more and more unsolicited business without even an ounce o' trouble. This affects the entire Capitol District territory o' Jordan's, from Po'keepsie to Utica, intermittent stations especially included."

"Like Troy, f'instance," squeaked Sam Ash, telling a crackwiser that all cigars in the jumbo-class were now worth much more than six cents each, even by the million. "For there you have it a live burg, alright. See Jim Barret about this, y'unnerstan.

"Because Jim has it a street number som'wheres in Arrowville, and when he ain't workin' for Liggett & Myers, or anney o' them fellers, he's dopin' out ways to help B. V. D. put more pep in the Fatima Foursome. An' B. V. D., otherwise Patrick Vincent Doyle, chief o' the Capitol District cigaret motzers for L. & M., is some lil' Willie Edison-Westinghouse-Smith hisself in that way, unnerstan me.

"If you don't believe it, lissen here: Doyle an' Barrett picked up a newspaper—Doyle's was a *Times-Union* o' Albany, Barrett's a *Troy Record,* that's the only difference, y'unnerstan—an' they see it, first Democratic, then Republican, accordin' to the newspaper, that Roosevelt was gonna speak in Troy.

"Only the *Record* didn't mention all the interestin' details, bein' Republican, while the *Times-Union* give it every awful Democratic boost it possibly could to get it a crowd to Troy. So B. V. D. phoned ten cents worth from Albany to Troy, just to let Barrett know what's on.

"Back came Barrett with a 'Uh-huh, yes-sir, I gotcha'. So he made arrangements that night to stand som'wheres around the only decent hotel in N'Yawk State, the Rensselaer Inn, in Troy, y'unnerstan, an' wait for that Roosevelt special.

"To each an' every extinguished burgher, includin' Roosevelt, Jim Barrett had planned to pass a pack o' Fatimas, free, without charge, gratis. But Jim, bein' a doughboy hisself once in a war, unnerstan me, was lookin' for Colonel Roosevelt.

"Not the late President, unnerstan, but his son, Teddy, j'r. An', when the mob pushed in, all blarin' fish-horns, rattles, red fire, Doring's Troy Brass Band, huzzahs, an' the so forth, Jim Barrett give 'em the once or twice over for Teddy, not yet realizin' this here was a Democratic meetin', an' Teddy, father, son, an' gran'son, all Republicans when they wasn't Progressives, or som-thin'.

"Fin'ly, though, somebody whispered in a football voice, 'There he is! There he is! Rah! Rah! Rah!' An' the Trojan pointed to a six-foot citizen which he guaranteed to be The Roosevelt, sayin' nothin' to Jim about anney Theo. Roosevelt, y'unnerstan.

"Others in the mob o' collar-crushers seemed to have the same general idear, y'unnerstan, so Jim, sayin' to hisself, 'My, how Teddy has grown!' rushes right over, Chateau-Thierry style, an' hands it the ole dear a bundle o' Mister Liggett an' Mister Myers' favorite blend—Fatimas, a Sensible Smoke.

"Doin' likewise with the rest o' the party, Jim still kept right on thinkin', 'Gosh, but Teddy's stretched hisself since he got that there nomination for Vice-President—he's stickin' to the glasses, fair enough, but his six-feet-six, or less, is some size for a Roosevelt!"

"Next day, though, when Jim spoke about this to B. V. D., Pat (who gets his info from a reliable Democratic newspaper like the Albany *Times-Union,* and not from anney Troy paper with Republican political writers hired for the campaign), he says to Jim, says he: 'Barrett, you got the guy, a-right. But, lemme tell you som'thin', wilya? That's *Franklin* Roosevelt, right from my home county o' Dutchess, y'unnerstan, back o' Po'keepsie, nothin' but a thirty-third cousin o' Teddy's an' not a Republican hair on his head!'"

"And I guess there ain't a hair o' that kind on the head o' Bruce Macdonald, either," smiled Jim Stubb, remembering that Achilles once went to Troy, too, "for he thinks that Republican banner, advertising the National and State candidates, in front o' 110 State street, would look a darn sight more appropriate with a Garcia-Chico cigar ad on its net-work faces, up and down the Capitol Hill.

"But the Republican Organization, in quarters right over the Bruce Macdonald Co.'s store at the same address, really believe the location to be a better space for a political sign than a cigar or cigaret ad, even though it happened to be a Chesterfield—They Satisfy!"

"That should be funny, also-as-well," grinned Sam Ash, selling a chance customer the last broken cigar in the belvedere box at the regular rate, no discount for wear and tear. "Because Pat Doyle is always lookin' around for good locations, unnerstan me, an' when he saw it that other good shot at the head o' State street hill, right affront the State Capitol, an' on the State's own ground, where they show it a safety-first sign, 'What's Your Hurry?' in big illuminated letters, B. V. D. asked Tom Powers, the Illumination man o' the Municipal Gas Co., to get that there reservation for Chesterfield cigarets—on account they satisfy so many smokers which Pat wants to increase just a little, y'unnerstan."

"He's already got the increase, I'll bet a nickel," retored Jim Stubb, calling the jury together for a special session o' the Boosters Bashful Band. "Just like Kirk got that increase on Velvet tobacco.

"You know, Sam, Kirk is Boss Watts' pioneer in the River territory for the Liggett & Myers Tobacco Co. And he's one of the very best salesmen in the big Velvet-Joe crew. Sells more stuff, the bays say, than any bird in the missionary business since Art Lauer quit the A. T. Co.

"So, when Kirk came around, the other day, and told Watts he was through, resigned, out, why Boss Watts, quite naturally, asked 'What for, Kirk, what for?'

"'Well, I'll tell you, boss—but you mustn't let it out to the boys. It's a secret, you know. No, I ain't gonna be married. Nor anything like that. But I've got a hunch on a new job. Yep, I'm signin' on with a movie house. I'm gonna be a actor, Mister Watts, that's the goods! And, if I must say it, it sure has got this here occupation of bein' a member o' the United Brewery Workers Local Number 23 filmed to a frazzle!'

"And Kirk picks up his number nine grip, swagger stick, hat-box, golf-clubs, tennis racket, croquet mallets, and off he

(*Continued on page* 50)

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LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
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HAVANA, CUBA

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As Strain on Credit Depresses Prices

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Contributed by the publicist for the Mechanics & Metals National Bank of New York

The world is passing through a highly interesting chapter in after-war economic history. Prices lately have been declining almost everywhere from their recent levels, and the questions now most frequently asked are: What has caused the sudden fall in prices? How far will it go? How long will it continue?

In some commodities prices have probably reached the lowest point they will touch on the present movement, and in a few instances in which the decline has been drastic, there will doubtless be a recovery. But in considering the average level of prices, the present decline cannot yet be said to have come to an end. In many lines in which prices have not yet been reduced there has been a slowing up of business and a piling up of stocks in the hands of producers. If buying is to be stimulated, price reductions in these lines are inevitable. Credit is no longer easily available for the purpose of holding goods off the market in the hope that prices will advance or recover, and the Federal Reserve Board is strongly opposed to its use at present for such a purpose. The freight congestion is lifting. Prospects of the greatest cotton crop in six years, and of the greatest total of cereal crops ever reached in this country, with the single exception of 1915, are lowering the cost of basic commodities.

Yet the decline has probably passed its most drastic point, and further declines are likely to be much less violent. It is not unlikely that altered credit and monetary conditions have left prices on a permanently higher basis, and that they will not in many years, barring a very great increase in the production of goods, return to the levels of 1913.

It has sometimes been asserted that prices cannot fall further because costs of production are so high. This is partly true and partly untrue. Costs of production do not directly control prices in any one year. Prices are always controlled by supply and demand. If supply becomes too great, or if demand suddenly falls, and goods pile up in the hands of producers and dealers, prices must be cut sufficiently to induce buyers to take them, irrespective of production costs. But if the price arrived at falls below the costs of production of some manufacturers, they will lessen production in the following year, and the total supply of the goods will be curtailed, thus raising prices again in spite of the fall in demand. It is for this reason that we can expect a recovery in the prices of some commodities which have fallen very violently.

But it is not to be overlooked that costs of production themselves will fall to some extent. These costs may be divided into (1) raw materials, (2) machinery, factories and other fixed capital, (3) borrowed capital and credit, (4) transportation, (5) taxation, and (6) salaries and wages. Raw materials in many instances have already been falling even more rapidly than finished products. Fixed capital will serve to check the fall in prices only insofar as high prices for it will tend to curtail repairs, additions and extensions; moreover, prices of machinery and costs of building may fall as rapidly as other things. The scarcity of capital will keep the cost of long term borrowing high for at least the next few years. Owing to liquidation of commodities, the scarcity of credit may not be as great six months from now as today, and the cost of that may be lower. Transportation charges are probably on a relatively permanent higher level; but these, on the average, bear a small ratio to the total cost of production, and are not nearly as important, in their effect on prices, as they are widely thought to be. Our tax system has raised prices and costs of production by encouraging waste and extravagance, and by putting a premium on high costs of production; while in many instances taxes have added to prices. In instances in which they have come out of profits they have left less profits for reinvestment in industry and thus prevented an increase in production.

The mutual effect of prices and wages upon each other remains to be considered. Insofar as percentage profits have been abnormal, we must expect that lower prices will simply cut into these, and most lines must not expect a continuance of the same earnings that they have been seeing. A drop such as we have just had, however, cannot be without its effect on labor.

It is true that the American Woolen Co. and the Ford and Franklin companies have announced that wages will remain unchanged in spite of the cuts made in prices; but in the long run, and for industry generally, price declines must affect labor in one of three ways: Either there must be increased efficiency and greater production per man, or there must be a reduction in wages, or men must be thrown out of work. All three effects may take place to some extent; in fact, they are already taking place. Employers report a more satisfactory attitude on the part of labor, and find in many instances that after laying off a portion of their men, those remaining have maintained the total production of the plant at the old level. If increased individual efficiency were to be effected generally, and were to go far enough, it would be better for everyone all round, capitalist, laborer and consumer; we could have good profits and high wages with low prices.

But if this increase in efficiency does not occur to the necessary extent, and if wage reductions are strongly resisted, as they may be, then capital, which must have a living wage as well as labor, will be compelled to lay off men if it cannot make a profit paying present wages. This is already going on; and statistics compiled by the Department of Labor even as early as August showed that employment, in that month, as compared with the preceding month, had fallen off 10 per cent in the automobile industry, 6 per cent in woolen, and 5 in leather, hosiery and underwear and that the payrolls showed increases in only five industries as compared with decreases in nine. When men have been for some time out of work they will be willing to accept reductions in wages; but it will be better, both for the individual worker and for the general welfare, if the present adjustment can be brought about without loss of production. Everything should be done to give the worker the full reward for his labor and for what he produces, but economic forces must affect the value of his work just as they affect the value of goods. Wages can never be independent of prices.

In the money market there has been little change to show on the surface, but an appreciable change has been going on below the surface. The rate for commercial paper remains at 8 per cent., the highest figure since 1907. Loans of Federal Reserve Banks and of member banks have as yet shown no substantial diminution. Nevertheless, deflation has been doing on. The drop in prices has caused inventories to be marked down, resulting in a corresponding shrinkage of the loans based upon them. Speculators who had been carrying stocks in the hope of higher prices, or of a recov-

(*Continued on page 42*)

MELACHRINO

"The Cigarette Elect of All Nations"

"The Cigarette Elect of All Nations"
is more than a phrase—
it's a *fact*. That Melachrino
quality appeals to con-
noisseurs everywhere is
proved by the vast de-
mand for this excellent
cigarette.

Throughout
the World-
the World's
Greatest Seller

NINES - FIVES - FOURS
Plain and Cork Tip

M. MELACHRINO & CO.
INCORPORATED
1790 Broadway - New York

STICK TO Cinco - IT'S SAFE

8c.

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

THE MASTER MILD SMOKE

CRESSMAN'S
COUNSELLOR
CIGAR

ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

TOPIC OF THE DAY

Mild Havana Cigar

10c. and Up

The blend and quality pleases men who are accustomed to smoking cigars of the higher grades. The distinctive aroma denotes quality and is an asset to the dealer who tries to meet his customer's wants.

BOBROW BROTHERS, Inc.
Manufacturers
PHILADELPHIA, PA.
Makers of the famous "Bold" Cigars

Poor Transportation Hurts Philadelphia Trade

Cigar Manufacturers Have Reason to Complain of Railroad Procedure—Conditions Indicated by the Federal Reserve Bank Statement—Neumann Hopes to Effect a Compromise—Creditors Disposed to Be Fair—Henry D. Grauley Is Dead—United Cigar Store Manager Chained Up by Burglars—News Items Concerning Factories and Salesmen.

PHILADELPHIA, Oct. 5.—Justification, if required, for the statement that, despite the financial embarrassment of Mendel & Co. and of Morris D. Neumann & Co. and the menace which still is hanging over some smaller firms, trade conditions are not to be regarded as at all alarming, is found in the report of Philadelphia business conditions contained in the October report of the Federal Reserve Bank for this territory. In its summarized presentations of conditions, tobacco is set forth as the only industry in which the price trends are unqualifiedly higher; next come silks described as tending slightly higher. All the other industries included are pictured as, at best, with prices firm at low levels, or headed for lower prices. For tobacco, demand is reported as good; the attitude of labor has improved, but collections are slower and transportation poor. Here is the statement of the bank on the tobacco situation:

"The demand for cigars is still active. The tobacco industry is in a rather transitory state at present. The tobacco crop has not all been harvested yet, and the curing of that part already cut has not been completed, so that it is rather difficult to say just what effect the new crop will have on cigar manufacturing.

"Most cigar factories are operating at full or nearly full capacity. The demand generally is said to be good, although it is no longer a sellers' market. Prices are still high. One manufacturer, however, reports that the demand for medium priced merchandise continues very strong, but a tendency to curtail on the higher priced goods has been noticed.

"Although there are isolated reports of a scarcity of skilled labor, and some dissatisfaction among workers, the labor situation seems to be generally improved. Workers, realizing that the unusual conditions no longer exist, are prepared for more efficient work.

"The transportation situation continues to be a thorn in the side of cigar manufacturers. Outgoing shipments have in some instances improved, although even in those embargoes hold up merchandise unnecessarily. Merchandise is so long in transit that frequently six or seven shipments arrive at once. This means an oversupply of goods which become dry before the dealer can dispose of them. Incoming conditions are still very poor and show very little or no improvement. The result is slower collections and a tying up of capital which adversely affects the financial situation in the industry.

"Weather conditions have been favorable and the crop has had wonderful growth during the past month. However, continued wet weather has developed rust in some cases. The condition of the crop on September 1 was 92 per cent of normal, indicating a yield of 1,481 pounds per acre, and a production of 56,426,000 pounds as compared with 54,500,000 pounds, last year's final estimate, and 55,704,000 pounds, the average production for the past ten years."

Though the bank reviews conditions as they existed during September, the opening days of October find little change. Practically all the larger factories are working up to the limit of labor available. This is now becoming quite abundant save for the higher grade of skilled hands. Of these there is still a scarcity with consequent limitation of production. The chief concern of employers these days, however, is to speed up production per capita and progress is being made; there is no longer a disposition on the part of the workers to throw up their positions if a word of criticism is spoken. There has come to employees a realization that if they leave, others will take their places immediately.

One situation remains but slightly improved and that is transportation. It is true that the railroads under increased rates are now taking shipments which before they refused, but it likewise is true that they are showing a disposition to be a law unto themselves. Unless the minutest requirement as to packing is complied with, double freight charges are imposed and seemingly without opportunity for redress.

The financial affairs of Morris D. Neumann & Co. are now in a fair way of solution and it is believed that very shortly production again can be started. On behalf of the creditors, there has been appointed a committee consisting of Charles M. Hipple, chairman; Samuel Weinberg, and a representative of the Girard National Bank of this city; Samuel Fassler of Hartford, Conn., and Mr. Mowrey of John F. Bremmer & Co., Lancaster. The Neumann liabilities are approximately $245,000 and the assets are sufficient, if all realized upon, to pay 50 per cent. There has been secured by the committee the assent of nearly all the creditors to a 50 per cent settlement on 10 per cent notes for two, four, six, eight and seventeen months. Among the larger creditors are the Girard National Bank of this city and the banks of Littletown, Pa., Lynchburg, Va., and the People's Bank of Lancaster, Pa., together with Hipple Brothers, Valenchik Bros., Samuel Weinberg, H. Duys & Co., the American Sumatra Co., Hamburger Brothers, Fassler & Silberman, Sol Kohn & Co., Steane Hartman & Co., A. & N. Hartman, A. N. Shepherd, Strauss & Co., and the Allen & Wheeler Co.

Under the reorganization plan as thus far determined, it is proposed that there shall be closed all the Neumann factories except those at Littletown and Telford. The headquarters hitherto maintained in the Neumann Building, 117 South Second street, immediately will be vacated and much smaller office room will be taken on the second floor of the May building at the southeast corner of Eleventh and Filbert streets. Contrary to general opinion the big five-tory factory on South Second street known as the Neumann Building, although not owned by the Neumann Co. but built specially for Neumann by the Roberts estate, was a most inexpensive site. Under a long term lease which the Neumann Co. has, but which has now been cancelled, the rental paid was but 17 cents a square foot per year. At the present time rental values in the neighborhood are running up to $1. The Neumann Co. and its immediate predecessors in its business had been occupants for over 15 years. Just as soon as the final agreements of settlement are entered into and the firm has removed, it is likely that Mr. Neumann will visit the trade, which in his troubles has shown so much consideration, and from whom he has received many assurances of continued support.

Mendel & Co., also tenants of 117 South Second street under a lease from Neumann, and likewise the victim of unfortunate conditions which compelled bankruptcy proceedings, will shortly remove to much smaller headquarters, although these have not yet been finally decided upon. It is hoped that the judicial proceedings, which must be terminated before the firm can resume business, will be concluded not later than October 15 and that thereafter business again can be resumed.

The recently organized Philadelphia Wholesale Cigar and Tobacco Dealers Association met on Monday night at The Gladstone, Eleventh and Pine streets, in executive session.

The United Cigar Stores have leased

from Mastbaum Brothers & Fleisher, representing Walter Borton, co-operating with Taylor & Son, the store at the northeast corner of Fortieth and Market streets for a long term of years at an aggregate rental of $40,000. Extensive improvements now are being made.

Henry D. Grauley, veteran cigar man, proprietor of four upstate factories and of the landmark retail store at the northwest corner of Sixth and Chestnut streets, died during the week at his home, 1912 N. Thirteenth street. He died unexpectedly, although he had been ill for about four months. Several months ago he underwent an operation at the Medico-Chirurgical Hospital from which apparently he had recovered. He was able again to give attention to his business, but on Tuesday of last week he had a relapse and a few days afterwards he died. He was 64 years of age. He entered on the cigar business as a lad of 17 years and at his death was one of the best known of the local trade. He had factories at Shelly, Quakertown, Sinking Stream and Gerryville. He is survived by a wife, a daughter, Mrs. Charles L. Margerum, and two sons, William H. Grauley and Edwin Grauley, who will take over the business. Funeral services were held on Saturday last from his late residence, interment being made in Mount Vernon Cemetery.

Stock valued at about $2,000 and stored in the Liggett & Myers office, 422 Sansom street, was destroyed during the week by a fire which broke out in the adjoining building. Charles May, manager for Liggett & Myers, declared the stock a total loss.

L. D. Zugsmith, representing the Duquesne Tobacco Co., returned to the city during the week after a long swing in his automobile through the eastern United States and into Canada. He remained here, however, but for two days, leaving at the week end for an auto trip to Baltimore, where steamer will be taken to Jacksonville, where Zugsmith, who is accompanied by his family, will motor on to St. Petersburg, where he has leased for the winter a beautiful bungalow. He expects to return North about May 1.

It is understood that the offer of Harry Petrosky, former owner of the Independent Cigar Store, Fifteenth and Chestnut streets, to settle all claims on a 40 per cent basis still remains open because Berriman Brothers have refused to agree.

The Dusel-Goodloe Co. received during the week a shipment of 123 cases of Manilas.

William Arnold, a prominent retailer of Chester, Pa., stopped over in the city during the week en route home from his auto trip to Saratoga in his new No. 8 model Cole.

Frank Egan, in charge of the United Store at Fifty-second and Sansom streets, last week was assaulted by two youthful robbers who overpowered him, chained him to a water pipe and then decamped with the cash register containing about $95. Egan was alone in the store when an auto drove up. The two youths entered the establishment without attracting much notice. While he was obtaining a package of cigarettes for them, the youths grabbed him, dragged him to the rear of the store and then slipped handcuffs over his wrists, securely locking him to the water pipe. In this plight he was discovered after a short time, but he was a prisoner until his rescuers were able to secure a key to release him.

The activities of the crew which during the week has been doing missionary work for the new 111 cigarettes has been so great that these goods are now on prominent display in all the centrally located shops. They are reported to be very active sellers.

Harvey D. Narrigan reports large sales for the Seven Center, which, despite its name, is selling at eight cents.

At the Netter store, Twelfth and Market streets a drive is being made on the 24 Karat, which retails for five cents.

Mahlon Zerbey, for many years with Yahn & McDonnell, latterly as outside salesman, left its employ during the week for service with the cigar department of Ayres & Co., Seventh and Callowhill streets.

Retailers report a largely increased sale for the Frischmuth Bros. & Co. King George smoking tobacco, now that it is packed in handy tins retailing at 15 cents. A larger foil package also is on the market and is very popular.

Samuel J. Mannheimer of Kauffman Bros. & Bondy made trade rounds early this week. He is showing a most attractive line of pipes and smokers' novelties.

The retailers generally report very rapidly growing sales of cigarettes and of smoking tobacco and some attribute this to the high and steadily increasing price of cigars. So shrewd an observer, however, as Franklin K. Sterner lays the cause on the very decided increase of smoking which he has noticed in the last few months.

A new clear Havana brand is being introduced by the La Espancia factory, Fourth street and Old York road, of which Hugo Dusenberg is proprietor. It is called the La Trescura and is being generally introduced among the centrally located retailers.

The Men-de-lion factory has within recent weeks taken on thirty jobbing accounts in Pennsylvania, New Jersey and New York.

John R. Young, leaf broker, Third and Vine streets, made a hurried trip last week to the mid-West on special business. Sleeping two nights on the train he was able to spend an entire business day there with but a day's absence from his business here.

Conditions in the leaf trade, while satisfactory to those engaged in it, were rather quiet during the week. The smaller buyers showed a tendency to defer buying, being hopeful that price concessions would be made. There were no reductions and leaf dealers say that it is extremely doubtful whether there will be any.

The establishment of a new leaf house by interests now connected with one of the older houses is foreshadowed. The new firm, however, does not expect to get under way until the close of the year.

Julius Hirschberg & Bro., now located at 308 North Third street, are seeking a new location, business having outgrown present accommodations.

Recent visitors to the leaf trade here included Max Schwarz of the Portocuba Corporation, New York; Otis A. Gill, Pittsburgh; Thomas F. Healy, New York; J. B. Lichtenstein, New York; L. A. Wheeler, Troy, Ohio, and Sol Kohn, A. Harmon, Samuel Fassler and A. N. Shepherd, all of Hartford.

Bobrow Brothers report all their factories working full with marked increases in demand for their Bold leader. Charles Bobrow henceforth proposes to give up his sales trips, leaving all these to his road representatives, but to make frequent social visitations to the trade.

Joe Carlisle is winding up a trip to the West for Bayuk Brothers.

Charles R. Cox, formerly athletic director at Georgetown University and widely known, has been added to the sales force of the Stratford Cigar Co. He will represent the company on the road from Philadelphia headquarters. The Stratford line has just been taken on by Joseph T. Snyder of Buffalo. Leo D. Loughran, president of the Stratford Co., and Thomas J. Daly, manager, left the city at the close of last week for Washington for a conference with Stratford distributors, planning for even a wider distribution than now is enjoyed. So rapidly is the business growing that the firm proposes in the near future opening up at least two additional branch factories, probably in Pennsylvania.

Jacob Paley of the Congress Cigar factory has returned from a western trip. The Minneapolis Drug Co. has been added to the list of distributors of the firm's La Palina leader.

A decree in divorce was entered last week in favor of Mrs. Anna H. Donnelly, daughter of the millionaire head of the American Snuff Co., from Prof. James H. Donnelly, former professor at the Southern High School in this city.

CIGARETTES FROM ENGLAND

Per S. S. Imperator. Arrived Oct. 4.

	Cases
R. H. Macy & Co.....	1

GARCIA GRANDE

Mild Havana Cigar

Standard maintained always

Jobbers feature the

Garcia Grande

for

Reason No. 1. They can always rely upon its uniform quality.

Reason No. 2. The smoker, the final judge, always comes back for more.

J. KLORFEIN, Manufacturer

476-478 Broome St. NEW YORK 62 Wooster St.

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

207 Pearl Street, New York

Warehouses: HAVANA, CUBA UTUADO, P. R.

EL DALLO

"Each Cigar In Its Own Humidor"

Made ONLY by

WERTHEIMER BROS. Baltimore, Md.

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

BINDERS FOR "TOBACCO" Common Sense Kind

Sent by Mail, $1.25. Delivered at Office, $1.00

Tobacco Trade Journal Co., 10 E. 39th St., New York

WISCONSIN NOTES

EDGERTON, Wis., Oct. 1.—There is very little to say about the Wisconsin tobacco market. In the northern field the lifting of season's binder acreage is nearly finished. The big leaders among the manufacturer-packers dropped into that area offering 35 cents right off the bat. The growers nodded in a bewildered sort of way as the army of hired buyers offered 35-38-40-45 cents. The farmers cashed in and the scramble went on. It was the buyers, not the growers, who set the pace and established the price. When the campaign opened in the southern field the sweep for the first 20,000 acres, more or less, was made on the buyers' offers of 30-35 and 10 cents. Then activity ceased. It is not correct, however, to say that there is a deadlock in the southern Wisconsin market—there is nothing doing, that is all. There was no misunderstanding between the growers and buyers causing the sudden calm which settled upon the tobacco section not invaded by the buyers' first spurt. Any talk of a deadlock is pure bunk. During the last three weeks there has been no effort to start up the trade again; that is the situation. In this period a number of things have happened to affect the price level of commodities in general. Henry Ford knocked away some of the underpinnings of the high cost, bringing with it a general settling along all lines. The decline recorded in the general market may have a tendency to affect also tobacco prices, but so far even Water Street has not declared itself on the price question, and the growers of southern Wisconsin have not issued any organized ultimatum as to what figures they are willing to accept. Any talk at this time tending to give the impression that the present inactivity in the southern Wisconsin tobacco market is due to a locking of horns of growers and dealers is unwarranted by the facts, and should be so discounted. Besides, such rumors tend to create unnecessary prejudice, distrust and suspicion where there should be open minds, calm judgment and good sense.

The major portion of the crop is harvested. A storm last Sunday evening carrying some hail visited the southern part of the state and did some damage to standing tobacco between Albion and Stoughton. The rain was welcome, as it was needed for other crops, and will improve curing conditions of shedded tobacco.—*Edgerton Reporter.*

Strain on Credit

(*Continued from page* 38)

ery, have been forced to sell their goods in many cases and pay off their loans. In other instances dealers holding goods have sold them voluntarily in the fear of further declines in price and have paid off their borrowings. As soon as this credit has been made available, however, it has been turned over to the financing of the crops. Ordinarily, this financing would have meant material expansion of loans; now, owing to the liquidation in other quarters, loans have been almost stationary.

This credit for use in crop moving does not serve to raise prices, for it is issued only against an actual increase in supply of goods coming on the market. It is credit for production, while many of the loans that have been recently liquidated have represented credit for speculation. Such credit is perfectly legitimate in ordinary times, but when the supply becomes too small for all the demands of business and cannot be expanded save by endangering the gold basis and by leading again to the vicious cycle of increasing prices and wages, then the available supply of credit, in order that it may go to the channels where it is most urgent, must cease to flow to the channels where it is less urgent.

The present high rates for money were brought about by the unprecedented bidding of borrowers for funds. High prices made earnings in many lines exceptionally large; both speculators and producers could make greater profits on borrowed money and therefore, in order to get the money began bidding higher rates. Expansion programs were undertaken and new enterprises launched, many of which could not operate with profit in normal times. But all demanded credit. If rates for credit had remained at normal levels, there would have been nothing to stop more and more borrowing, which would only have prolonged the cycle of rising prices leading to further injustice and social unrest, and encouraged many dubious and unsound enterprises, which would have continued to take labor away from essential production. Moreover, as pointed out in the London *Statist*: "In New York a much more intimate connection exists than in London between the Money Market and the Stock Exchange. There is always a large potential demand for funds for speculative purposes on the Exchange, and when money shows signs of cheapening this demand becomes active.

Governor Harding of the Federal Reserve Board has pointed out in the case of the large profits of the Federal Reserve Banks (which, over 6 per cent, go mainly to the Government), that if rates had been kept low there is no assurances that profits would have been low, for the additional borrowing encouraged by low rates would only have forced up profits in any case A high rate is one tried and certain means of checking excessive borrowing.

Another way is by curtailing credit to less essential industries, in order that it may be available to more essential industries. To some extent bankers have been doing this. But this necessarily involves the judgment of the banker, irrespective of the safety or security for the loan, as to what lines are more and what lines less essential. The banker cannot always be infallible in such judgments, and even if he were, there would be certain to be, as there have been, charges of discrimination and favoritism, and assertions that bankers were arbitrarily imposing upon the community their own notions of what constitutes essential production, a question which many will assert ought to be left to consumers. A high rate serves in part to relieve the banker of this great responsibility. It acts impartially.

The funds demanded for financing the crops will doubtless maintain the strain upon credit for the next few months.

Col. F. W. Galbraith

(*Continued from page* 5)

tensive training was made necessary because of the change from trench to open warfare at this time. After three weeks' work the regiment was sent to the Baccarat defensive sector.

The 147th Infantry was incorporated as part of the Thirty-seventh Division while stationed at the Baccarat sector. Col. Galbraith continued in command of the 147th, however. After its baptism of fire in the defensive sector the Thirty-seventh Division was given a week's duty in the Argonne drive. It was engaged in that terrific and deciding "push" from September 16 until October 1. The regiment was taken out, and after a brief rest was sent to the St. Mihiel sector for one week.

Then followed a hurry trip to reinforce the Belgians in Northern Belgium. It remained there for one week and then was given two days rest. Back into the fray went the regiment after the short rest. It crossed the Scheldt River and was immediately afterward halted by the armistice.

The regiment soon resumed its march toward Germany. It was switched to Dunkirk, France, however, and remained there for several weeks. Then followed the welcome news to move to Brest and then a long wait at that port. The Thirty-seventh Division, including the 147th Infantry, arrived in this country in April, 1919, after ten months of service.

The division was given a rousing welcome in New York. But magnificent as it was, it was eclipsed by the wonderful welcome extended the "Fighting First" and its colonel on their return to Cincinnati. A memorable parade was held, with Colonel Galbraith at the head, and was given a tremendous ovation all along the line of march.

The efficiency of a business house depends on its "morale"

MORALE in turn depends on the conditions under which men and women have to work.

It is the policy of The American Tobacco Co., to provide the best possible conditions for its huge staff, in the interests of morale and efficiency.

Every sales manager has risen from the ranks, and so has a thorough and sympathetic knowledge of the problems of the retail salesman.

Each salesman receives a thorough training in his work, is given every facility for improving his position, and is liberally rewarded for extra efforts.

We provide for his transportation and travelling expenses. When necessary, we supply him with an automobile and accessories, and carry his insurance. We also pay for his bonding.

But best of all, we arrange for him to go home every week-end, for we believe in the home as the builder of morale.

The American Tobacco Co.
INCORPORATED

Hearings Relative to Tobacco Regulations

To Be Issued Under the U. S. Warehouse Act

WASHINGTON, Sept. 30.—Herbert C. Marshall, acting chief of the Bureau of Markets, Department of Agriculture, announces that relative "to tentative tobacco regulations now prepared, to be issued under the United States warehouse act," hearings will be conducted by officials of the United States Department of Agriculture, and an opportunity for oral discussion will be afforded to as many as practicable. Letters in regard to the hearing should be addressed to the Bureau of Markets, Department of Agriculture, Washington, D. C.

Hearings will be held as follows:

Danville, Va., Monday, October 11, bebinning at 2 p. m. In the Young Men's Business Club, room 623, Leeland Hotel.

Richmond, Va., Tuesday, October 12, beginning at 10 a. m. In the office of the Richmond Tobacco Trade, 119 Shockoe Slip.

Wilson, N. C., Wednesday, October 13, beginning at 8:30 a. m. In the Chamber of Commerce, Tarboro street.

Clarksville, Tenn., Friday, October 15, beginning at 10:30 a. m. In the Council Chamber of the City Hall.

Louisville, Ky., Saturday, October 16, beginning at 10 a. m. In the office of the Louisville Tobacco Board of Trade, northeast corner of Eleventh and Main streets.

Dayton, Ohio, Monday, October 18, beginning at 10 a. m. In the Miami Hotel.

Huntington, W. Va., Tuesday, October 19, beginning at 10 a. m. In the Huntington Tobacco Warehouse, corner Twenty-sixth street and Charles avenue.

Lancaster, Pa., Thursday, October 21, beginning at 10 a. m. In the Chamber of Commerce, 10½ East Orange street.

Hartford, Conn., Friday, October 22, beginning at 10 a. m. In the Chamber of Commerce Hall, 252 Asylum street.

New York, N. Y., Saturday, October 23, beginning at 9 a. m. In the Leaf Tobacco Board of Trade room, 160 Front street.

The United States warehouse act, as amended July 25, 1919, reads as follows:

United States Warehouse Act

That this act shall be known by the short title of "United States warehouse act."

Sec. 2. That the term "warehouse" as used in this act shall be deemed to mean every building, structure, or other protected inclosure in which any agricultural product is or may be stored for interstate or foreign commerce, or, if located within any place under the exclusive jurisdiction of the United States, in which any agricultural product is or may be stored. The term "agricultural product" wherever used in this act shall be deemed to mean cotton, wool, grains, tobacco, and flaxseed, or any of them. As used in this act, "person" includes a corporation or partnership or two or more persons having a joint or common interest; "warehouseman" means a person lawfully engaged in the business of storing agricultural products; and "receipt" means a warehouse receipt.

Sec. 3. That the Secretary of Agriculture is authorized to investigate the storage, warehousing, classifying according to grade and otherwise, weighing, and certification of agricultural products; upon application to him by any person applying for license to conduct a warehouse under this act, to inspect such warehouse or cause it to be inspected; at any time, with or without application to him, to inspect or cause to be inspected all warehouses licensed under this act; to determine whether warehouses for which licenses are applied for or have been issued under this act are suitable for the proper storage of any agricultural product or products; to classify warehouses licensed or applying for a license in accordance with their ownership, location, surroundings, capacity, conditions, and other qualities, and as to the kinds of licenses issued or that may be issued for them pursuant to this act; and to prescribe, within the limitations of this act, the duties of the warehousemen conducting warehouses licensed under this act with respect to their care of and responsibility for agricultural products stored therein.

Sec. 4. That the Secretary of Agriculture is authorized, upon application to him, to issue to any warehouseman a license for the conduct of a warehouse or warehouses in accordance with this act and such rules and regulations as may be made hereunder: *Provided*, That each such warehouse be found suitable for the proper storage of the particular agricultural product or products for which a license is applied for, and that such warehouseman agree, as a condition to the granting of the license, to comply with and abide by all the terms of this act and the rules and regulations prescribed hereunder.

Sec. 5. That each license issued under sections four and nine of this act shall be issued for a period not exceeding one year and shall specify the date upon which it is to terminate, and upon showing satisfactory to the Secretary of Agriculture may from time to time be renewed or extended by a written instrument, which shall specify the date of its termination.

Sec. 6. That each warehouseman applying for a license to conduct a warehouse in accordance with this act shall, as a condition to the granting thereof, execute and file with the Secretary of Agriculture a good and sufficient bond to the United States to secure the faithful performance of his obligations as a warehouseman under the laws of the State, District, or Territory in which he is conducting such warehouse, as well as under the terms of this act and the rules and regulations prescribed hereunder, and of such additional obligations as a warehouseman as may be assumed by him under contracts with the respective depositors of agricultural products in such warehouse. Said bond shall be in such form and amount, shall have such surety or sureties, subject to service of process in suits on the bond within the State, District, or Territory in which the warehouse is located, and shall contain such terms and conditions as the Secretary of Agriculture may prescribe to carry out the purposes of this act. Whenever the Secretary of Agriculture shall determine that a bond approved by him is, or for any cause has become, insufficient, he may require an additional bond or bonds to be given by the warehouseman concerned, conforming with the requirements of this section, and unless the same be given within the time fixed by a written demand therefor the license of such warehouseman may be suspended or revoked.

Sec. 7. That any person injured by the breach of any obligation to secure which a bond is given, under the provisions of sections six or nine, shall be entitled to sue on the bond in his own name in any court of competent jurisdiction to recover the damages he may have sustained by such breach.

Sec. 8. That upon the filing with and approval by the Secretary of Agriculture of a bond, in compliance with this act, for the conduct of a warehouse, such warehouse shall be designated as bonded hereunder; but no warehouse shall be designated as bonded under this act, and no name or description conveying the impression that it is so bonded, shall be used, until a bond, such as proprovided for in section six, has been filed with and approved by the Secretary of Agriculture, nor unless the license issued under this act for the conduct of such warehouse remains unsuspended and unrevoked.

Sec. 9. That the Secretary of Agriculture may, under such rules and regulations as he shall prescribe, issue a license to any person not a warehouseman to accept the custody of agricultural products and to store the same in a warehouse or warehouses owned, operated, or leased by any State, upon condition that such person agree to comply with and abide by the terms of this act and the rules and regulations prescribed hereunder. Each person so licensed shall issue receipts for the agricultural products placed in his custody, and shall give bond, in accordance with the provisions of this act and the rules and regulations hereunder affecting warehousemen licensed under this act, and shall otherwise be subject to this act and such rules and regulations to the same extent as is provided for warehousemen licensed hereunder.

Sec. 10. That the Secretary of Agriculture shall charge, assess, and cause to be collected a reasonable fee for every examination or inspection of a warehouse under this act when such examination or inspection is made upon application of a warehouseman, and a fee not exceeding $2 per annum for each license or renewal thereof issued to a warehouseman under this act. All such fees shall be deposited and covered into the Treasury as miscellaneous receipts.

Sec. 11. That the Secretary of Agriculture may, upon presentation of satisfactory proof of competency, issue to any person a license to classify any agricultural product or products, stored or to be stored in a warehouse licensed under this act, according to grade or otherwise and to certificate the grade or other class thereof, or to weigh the same and to certificate the grade or other class and the weight thereof, upon condition that such person agree to comply with and abide by the terms of this act and of the rules and regulations prescribed hereunder so far as the same relate to him.

Sec. 12. That any license issued to any person to classify or to weigh any agricultural product or products under this act may be suspended or revoked by the Secretary of Agriculture whenever he is satisfied, after opportunity afforded to the licensee concerned for a hearing, that such licensee has failed to classify or to weigh any agricultural product or products correctly, or has violated any of the provisions of this act or of the rules and regulations prescribed hereunder, so far as the same may relate to him, or that he has used his license or allowed it to be used for any improper purpose whatsoever. Pending investigation, the Secretary of Agriculture, whenever he deems necessary, may suspend a license temporarily without hearing.

Sec. 13. That every warehouseman conducting a warehouse licensed under this act shall receive for storage therein, so far as its capacity permits, any agricultural product of the kind customarily stored therein by him which may be tendered to him in a suitable condition for warehousing, in the usual manner in the ordinary and usual course of business, without making any discrimination between persons desiring to avail themselves of warehouse facilities.

Sec. 14. That any person who deposits agricultural products for storage in a warehouse licensed under this act shall be deemed to have deposited the same subject to the terms of this act and the rules and regulations prescribed hereunder.

Sec. 15. That grain, flaxseed, or any other fungible agricultural product stored for interstate or foreign commerce, or in any place under the exclusive jurisdiction of the United States, in a warehouse licensed under this act shall be inspected and graded by a person duly licensed to grade the same under this act.

Sec. 16. That every warehouseman conducting a warehouse licensed under this act shall keep the agricultural products therein of one depositor so far separate from agricultural products of other depositors, and from other agricultural products of the same depositor for which a separate receipt has been issued, as to permit at all times the identification and redelivery of the agricultural products deposited; but if authorized by agreement or by custom, a warehouseman may mingle fungible agricultural products with other agricultural products of the same kind and grade, and shall be severally liable to each depositor for the care and redelivery of his share of such mass, to the same extent and under the same circumstances as if the agricultural products had been kept separate, but he shall at no time while they are in his custody mix fungible agricultural products of different grades.

Sec. 17. That for all agricultural products stored for interstate or foreign commerce, or in any place under the exclusive jurisdiction of the United States, in a warehouse licensed under this act original receipts shall be issued by the warehouseman conducting the same, but no receipts shall be issued except for agricultural products actually stored in the warehouse at the time of the issuance thereof.

Sec. 18. That every receipt issued for agricultural products stored in a warehouse licensed under this act shall embody within its written or printed terms (a) the location of the warehouse in which the agricultural products are stored; (b) the date of issue of the receipt; (c) the consecutive number of the receipt; (d) a statement whether the agricultural products received will be delivered to the bearer, to a specified person, or to a specified person or his order; (e) the rate of storage charges; (f) a description of the agricultural products received, showing the quantity thereof, or, in case of agricultural products customarily put up in bales or packages, a description of such bales or packages by marks, numbers, or other means of identification and the weight of such bales or packages; (g) the grade or other class of the agricultural products received and the standard or description in accordance with which such classification has been made: *Provided*, That such grade or other class shall be stated according to the official standard of the United States applicable to such agricultural products as the same may be fixed and promulgated under authority of law: *Provided further*, That until such official standards of the United States for any agricultural product or products have been fixed and promulgated, the grade or other class thereof may be stated in accordance with any recognized standard or in accordance with such rules and regulations not inconsistent herewith as may be prescribed by the Secretary of Agriculture; (h) a statement that the receipt is issued subject to the United States warehouse act and the rules and regulations prescribed thereunder; (i) if the receipt be issued for agricultural products of which the warehouseman is owner, either solely or jointly or in common with others, the fact of such ownership; (j) a statement of the amount of advances made and of liabilities incurred for which the warehouseman claims a lien: *Provided*, That if the precise amount of such advances made or of such liabilities incurred be at the time of the issue of the receipt unknown to the warehouseman or his agent who issues it, a statement of the fact that advances have been made or liabilities incurred and the purpose thereof shall be sufficient; (k) such other terms and conditions within the limitations of this act as may be required by the Secretary of Agriculture; and (l) the signature of the warehouseman, which may be made by his authorized agent: *Provided*, That unless otherwise required by the law of the State in which the warehouse is located, when requested by the depositor of other than fungible agricultural products, a receipt omitting compliance with subdivision (g) of this section may be issued.

Sec. 19. That the Secretary of Agriculture is authorized, from time to time, to establish and promulgate standards for agricultural products in this act defined by which their quality or value may be judged or determined: *Provided*, That the standards for any agricultural products which have been, or which in future may be, established by or under authority of any other Act of Congress shall be, and are hereby, adopted for the purposes of this act as the official standards of the United States for the agricultural products to which they relate.

Sec. 20. That while an original receipt issued under this act is outstanding and uncanceled by the warehouseman issuing the same no other or further receipt shall be issued for the agricultural product covered thereby or for any part thereof, except that in the case of a lost or destroyed receipt a new receipt, upon

FINE SIZES

CHANCELLOR
CIGAR

HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

the same terms and subject to the same conditions and bearing on its face the number and date of the receipt in lieu of which it is issued, may be issued upon compliance with the statutes of the United States applicable thereto in places under the exclusive jurisdiction of the United States or upon compliance with the laws of any State applicable thereto in any place not under the exclusive jurisdiction of the United States: *Provided,* That if there be in such case no statute of the United States or law of a State applicable thereto such new receipts may be issued upon the giving of satisfactory security in compliance with the rules and regulations made pursuant to this act.

Sec. 21. That a warehouseman conducting a warehouse licensed under this act, in the absence of some lawful excuse, shall, without unnecessary delay, deliver the agricultural products stored therein upon a demand made either by the holder of a receipt for such agricultural products or by the depositor thereof if such demand be accompanied with (a) an offer to satisfy the warehouseman's lien; (b) an offer to surrender the receipt, if negotiable, with such indorsements as would be necessary for the negotiation of the receipt; and (c) a readiness and willingness to sign, when the products are delivered, an acknowledgment that they have been delivered if such signature is requested by the warehouseman.

Sec. 22. That a warehouseman conducting a warehouse licensed under this act shall plainly cancel upon the face thereof each receipt returned to him upon the delivery by him of the agricultural products for which the receipt was issued.

Sec. 23. That every warehouseman conducting a warehouse licensed under this act shall keep in a place of safety complete and correct records of all agricultural products stored therein and withdrawn therefrom, of all warehouse receipts issued by him, and of the receipts returned to and canceled by him, shall make reports to the Secretary of Agriculture concerning such warehouse and the conditions, contents, operations, and business thereof in such form and at such times as he may require, and shall conduct said warehouse in all other respects in compliance with this act and the rules and regulations made hereunder.

Sec. 24. That the Secretary of Agriculture is authorized to cause examinations to be made of any agricultural product stored in any warehouse licensed under this act. Whenever, after opportunity for hearing is given to the warehouseman conducting such warehouse, it is determined that he is not performing fully the duties imposed on him by this act and the rules and regulations made hereunder, the Secretary may publish his findings.

Sec. 25. That the Secretary of Agriculture may, after opportunity for hearing has been afforded to the licensee concerned, suspended or revoke any license issued to any warehouseman conducting a warehouse under this act, for any violation of or failure to comply with any provision of this act or of the rules and regulations made hereunder or upon the ground that unreasonable or exorbitant charges have been made for services rendered. Pending investigation, the Secretary of Agriculture, whenever he may deem necessary, may suspend a license temporarily without hearing.

Sec. 26. That the Secretary of Agriculture from time to time may publish the results of any investigations made under section three of this act; and he shall publish the names and locations of warehouses licensed and bonded and the names and addresses of persons licensed under this act and lists of all licenses terminated under this act and the causes therefor.

Sec. 27. That the Secretary of Agriculture is authorized through officials, employees, or agents of the Department of Agriculture designated by him to examine all books, records, papers, and accounts of warehouses licensed under this act and of the warehousemen conducting such warehouses relating thereto.

Sec. 28. That the Secretary of Agriculture shall from time to time make such rules and regulations as he may deem necessary for the efficient execution of the provisions of this act.

Sec. 29. That nothing in this act shall be construed to conflict with, or to authorize any conflict with, or in any way to impair or limit the effect or operation of the laws of any State relating to warehouses, warehousemen, weighers, graders, or classifiers; but the Secretary of Agriculture is authorized to cooperate with such officials as are charged with the enforcement of such State laws in such States and through such cooperation to secure the enforcement of the provisions of this act; nor shall this act be construed so as to limit the operation of any statute of the United States relating to warehouses or warehousemen, weighers, graders, or classifiers now in force in the District of Columbia or in any Territory or other place under the exclusive jurisdiction of the United States.

Sec. 30. That every person who shall forge, alter, counterfeit, simulate, or falsely represent, or shall without proper authority use, any license issued by the Secretary of Agriculture under this act, or who shall violate or fail to comply with any provision of section eight of this act, or who shall issue or utter a false or fraudulent receipt or certificate, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be fined not more than $500 or imprisoned not more than six months, or both, in the discretion of the court.

Sec. 31. That there is hereby appropriated, out of any money in the Treasury not otherwise appropriated, the sum of $50,000, available until expended, for the expenses of carrying into effect the provisions of this act, including the payment of such rent and the employment of such persons and means as the Secretary of Agriculture may deem necessary in the city of Washington and elsewhere, and he is authorized, in his discretion, to employ qualified persons not regularly in the service of the United States for temporary assistance in carrying out the purposes of this act, and out of the moneys appropriated by this act to pay the salaries and expenses thereof.

Sec. 32. That if any clause, sentence, paragraph, or part of this act shall, for any reason, be adjudged by any court of competent jurisdiction to be invalid, such judgment shall not affect, impair, or invalidate the remainder thereof, but shall be confined in its operation to the clause, sentence, paragraph, or part thereof directly involved in the controversy in which such judgment shall have been rendered.

Sec. 33. That the right to amend, alter, or repeal this act is hereby expressly reserved.

"Credit Congested" in the Tobacco Trade

LOUISVILLE, Oct. 4.—Congestion of credit in the tobacco industry resulting from the slump in prices for that commodity is developing into a problem which bankers of Kentucky, particularly those of the Black Patch region, are trying to solve with the least harmful effects for all interests involved.

While the 1920 crop of leaf is being cut and made ready to be marketed starting around the first of December there still is a large surplus of the 1919 crop in the State. Finances of tobacco rehandlers, manufacturers and dealers who are carrying large stocks are getting into a more strained condition because of the credit demand for Fall corp moving needs.

Banks are also carrying large amounts of tobacco growers' paper issued to finance the making of the 1920 crop. This paper, generally speaking, will not be liquidated until the growers have disposed of their production this year.

The fact that the general supply of credit is not as plentiful as in other years is particularly unfortunate for the owners of tobacco, who are anxious to retain their holdings until better prices prevail.

Kentucky growers are admittedly very pessimistic regarding the price outlook for the 1920 crop, and are caustic in their comment regarding manufacturers. Existing low prices in this State and the fact that markets in the Carolinas and Virginia opened at materially reduced values are indications of what is in prospect for the new tobacco. Manufacturers blame the low prices on an unfavorable market abroad for Kentucky export types of tobacco, and to the general deflation of prices which is thought to be beginning.

The 1920 crop has been a very expensive one to raise due to high wages, etc., and the growers naturally will be reluctant to take the prices which probably will be offered.

In this connection a banker is quoted by the *Courier-Journal* as saying:

"It would seem that the 1920 tobacco crop should be marketed gradually rather than be forced in great volume on a market unable to absorb it comfortably at fair price. However, maturing obligations must be met promptly to keep the wheels of commerce turning. Sacrifices, if necessary, must be made to accomplish this. Only in this way will it be practicable for the banks of the tobacco sections and their correspondents to continue furnishing accommodations in a satisfactory manner.

"If notes and accounts are met promptly, the banks referred to will doubtless be in position to loan back to the respective communities considerable sums with which to carry tobacco in reasonable quantities for a reasonable time and for a reasonable price. It is manifest that this commodity cannot be carried for an unreasonable time."

Another Louisville banker takes the view that old-crop tobacco has been held already for a reasonable length of time and has received more consideration from the bankers than it really deserved. This tobacco, he thinks, should be put on the market now to prevent a forced liquidation which might result in serious losses to the tobacco trade.

Much Damage Done by Rust

HICKMAN, Ky., Oct. 1.—Much tobacco is being housed in the upper end of the county. This is being hurried on account of fear of frost. It is said that 80 per cent of this county's crop is now in the barns. In some sections the togacco was greatly harmed by rust, proving almost a failure on some farms, while possibly a mile from there the crop would not show the least indication of rust. The rust has been worse this year in this country than ever known before.

Patents Recently Issued

The following patents recently were issued from the United States Patent Office. Copies thereof may be obtained from R. E. Burnham, patent and trademark attorney, Continental Trust Building, Washington, D. C., at the rate of 20 cents each. State number of patent and name of inventor when ordering.

1,352,421. Process of preserving manufactured or leaf tobacco. Vicente C. Alsina and Genaro Fernandez, Buenos Aires, Argentina.

1,352,613. Cigarette-box. James J. Langan, New York.

1,353,477. Apparatus for making tobacco-pouches. Frank F. Jamieson, Montreal, Canada.

1,353,944. Tobacco-biter. Loyd E. Ashenfelter, Atlanta, Ga.

1,354,042. Cigarette-case. Benjamin F. Hunziker, Minneapolis, Minn.

1,354,307. Cabinet for cigarettes. Charles T. Joslin, Feura Bush, N. Y.

1,347,404. Tobacco-stemming machine. Hans F. Richter, Winston-Salem, N. C., assignor to R. J. Reynolds Tobacco Co., same place.

TOBACCO FROM BRAZIL

Per S. S. Byron. Arrived Sept. 29.
Consignees:

New York—	Crates
Gaston, Williams & Wigmore...	40

TOBACCO FROM MANILA

Per S. S. Lancaster. Arr. Oct. 5
Consignees:

New York—	Bales
Bowring & Co.....	110

Around and About

Herbert A. Rovira, of Benito Rovira Co., is visiting the firm's cigar factory in Norristown, Pa.

—

Louis Klein, of the Klein Cigar Co., of Cleveland, is in New York, to witness the "world series."

—

Julian B. Annis, of Gradiaz, Annis & Co., of New York, left Monday on a business trip to Virginia and North Carolina.

—

Gene-Val Cigar Co., of 164 E. 86th Street, New York, reports that business is good, and that everything is going along smoothly.

—

Max Schwarz, manufacturer of La Primadora cigars, is expected to return to New York, this week, from a visit to Cincinnati.

—

Exports of leaf tobacco from this country during 1919 amounted to 765,913,164 pounds, greatly exceeding leaf exports for any prior year.

—

R. E. Hylson and W. J. Porter have opened a news and tobacco shop in the Leeman block in St. Stephen, Me. The new concern is known as the H. and P. News Co.

—

J. McClement, manager of the cigar jobbing house of Reymer & Bros., Pittsburgh, is in New York, for a few days, and is stopping at the Hotel Commodore.

—

Mr. Cassiday, of the Taxi Cigar Co., of Denver, is in New York this week on business. He is making his headquarters in the Elk's Club, at 6th Ave. and 43rd St.

I. M. Lederer of Milwaukee, representative of Sirena cigars, resigned his position on October 2, and no longer is connected in any way with the sales force of Garcia & Vega.

—

D. J. Keith, representative of Kohlberg & Co., after supplying the wants of New England cigarists, is off to the West, in the interest of El Deservo, the Sumatra wrapped, seed and Havana line, put out by the Kohlbergs.

—

A new process of preventing sugar from being reduced in sucrose content between mill and consumer will effect saving of 70,000,000 pounds annually, equal to 1 per cent of Cuban crop, worth at a minimum, $1,500,000.

—

The West Indies Cigar Co. has been incorporated in Greensboro, N. C., with an authorized capital of $100,000, of which $1,000 has been paid in; the incorporators of the company are C. C. Valle, G. H. Mitchell and C. C. Stewart.

—

Clarence Bendheim, representing Kohlberg & Co., Inc., left New York, Monday for a trip up State. He will do some specialty work for J. W. Brundage & Son of Newburg, who are distributing Jose Grande cigars.

—

A survey by Merchants' Association of New York, embracing 42 manufacturing plants, including 15 industries and employing 41,375, shows labor turnover in 1920 amounted to 125 per cent for skilled and semi-skilled workers and 265 per cent for unskilled hands.

—

William Black & Co., cigar box manufacturers, of 311 E. 91st Street, New York, say that despite the fact that the cost of lumber went up ten per cent recently, and an increase of ten to fifteen per cent in wages, they do not contemplate raising the price of boxes.

Farmers in Montgomery, Tenn., are urged not to forget that low grade tobacco is not in demand, except at prices so low that such tobacco is not remunerative. Yet sound, well fired crops will always be sought by buyers at prices that justify the extra labor required to insure the best quality.

—

The Bureau of Immigration estimates that 90,000 aliens landed in the United States in September and 1,600,000 since January. Half of newcomers are from Italy and the rest chiefly are from Greece, Syria and other countries of the Mediterranean zone, with practically none from western and northern Europe.

—

It appears that 814 companies, each capitalized at $100,000 or more, were chartered in United States in September; capital aggregating $950,-953,200, compared with 972 concerns with $1,946,954,500 capital in September, 1919. Biggest decrease in incorporations related to oil and gas and shipping companies. Incorporations since January 1, involved $11,062,776,400 capital against $7,995,611,900 in the corresponding period of 1919.

—

Stockholders of the Consolidated Cigar Corporation, at a special meeting Friday, authorized an increase in the common capitalization from 90,000 shares to 150,000 shares. The company recently declared a 15 per cent stock dividend payable Nov. 1 to stock of record Oct. 15. Beyond the payment of the stock dividend it is not the intention of the company to issue any of the common capital increase at the present time. The purchase of the "44" Cigar Co., was also approved. This company operates eight factories in Pennsylvania with a capacity of 100,000,000 cigars a year. This increased production gives the Consolidated Cigar Corporation annual possible output of about 500,000,000 cigars.

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

Waiting for the Crop to Cure in Lancaster

Though Practically All of the Tobacco Now Is Harvested and Housed, Buyers Prefer to Put Off Purchasing, for a Month, Perhaps—John Weaver's Gallant Defense of "My Lady Nicotine"—Activity and Prosperity Cause Ben Schwartz of Ephrata to Be a Happy Man—Weinberg of Philadelphia Sues Beamesderfer for $2,500, Alleging "Black Rot" in Tobacco "Guaranteed Sound."

LANCASTER, Pa., Oct. 1.—John Weaver, of the Lancaster County Tobacco Growers' Association, says:

"I notice that there was a meeting of the Willard W. C. T. U., at which my 'Lady Nicotine' was handled, if not with jeweled fingers, at least with ungloved hands.

"Now far be it from me, to argue with a lady, or worse yet, a lot of ladies, especially in these times when their votes should be counted. However, I cannot stand back and see tobacco which has been the solace of many an hour of my life, and an inspiration to my mind, which otherwise might have grown even duller, had I been raising nothing but vegetables and grain for an unappreciative public to chew, without coming to the defense of tobacco.

"I, for one, point with pride to the fact that during the late war, our grand old county of Lancaster, besides raising more food crops than any other county in the United States, produced in addition about 50,000,000 pounds of tobacco which every unbiased participant in the war declared to be, *not* a luxury, *not* a harmful thing, but an *absolute necessity* to cheer the boys during their lonely vigils at night and to relieve the awful strain they were constantly enduring at the front.

"Now, to raise this amount of tobacco, how much land did it take? In this county about 25,000 acres were devoted to tobacco.

"There are about 10,000 farmers. This makes an acreage of about 2½ acres of tobacco to a farmer. Now our good friends of the W. C. T. U. may throw up their hands in horror, or they may point out how many tomatoes, or carrots or how much spinach or Brussels sprouts could have been grown.

"My own suggestion would be, if tobacco be done away with, to plant this 25,000 acres in talcum powder of which I see Lancaster county uses 16 tons yearly, or ice-cream sodas, of which I imagine Lancaster uses about 16 tons daily. Ice cream soda has a capacity for harm to the human system, if used to excess. I believe that every practical person will admit that injury done by ice cream is even greater than any harm tobacco might do. In this connection I might say as an example of evils of the use of tobacco, I have always before me the case of my own father who has used tobacco since he was 10 years old and now at the early age of 88 is only able to eat three square meals a day and feels that ten hours is about long enough to work in one day, even in raising tobacco."

Tuesday and Wednesday of this week were ideal days for late tobacco in the fields to take on increased weight and quality, and to mature rapidly. Also the weather was just right for curing.

The crops left on the fields until this week are being harvested and housed very rapidly. The growers are very fortunate in having decided to put off their harvesting until their crops were fully matured, as the tobacco has improved wonderfully fast and will make an ideal type of cigar leaf, because of the increased weight, quality and aroma imparted. There have been a few scattered acres of tobacco sold so far, but none of the big buyers have started out yet. They will wait "until the farmers are ready to talk sense."

In an interview with the manager for one of the largest packers here, he said: "It's ridiculous for the farmers to expect to get any more for their crops than they did last year; in fact, with the downward trend of all merchandise, tobacco seems likely to come down and the sooner the farmer realizes what the conditions most probably will be, the quicker he will be able to dispose of his products."

The buyers will not take to the field until they see how the tobacco cures in the sheds and that time is at least a month or more off. Early harvested crops that went through the awful hot spell we had here in August, and early this month, show considerable "shed-burn." This is especially true of the Havana seed raised in Washington Boro. The tobacco is practically now all in the barns and now must be watched closely to prevent fermentation. The tobacco exhibited at the county fair here this week occupies only a small space, say about 20 feet square, and certainly should have a more prominent position as a crop that enriches the county about $15,000,000 every year, is certainly worthy of a better exhibit.

There have been a few inquiries here during the past week for 1919 tobacco, but I haven't heard of any sales made.

Louis Kramer of Boyuk Bros., Philadelphia, is here looking over the new crop. So is A. Horowitz of Horowitz Bros. of Pittsburgh.

Paul Hirschhorn of Weil & Sons of New York City, is making a minute examination of this year's growth, but is not making any purchases yet. Wise buyers prefer to wait until the tobacco is further advanced in the curing process.

Max Kalisch of the City Leaf Tobacco Co., York, Pa., stopped here on his way home from a purchasing trip in Connecticut.

On the contrary every manufacturer of Class C. cigars, on whom I called told me they were very busy and over-sold. They can't get cigars made fast enough.

The new factory started here by A. E. Winnick, formerly with Julius Klorfein Co. of New York, is very busy. Winnick is advertising for more hands.

Ben Schwartz, the Ephrata leaf tobacco dealer, recently sold 100 cases of stripped and booked 1919 fillers, also 63 cases 1919 Wrapper B's. Ben is as busy as a bee. He is one of the few tobacco men in this section that wears a "Happy Hooligan" smile all the time.

A suit is to be tried here in the October term of court in which S. Weinberg of 121 No. 3rd street, Philadelphia, is suing John Beamesderfer for $2,500, amount of purchase price of a lot of 46 cases of 1918 tobacco. The tobacco was "guaranteed sound" by Mr. Beamesderfer but after being paid for and shipped to Philadelphia, more than 35 cases were found to contain "black-rot." Linde, Hamilton & Co. sampled the tobacco for Weinberg. Weinberg is suing for the return of his money, claiming a breach of Beamesderfer's signed contract. The trade here is taking a great real of interest in the case and are awaiting the outcome with curiosity. DICKIE.

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.
Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Samples of our 1919 packing now ready. Write us if you need Pennsylvania.
Correspondence Solicited
SEEDLEAF TOBACCO GROWERS COMPANY, Inc.
LANCASTER, PA.

I. H. WEAVER
- - PACKER OF - -
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
"IF IT'S QUALITY AND QUANTITY I HAVE IT"
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
IF IT'S TOBACCO
WE HAVE IT
RED LION, PA. U. S. A.

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVAN'A
Correspondence Solicited
EPHRATA, PENNA

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

Don Julian

Distinctive Havana Cigars

Manufactured By
GRADIAZ ANNIS & CO.
75th Street and East River, New York

Knowledge of Merchandise is Essential to Success

The "Jollying" Salesman Ceases to Win—Customers Are Best Obtained by the Right Goods and Prices—Leo K. Fischell's Shrewd Comment—The Swing of Trade in Chicago—Chasing Business Around the Loop and Elsewhere—News Items Picked Up—Among the Storekeepers.

CHICAGO, Oct. 1.—The "jollying" type of traveling salesman is becoming a thing of the past. Salesmen who formerly obtained orders on ability to "kid" buyers and entertain "the boys," now have to deliver on the merit of their goods.

According to Leo K. Fischell, of Milwaukee, secretary of the National Association of Men's Apparel Clubs, in convention here last week, the "jolly traveling salesman" has lost out through prohibition. "No longer can the salesman depend on selling a bill of goods on the strength of a drink," said Mr. Fischell. "Salesmen are becoming sharper because they are compelled to bring out the selling points of their goods." Traveling men, however, he said, are satisfied with prohibition. Over 2,000 delegates attended the convention this year.

The Fair is conducting a large sale on the Virginia Lee cigar made by Wm. J. Seidenberg Co. of New York; 8 sizes are on sale.

Large newspaper ads of the In-B-Tween, 2 for 25 cents Senior size appear in the Chicago papers. "They are on sale at all good cigar counters."

Monroe Addler, the cigar booker, at 186 North La Salle street, is covering Rock Island, Ill., this week.

Franklin MacVeagh & Co. feature the Santa Lucia, 8 cent cigar. Their cigar department has mailed to the dealers this week a neat Santa Lucia window poster.

The Monroe Cigar Co. of Grand Rapids, Mich., has been incorporated. The company will manufacture Van Dam and Sam Kenson, both Java wrapped cigars. The officers of the Monroe Cigar Co. are C. W. Reattoir, president; Ben Corwin, secretary and Peter Dornbus, treasurer.

W. W. Rosebro, of the Manufacturers' Bureau, has moved his office to suite 308, 25 North Dearborn street, where he will be better equipped to give his customers prompt and personal attention. A postal card just sent to the trade says "When in Chicago make this office your headquarters."

Fred Oakes, while in the Twin Cities, placed his Cressida brand of clear Havana cigars with Winecke & Doerr.

Some Lozano cigars reached Nathan Fox Co., the Lozano distributors, during the past week.

Harry A. Loker returned a few days ago from Tampa. Loker is the factory representative here for A. Fuente & Co. He has given control of their Tampa Sweetheart brand to Thorwart & Roehling and is also making for this house the Garcia Bouquet mild Havana cigar.

Harry Welcher of Welcher Bros., Chicago, New York and Porto Rico, manufacturers of the widely known Cyro brand, is again seen around town. He has fully recovered from a serious illness and is once more able to "talk cigars." Cyro is one of the best selling cigars in Chicago.

Walter Wolfson, manager of the Chicago office of Welcher Bros., is back from a business visit to Porto Rico. Welcher Bros. are expecting a shipment of 4,000,000 Porto Rico cigars to arrive here, very shortly.

Robert Ellis came in from Cleveland where he spent the summer. Bob is the Sanchez & Haya salesman in this field.

Fatima cigarettes are being heavily advertised on the bill boards throughout Chicago.

Jas. H. Wells, until recently owner of a prosperous loop cigar and drug store, was nominated on the Democratic ticket at the primaries as a member of the Board of Assessors.

Robert Burns cigars have advanced in price. The Banquet size, now 2 for 25 cents are listed at $95. Invincible and Epicures, are now 15 cents straight, while the Longfellow size, foil wrapped, has gone into class D to retail at 17 cents, 3 for 50, and are listed at $130. Robert Burns Laddies now retail for 40 cents the package and are listed to the trade at $32.

John Moser, manager of the Butte branch of Hemenway & Moser, passed through Chicago on his way home from the East. George Maye, sales manager of the Salt Lake branch, also stopped here on his way west.

Lou Goldstein, who sells the Red Dot cigar for Barnes, Smith & Co., after a short stay here, left Tuesday night for Sioux City, Iowa.

The new Lucky Strike cigarette package is on sale. Each package now is wrapped in glassine tissue paper.

Eli Shutan, a leaf tobacco dealer, has returned from a business trip to New York.

Frank C. Pumilia, general sales representative of the Continental Cigar Co., of Tampa ,is calling on Chicago dealers. He is featuring El Dozano mild Havana cigars.

W. E. Ellwanger, vice-president of the Fitzgerald Cigar Co., jobbers of Dubuque, Iowa, passed through the city on his way home from West Baden, Ind.

Herb Mesick is still placing Rey del Mundo imported cigars and just as soon as Cuesta Rey & Co. open up, he will start in booking orders for Cuesta Rey.

The Lorraine Cigar Co. of Detroit, has been incorporated. They will act as factory distributors, handling only brands that they can control for the United States. C. W. Reattoir is secretary-treasurer and general manager, and their offices are located in the Knack Building, Gratiot avenue and St. Joseph street. They feature at present the "Van Dam" and "Sam Kenson's" brands and will shortly introduce a line of Porto Rico cigars.

Max Crow who hails from San Francisco, has arrived. Crow now sells the brands made by the La Prueba Cigar Co. of Manila.

Fred Oakes left Monday for Kansas City to visit the Gato and Cressida distributers.

Edgeworth cigarettes are now on sale. The retail price of this new-comer is 20 for 25 cents. They are displayed on the tops of many show cases.

Bob Ellis, after a week here, has again left for his home in Cleveland to take a further vacation. He will not leave again until the strike at Sanchez & Haya factory has been settled.

Gus Jacoby has been offering R & R Havana Blunts to dealers. A fresh shipment has just reached here from the Tampa factory of Ryan & Raphael.

The United Stores feature the Robin Hood, 8 cent cigar.

Newbauer & Weber's Chicago avenue store has a very large Virginia Lee cigar window display.

The General Cigar Co., Inc., has painted the front of its retail stores here. The new colors used being dark blue and white; the signs read, "General Cigar Co., Inc., National Brands."

Sam Farber, 940 North State street, is featuring La Avenda and King Philip cigars, made by the King Philip Cigar Co. of Chicago.

Puffs, a quality short smoke, packed in foil packages of 5 that retail for 30 cents, have been introduced here. They are made by Walter E. Olsen & Co. of Manila. The packing is very attractive.

Steele Wedeles & Co. are doing a very large business on the Flor de Glaccum brand. A factory rebate check is sent the retailer who buys in lots of 1,500 or 2,500.

Louis Obendorf is all smiles these days. Louis is like Babe Ruth—batting at the top of the list with his El Roi Tan cigar.

Leticia in the Cuban size at 8 cents is a new offering in the Schermerhorn, Inc., chain of stores.

THE STANDARD CIGAR MOLD CO.

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
20 " 2.50
} F. O. B. New York

5% Discount allowed on all orders accompanied with remittance

"When a strike becomes a plain holdup it injures the strikers and should bring punishment upon the persons responsible for the wrong."

Welcher Bros. have a crew of 12 men working out of their Chicago office, all of whom feature the Cyro brand, which is today one of the leading sellers in the city. H. L. H.

Red Lion Cigar Manufacturers Organize

RED LION, Pa., September 21.—The cigar manufacturers within a radius of twenty miles of Red Lion met in the local council chambers and organized a permanent organization, including the manufacturers of the following towns: Red Lion, Dallastown, Spry, East Prospect, Yorkana, Frysville, Blue Ball, Long Level, Craley, Bittersville, Windsor, Springvale, Felton, Delta and Yoe.

The motive of the organization is mutual protection for the cigar manufacturers in the way of eliminating the frequent advances of cigar boxes, advertising among its members "bad accounts," explaining and advising in regards to some of the "meaningless Revenue rulings," etc.

The following officers were elected: President, I. H. Rejahn of A. F. Fix & Co., Dallastown, Pa.; vice president, B. N. Hannigan of The Prospect Cigar Co., East Prospect; secretary, Chas. C. Meads of The Meads Tobacco Co., Red Lion; treasurer, G. A. Kohler of G. A. Kohler & Co., Yoe, Pa. Five other directors were elected to serve on the board, Hon. T. E. Brooks, of T. E. Brooks & Co., Red Lion; J. W. Minnich of J. W. Minnich & Co., Dallastown; Horace E. Throne of H. E. Throne & Co., Frysville; W. J. Neff of W. J. Neff & Co., Red Lion; W. H. Snyder of W. H. Snyder & Co., Windsor.

The meeting was adjourned with a motion to meet once a month in the local council chambers.

Note:—Illustrating the present celerity of postal service, it may be said that the above letter, mailed in Red Lion, Pa. September 21, managed to arrive at its destination in New York October 2.

Hailstorm Damages Tobacco

PORTLAND, Tenn., Oct. 2.—A rain, hail and wind storm of considerable proportions visited this community Monday afternoon. The hail did considerable damage to growing crops, especially tobacco.

Directory of TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

I. H. Weaver, Lancaster, Pa., president.
Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

The Wholesale Tobacco & Cigar Dealers Association Philadelphia, Pa. & Camden, N. J.

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby

THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH

Evansville, Ind.

Makers of Good Cigars for Over 67 Years

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED

DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

A Mild Aromatic Smoke

S. PALO Y CA.
SIMON BATT CO., Prop.
Office 458 Broome St., New York

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

HIGH GRADE CIGAR LABELS
We have just purchased the entire stock of the exceptionally fine line of Labels formerly lithographed and carried by Louis E. Neumann & Co. This complete line together with our own and those formerly made by Krueger & Braun is now being offered at exceptionally low prices to close them out. Editions run from 2,000 sets upwards. GOOD OPPORTUNITY TO OBTAIN A PRIVATE LABEL IN SMALL LOTS. Samples furnished on application.
WM. STEINER SONS & COMPANY
257 to 265 West 17th Street NEW YORK CITY

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

UP STATE STORIES

(*Continued from page 37*)

hikes for the R. R. station, to make the West Shore before his geranium vest got frost bitten or wet with the damp fog wer're having.

"In fact, Sam, that's more than half of Kirk's success—his smart style. Always has a 25-cent shine, wears a $25 Trafalgar Square bowler derby, Lord M'Dougal side-wheel-whiskers, with a suit o' tweeds, b'gosh, which certainly cost almost so much as a reduced detroit fliv.

"When he ain't got those clothes on, Sam, friend Kirk feels cheap as sugar. Gets the idea, you know, that perhaps it's all O. K. to wear a plain blue serge suit to a staff conference o' Velvet Joe tobacco men in Albany, but he can't jackrabbit home quick enough to make a flash change into that other wardrobe, which he never wears more than two days in concussion."

"Smart feller, that Kirk," nodded Sam Ash, looking out the window to note a possible reduction in the density of fog, which now seemed to be just as intense within as without—probably cigar smoke in both views. "Like famous Freddy Santee, y'unnerstan, that there thirteen year old boy o' Wapwallopen, Po., who should this Fall walk right into Harvard College with 6,000 other kids, all puffin' on pipes or cigarets, so they should look so old an' wise as Witenagemotes."

"I don't know what they are, Sam, but if it's another political party, they ain't gota chance," rumbled Jim Stubb, at last disposing of all the Hot Chair Club official business of moment and calling it a day. "We can't see the winner now on account o' the feud-fog, Sam, but one of these opposition parties is right in line for a frost this November, and we ought to get busy and sell him some cigars so he can pay his bets before his money disappears like dinge dollars at an ethiopian bone-banquet!"

"Alright, then, yuh should sell 'em—I ain't registered," spluttered Sam Ash, trying to get out to lunch before Jim found his Autumn millinery. "First, though, yuh should let 'em paste the place all up with politicker posters o' each favorite party, unnerstan me. Then yuh should wear it the buttons, first one, then another. After that, don't say it anneything a-tall about what yuh should think o' the candidates, y'unnerstan, on account some customer should be waggin' his ear, an' mebbe never buy another smoke in the house, unnerstan, should yuh say it even a whisper about his favorite President which he might think it yuh intended as jiu jitsu language such as nu business man should ever mention, even to his principal partener, y'unnerstan."

"You got the goods, Sam—sell 'em yourself," urged Jim Stubb, beating Sam to the front door and the Boulevard Rotisserie by the exact plurality of seventeen steps. "Make 'em take the cigars by the box, mind you, none of that fill-my-pocket bet stuff. Give 'em any talk you please, prosperity, protection, peace, or war—I don't care. But sell 'em before the discount fiends come around again looking for such bargains as nutria fur trimmed bathing suits in October, and Xmas packings o' cigars in January!"

THE SMOKER.

Classified Advertisements

GEORGIA SHADE GROWN, Crop 1918 First Size, Light Equals Imported, Sumatra, 3 lbs. to M. 10 to 1,000 lbs., price $1.55 per lb. Net cash delivered. No order less than ten lbs. considered. P. J. Sullivan, 161 Pierrepont St., Brooklyn, N. Y.

FOR SALE—55 cases French cigarette paper, $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C
AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

LICORICE FROM FRANCE

Per S. S. Banksdale. Arrived Sept. 30.

	Cases
W. Schall & Co.	5
A. M. Leslie & Co.	3
McLaughlin, Gormley & King	32
Garcia & Sequi	193

Per S. S. Farnsworth. Arr. Sept. 29.

	Cases
A. M. Leslie & Co.	1

LICORICE FROM ITALY

Per S. S. Duca d'Abruzzi. Arrived Sept. 30.

	Cases
W. D. Wit	1

LICORICE ROOT FROM CHINA

Per S. S. Lancaster. Arr. Oct. 5

	Bales
McAndrews & Forbes Co.	18,453

CLAY PIPES FROM SCOTLAND

Per S. S. Vindelia. Arrived Sept. 29.

	Boxes
Meadows, Wye & Co.	50

BRIAR PIPES FROM FRANCE

Per S. S. France. Arrived Oct. 4.

	Cases
H. S. Lederer	4

BRIAR PIPES FROM LONDON

Per S. S. Bardic. Arrived Oct. 4.

	Cases
L. & A. Orlik	1

SMOKERS' ARTICLES FROM ITALY

Per S. S. Luigi Rizzo. Arrived Oct. 4.

	Cases
P. Romagnoli	1

TOBACCO POUCHES FROM ENGLAND

Per S. S. Baltic. Arrived Oct. 2.

	Cases
Meadows Wye & Co.	2

CIGAR CASES FROM LONDON

Per S. S. Bardic. Arrived Oct. 4.

	Cases
B. & A. Orlik	1

CIGARETTE PAPER FROM FRANCE

Per S. S. Farnsworth. Arr. Sept. 29.

	Cases
American Tobacco Co.	1,100

Per S. S. Oscoda. Arrived Sept. 29.

	Cases
Equitable Trust Co.	310

Per S. S. France. Arrived Oct. 4.

	Cases
Southern Pacific R. R. Co.	1

PAPER MOUTHPIECES

Per S. S. Baltic. Arrived Oct. 2.

	Cases
British-American Tobacco Co.	10

TOBACCO FROM SCOTLAND

Per S. S. Vindelia. Arrived Sept. 29.

	Cases
Grosvenor Nicholas & Co.	3

TOBACCO FROM LIVERPOOL

Per S. S. Virgilia. Arr. Oct. 5

	Bales
Furness Withy & Co.	225

TOBACCO

ESTABLISHED 1886

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Natural Laws Are No Respecters of Persons

Explaining the Downward Drop of Prices

WASHINGTON, Oct. 11.—Somebody has got to pay the piper in the present decline of prices, according to Archer Wall Douglas, chairman of the Committee on Statistics and Standards of the Chamber of Commerce of the United States in his monthly report on general business conditions

Pointing out that natural laws are no respecter of persons, Douglas says that no price understandings, nor withholding of products from the market, ever succeed for more than a comparatively brief space of time in maintaining the price of any commodity.

"Those who predicted continued high prices because of 'the great volume of money have mostly taken to the woods," he says. "For the amount of currency in circulation today is greater than ever before, and yet prices are on the downward movement.

"Declines in food prices are naturally following the abundant harvest. Corn is selling at about half the high prices of a twelvemonth ago. Nor has much labored propaganda about the great demand for breadstuffs to be expected from Europe sufficed to maintain the price of wheat. Another reason is that our neighbor, Canada, has a great crop. The three prairie provinces alone will produce about two hundred and fifty million bushels of wheat. They can consume only a small portion of it, and their storage facilities are most inadequate. There is nothing left for them but the export trade.

"The general buying attitude is con-

(*Continued on page* 39)

No Lack of Work for Employes of the Western Tobacco Co. at Louisville

The tobacco export trade to Africa is one division of foreign business that continues to be really good

American Buyers Obtained "All the Cream"

At the Sumatra Tobacco Inscriptions in Holland, the Best Was Acquired at Fancy Prices for Shipment to the United States—Some of the Parcels Offered at the Last Sale Were Highly Desirable—A Recapitulation by Mail.

AMSTERDAM, Holland, September 24.—Today's sale comprised 12,326 bales of Sumatra tobacco of the 1919 crop, 6,429 bales of 1918 and 2,430 bales of 1917 tobacco.

The 1917 tobacco did not contain a single bale suitable for the American market, whereas in the offerings of 1918 tobaccos, there were some very desirable marks, of which the Senembah My/PM and Medan/TR were the best. And it may be taken for granted that the 1919 tobacco represented practically all the suitable Sumatra then unsold. As the first samples were shown on Monday, September 20, it was generally believed that this sale would bring out an enormous quantity of very good tobaccos, as the samples of six fancy lots were shown, but the two following inspection days gave quite another aspect to the situation and the tobaccos of those days ranged from very medium to poor. The result was a limited quantity, much smaller than in the previous sales. Generally, the tobacco was not as good as in the sale of the 17th and lots such as the Deli Toewa were not represented. As this sale was the last one for this year, which would bring out good tobaccos, the tendency of prices was very firm. In fact prices were on a higher level than heretofore.

The best lots of the sale were: Senembah My/SB, bought by the American Cigar Co. It was a very nice leafy lot of tobacco, a splendid yielder, throughout, having a greenish cast. The running lots, thirds and broken-leaf included, brought 1,046 Dutch cents, which means a price of about 1,400 Dutch cents for the firsts and seconds; 308 bales of this parcel will be shipped to the States.

Another nice lot was Senembah My/S also bought by the American Cigar Co.. Of it 204 bales will be shipped to New York.

The General Cigar Co. bought a fancy parcel of 161 bales Deli My/QB, and E. Rosenwald & Bro. secured 130 bales of Deli My/PB, likewise "a cream lot." Duys & Co., Inc., bought 202 bales of a fancy lot of Deli My/A.

Other sales were: 83 bales Deli My/—; 95 bales Senembah My/KFH and 174 bales ASTCo/TO to Duys; 99 bales S & R to Rosenwald; 72 bales Deli My/KB/Lkt, 186 bales Deli My/LM, 365 bales Senembah My/—, 106 bales Senembah My/K, 98 bales Amst Deli Co/JH and 140 bales Amst Deli Co/SB to Cullman Bros.

L. Schmid & Co. bought 185 bales Senembah My/PM, 119 bales Medan Tab My/S/Lkt and 244 bales S & R. Quanjes and American Malay secured some Senembah My/PM.

As all better parcels of the leading companies have been sold, it is almost sure that the coming sale will not bring any desirable tobacco, and if they do the quantity will be so small that it will not be worth mentioning.

Next week a Java sale will be held in Rotterdam, at which a big quantity of Besoeki ABM will be offered, all 1918 tobacco. As the entire 1918 crop has the same sweet character, it may be predicted that the American buyers will not touch it.

Men in the trade, who have seen the samples displayed in the New York sales rooms of Wm. Quanjer, Inc., will quickly admit that Quanjer obtained quantities of "mighty nifty tobacco."

WANT TOBACCO TAXED MORE

The National Industrial Conference Board will meet in New York City, October 22 and 23, to discuss the question of Federal taxes.

Desirous that "excess profit" taxes shall be abolished, the Board is said to be inclined to recommend that heavier burdens be imposed on the tobacco industry.

A "tentative report" of the committee on taxation contains the suggestion that taxes on cigarettes be increased from $3 to $5, and that the tax on smoking tobacco be raised from 18 cents to 24 cents a pound. The added imposition, it is figured, would produce $70,000,000 more revenue from cigarettes and about $8,000,000 extra on smoking tobacco.

The Tobacco Is the Best Evidence

Uniting as he does a knowledge of tobacco, most excellent judgment, strong connections and the ability of a very shrewd buyer, Wm. Quanjer of Wm. Quanjer, Inc., was able to acquire a considerable supply of highly desirable Sumatra and Java wrappers, despite steep prices. In Holland, of late, the demand for Sumatra and Java suitable for the American market has been phenomenal. "Anything that would do" could be quickly sold. But Quanjer didn't cross the ocean just to secure a lot of passable stuff. He got what he wanted because he knew how, when and where to buy to best advantage.

He obtained fine tobacco, of excellent marks, entirely sound, good colored, leafy, highly serviceable Sumatra of the 1919 crop in first and second sizes. Also his selections of the 1917 Java crop are declared to be unusually desirable.

The tobacco itself is the best attestation of Quanjer's success in purchasing.

Interpretations of the Child Labor Tax Law

WASHINGTON, Oct. 13.—The Bureau of Internal Revenue has just issued resued revised rulings on the Child Labor Tax, including interpretations as answers to inquiries. In connection with the tobacco industry the rulings are as follows:

TOBACCO INDUSTRY—HOGSHEADS

Any room or place in which an article or part thereof is manufactured, repaired, cleaned, altered, or ornamented, or where any handiwork is carried on, is held to be a workshop within the meaning of the law. Therefore, the room or place where hogsheads are made or repaired in a tobacco dealer's establishment is a workshop within the meaning of Title XII, Revenue Act of 1918, and the person operating the establishment is subject to the tax if children are employed or permitted to work therein contrary to the standards laid down, even though the child is paid by his father who is working under contract with the tobacco dealers.—September 13, 1919.

The taxing measure does not apply to the employment of children in purely farming or agricultural operations where the character of the work never requires or permits the employee to be in or about the establishments specified in section 1200. Assuming that the picking and stringing of leaves of tobacco on a plantation is an agricultural operation in no way connected with the operation of a workshop, factory, or manufacturing establishment, the employment of children to perform such work does not come within the taxation intent of Title XII of the Revenue Act of 1918. —June 20, 1919.

The grading of leaf tobacco in a tobacco warehouse is not a part of a mechanical process of manufacture or a manufacturing operation within the meaning of Title XII, Revenue Act of 1918, and work of this character does not bring a sales warehouse within the purview of this law.—September 23, 1919.

Greater Cigar Production at Los Angeles

LOS ANGELES, Oct. 8.—The production of cigars in Los Angeles has doubled in the past year. The total for the last twelve months was 36,000,000 cigars. The total valuation of the year's output of cigars was $2,700,000. The average price per thousand was $75.

Los Angeles is producing 3,000,000 cigars a month to-day as opposed to 1,500,000 this time last year. Local cigar manufacturers believe that this city will be the greatest cigar manufacturing center west of Chicago. The cigar plants of the city have no dull season, for the dry air of Los Angeles enables them to work every day of the year. In Portland, the other cigar manufacturing center of the Coast, the plants are forced to shut down during the rainy weather.

Tobacco and Cotton to Be Held Back

FAYETTEVILLE, N. C., Oct. 9.—The Cumberland County cotton growers held a rousing meeting here this week in which they practically determined to set their price on their own cotton and tobacco and adopted a plan of organization for the purpose of carrying out that determination.

The plan adopted is one worked out by A. L. McCaskill, president of the Cumberland Cotton Association. Mr. McCaskill explained that if the plan be followed strictly, it would enable the farmer to name the price of his own labor as does the laboring man and the business man. More than 100 farmers, some of them tobacco growers, signed applications for membership and pledged themselves to be governed by all of its stringent rules and regulations.

The holding of cotton was stressed as a principal aid to a farmer in getting a reasonable figure for his crop. T. S. Tomlinson, of Wilson, president of the North Carolina Cotton Association, addressed the growers and urged the holding of both cotton and tobacco off the markets as far as possible. He recommended the holding of cotton over a period of twelve months; the purchase or rental of enough warehouses to hold the crop; a strong organization with representatives in foreign countries, creating markets for the farmers' products in other countries; planting of less cotton and tobacco and the elimination of work by women and children.

A Fairly Active Market Reidsville

REIDSVILLE, Oct. 9.—Tobacco breaks have been fairly good each day this week, but the market is not being rushed by the farmers. This is the best way to market the weed—in an orderly way. The quality of the breaks shows some improvement, due fewer offerings of the non-descripts. Prices have stiffened some this week and the general average is now two or three dollars above last week's average.

Detag Apportions Tobacco by Lot in Germany

Distribution Made by the Semi-Official Controlling Organization at Bremen—Some 9,647 Bales of Sumatra; 8,280 Bales of Java, and 16,715 Bales of Cigarette Tobacco Involved in the Turnover—Germany's Cigar Industry Restricted to 40 Per Cent of the Raw Material Used in 1915 —New Tax Works Havoc on the Cigarette Industry—"Snuff Business Is Satisfactory."

BERLIN, Sept. 19.—The "lottery" arranged by the German Tobacco Trading Co. of Bremen, known as Detag, the semi-official organization controlling the distribution and rationing of tobacco, will take place tomorrow. It is to dispose of the remaining tobacco stocks. Samples of the tobacco to be sold per plan were exhibited at Bremen the last few days. The "lottery" includes 9,647 bales of Sumatra and 8,280 bales of Java. Of other stocks 16,715 bales are cigarette tobacco.

As to the present situation in the tobacco industry the *National Work Paper* (*Reichsarbeitsblatt*) says:

"Germany's cigar industry is restricted to 40 per cent of the raw material used in 1915. The German distributing company of Bremen has bought vast quantities of raw tobacco at high prices and a high rate of exchange in foreign countries. This tobacco, in part, is still on hand and will have to be distributed before reduced prices will be possible in the retail trade. One firm reporting says it could now buy at one quarter the price it is forced to pay were it permitted to purchase freely in foreign countries. Manufacturers buying the expensive raw tobacco furnished by the Detag are encountering difficulties in selling their expensive goods. Consumers refuse to buy and play a waiting game. This is bound to result in unemployment on a large scale. As a matter of fact most manufacturers have been forced to curtail production. Higher taxes are aggravating the situation. Since the new—"banderole"—tax took effect, orders have declined rapidly. Even in cases where orders were sufficient to run full force the rationing of tobacco prevents it. Some manufacturers accumulate stocks in order to hold some of their hands. Many shops have reduced the daily hours of labor to 6 and 7 hours. Many shops work their hands only 24 hours a week, while others are running 36, 45 and a few 48 hours a week.

"In the cigarette industry the new tax has played havoc with production. Weekly hours of labor have been reduced to 42½ generally. Several factories are doing unproductive work, simply to retain some of their hands. Export prospects of the German cigarette industry are indefinite. Fluctuations in the rate of exchange and interference with the export trade by government control are the principal causes of uncertainty. Cheaper cigarettes in domestic trade would stimulate production, but high taxes preclude any declining tendency as to prices in the retail trade.

"As to snuff, business is considered satisfactory, in part even good. According to 31 reports received by this paper 6,665 hands out of 13,606 engaged in the snuff industry were employed 'satisfactorily.' of the rest one half were contending with 'bad' conditions, while the other half were doing 'well.'

"According to reports from the province of Saxony and from Anhalt the cigar business is very dull. Bavaria reports slight improvement, while Schleswig-Holstein and Westphalia-Lippe are complaining."

In Baden the 1920 tobacco is sold without restraint, although control has not yet formally been abolished by the national government. Prices are very high, although there has been an abundant crop. The *Tobacco Gazette* says prices are exorbitant as a result of the machinations of speculators. Demand for tabacco of 1919 is very brisk in Baden, but supplies are limited.

Weather conditions have not been favorable. Rain is interfering with harvesting as well as with drying of leaves already under roof.

The Eichsfeld reports that planters are going to cultivate "quality" tobacco. The planters' association, by collective bargaining, claims to have obtained higher prices for its members, the extra profit amounting to 2,500,000 marks on the sale of 10,000 cwt. of raw tobacco.

THE GOSPEL OF WORK

H. H. SOUTHGATE, in *The U. S. Floating Power Plant News.*

Is America to become a nation of shirks and slackers? Shall we continue to "let George do it"? Or are we now ready to emerge from the mental slump which followed the Great War and jump aggressively into the world-wide battle of Commerce, forcing our way to our rightful leadership among the nations of the earth?

Our place is among the leaders of the earth in Commerce, Finance and Industry. But unless we come out of our trance that place will be forever lost to us. America today plays the part of the dissolute Nero, jazzing away the precious hours while the Rome of our opportunity is destroyed by the fires of indifference.

"George"—meaning both our friends and enemies among the nations—is doing it, alright. He is going full speed ahead. Instead of leading we are trailing. And lack of production is wholly responsible.

Work pays the bills. Work earns promotion. Work—honest, hard work—will help bring down the high cost of everything. Nothing else will. What America needs is less conversation and more perspiration.

We idle. We talk. We play. Others work. They toil night and day to repair the ravages of war, and to build up production in all lines.

What is the answer to be? Will America work, or will she want? Is the high cost to decrease, or will idle plants and empty shelves force it still higher?

The man who works fewer hours or does less work hurts his own cause. He cuts down production. He is an industrial slacker. There is no more excuse today for his conduct than there was in war times for the man who evaded his war obligations. Not alone does he injure himself. He hurts his family—his friends—his country.

Our safety as a nation depends upon production — hard, driving effort to forge ahead. Before the war, and during it, we made wonderful progress through production. Then we stopped to rest. Our minds and bodies are now rested and refreshed. Once more we must work—work to live. The prosperity of the future depends wholly upon our actions today.

Production mean work—work—and still more work!—until each of us has reached the height of his efficiency and earning power. Not alone do we need production in the factory, but in the office, on the road, on the farm, in the home—in every phase of our lives.

Work, for the joy of the work itself—for the sake of successful accomplishment—for the betterment of all—to bring down the high cost of living through increased production and decreased overhead—for the future peace and comfort of our sons and daughters—for the salvation of America—work!

Talk will not right conditions. Act! Work more and talk less. And as production creeps higher, day by day, the difference in prices and conditions will become apparent. Production alone will make that difference. Work brings production. Preach the Gospel of Work.

A SATISFACTORY COVER CROP

The tobacco growers in the Connecticut valley are somewhat disturbed over the gradually decreasing yields of fields. Quality appears to be fully maintained year after year, but quantity is lacking. It cannot be attributed to a lack of fertilizer, since growers have increased the size of application and tried various combinations of plant food. Dr. Jenkins of the Connecticut agricultural experiment station says the cause of the trouble is not known, but it has been noticed in some cases that resting the land by growing other crops for a few years restored the soil so the yield of tobacco became satisfactory again. However, this change of crops is both inconvenient and expensive, since the grower specializes in one crop and has his investment in barns, tools, equipment, etc. Dr. Jenkins feels there is great promise in working out a satisfactory cover crop to be grown between successive plantings of tobacco, sowing the seed as soon as possible after tobacco harvest and keeping the cover crop on the land until it has to be broken the following Spring. Various cover crops have been tried out thoroughly and timothy appears to be most promising. Dr. Jenkins urges tobacco growers to test timothy for at least three years in succession, sowing yearly with a fairly heavy seeding. The experiments reported by the Hartford county farm bureau in using timothy in this connection are very satisfactory. The figures indicate that timothy, when plowed under, may contain not far from three tons vegetable matter carrying about 100 pounds nitrogen, 50 pounds phosphoric acid and more than 100 pounds potash. It will be recalled that the Massachusetts market garden field station at Lexington also has had very satisfactory experience in using timothy as a cover crop. Our farmers may well give this a careful trial, not only for tobacco, but where a desirable cover crop is wanted.—*New England Homestead.*

THE CUBAN MORATORIUM

Though some say it was not absolutely necessary, the declaration of a 50-day moratorium in Cuba may be effective in affording relief. Financial difficulties, intensified by runs on several banks in Havana, Saturday, had to be overcome or, at least, staved off, somehow. The unfortunate position of certain Cuban banks has been ascribed to the sudden and deep drop in the price of sugar. But other things, perhaps, were even more oppressive in producing the crisis.

The port troubles at Havana, to a large extent, were responsible. Added to the demands of labor, the expense and loss caused by antiquated and insufficient cargo handling equipment, lack of pier space, etc., which forced the holding of 100 ships in the harbor at one time, had much to do with the present financial embarrassment.

Likewise, disputes relative to $20,000,000 worth of rice, now held in Havana warehouses, deteriorating badly, can be included among the big bank troubles. Some of the Cuban importers have refused to accept the rice.

Though the moratorium may cause considerable sums belonging to the tobacco firms and companies to be tied up in Havana for the time being, it does not appear that the bank difficulties will seriously affect the tobacco business in Cuba.

While the moratorium was declared for 50 days, there is more than a possibility that it soon may be removed.

Canada's total revenue for August was $11,374,890 against $5,251,001 for corresponding month of last year. Total revenue for the fiscal year ended March 31 last was slightly over $58,900,000. A conservative estimate based on August totals, places the collections for the current year at approximately $115,000,000. However, it is expected that the total revenue for the fiscal year will be $150,000,000 or more. The luxury and sales tax collections are expected to show a substantial increase in coming months. Some merchants have not yet made full returns.

AN APPEAL

Take, if you must, my wine and rickey;
Seize, if you will, my crême Yvette;
Capture my five-star (old but tricky),
But let me keep my cigarette.

Little and frail, it still produces
Fragrance as fresh as the new-blown rose,
Which, in its subtle way, induces
Joy when I blow it through my nose.

No; I'll complain not, though you trim me
Down to the barest joys there be;
Vote that I may not jazz nor shimmy,
Volstead my coffee and my tea.

Bind, if you must, my erring neck fast
Under your grim reforming yoke;
Brand me with shame, . . . but after breakfast
Leave me alone with my morning smoke

Beat me about with your club and truncheon,
Send a policeman to search my things;
But, for a little while after luncheon,
Leave me in quiet to blow my rings.

Call me an unrepentant sinner,
Call me a wretch without regret,
Only (especially after dinner)
Leave me alone with my cigarette

Roger Burlingame in Life.

In a Manila warehouse—Cagayan tobacco for export to the United States

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NEW YORK, THURSDAY, OCTOBER 14, 1920

THE WHEREFORE OF AGITATION

The Atlantic Monthly is a revered publication. No publication is more favorably received by the cognoscenti in the United States. But appreciation of the *Atlantic* is not restricted to little groups of intellectuals. In increasing numbers, red-blooded men read the staid old monthly; they are induced to do so because of the up-to-date importance as well as the age and literary prestige of the magazine. Always, there is something "well worth reading" in the *Atlantic*.

In the October issue of the venerable *Atlantic*, appropriately, too, in the magazine long ago associated editorially with such famous authors and smokers as Bret Harte, Henry W. Longfellow, James Russell Lowell, J. T. Trowbridge and William Dean Howells, account is taken of anti-tobacco agitators.

In a featured article, entitled "Is a tobacco crusade coming?" L. Ames Brown, best known as a Washington correspondent, proceeds to discuss the possibility of prohibiting the use of tobacco in this country.

After enumerating the groups most likely to be active in opposition to tobacco, the *Atlantic's* contributor refers, somewhat guardedly, to assignable reasons for attacks on the tobacco industry.

That tobacco will not lack defenders, Brown more than intimates by quoting rather freely from the excellent special speech of President Eisenlohr at the T. M. A. convention in Washington last May.

However, the drift of Brown's argument appears in the following somewhat lengthy excerpts:

With the prohibition of liquor an accomplished fact, there is evidence of increased activity on the part of those who oppose the use of tobacco. "Anti-tobacco" leaflets flit through the mails with greater frequency. New "cures" for the tobacco-user appear in the magazine advertisements. Newspaper headlines of such tenor as "Nicotine Next," or "A Tobaccoless World by 1925," recur. An organization that devotes a part of its energy to the elimination of smoking has just completed a money-raising campaign. Significant indications of anxiety are to be noted among members of the tobacco industry.

In some well-informed quarters, the opinion appears that a national movement to suppress or greatly to restrict smoking may take definite form. One of the chief causes of this opinion is the vast amount of reform energy and ability that has been dumped upon the sociological market by the adoption of prohibition. When the Anti-Saloon League programme was achieved, it was supposed that a goodly proportion of its well-paid and efficient organizers would seek new employment. One change already has been made: Dr. Edwin C. Dinwiddie, the National Legislative Superintendent of the League, has resigned to become General Superintendent of the Southern Sociological Congress. The feeling naturally arises that some of these experts may look with real favor upon a war of extermination against tobacco.

It has been a year of rumors and surprises as to things political, in which were mingled some exaggerated assertions regarding the future of tobacco. One such rumor had it that a well-known millionaire philanthropist had set aside a million and a half for an investigation of the pathological effects of smoking. That sounded in a measure like the history of the Anti-Saloon League propaganda repeating itself; for any drive against tobacco that was to be based so soundly in scientific research merited serious consideration. No such appropriation has been made by the millionaire in question, however, and the origin of the story remains to be disclosed.

* * * * *

The same forces that imposed prohibition on an unwilling nation are behind the anti-tobacco movement. They are the sharpest, shrewdest and most adroit politicians,—past masters in the field of practical politics,—who don't hesitate to use any means to carry their point."

Among the active forces that can be listed as arrayed against the use of tobacco and as in some way aligned with ideas which, when carried out, will mean the restriction or abolition of tobacco, are the Woman's Christian Temperance Union and the Life-Extension Institute of New York. There are a number of additional factors in the opposition to tobacco.

* * * * *

An element in the movement that is not to be ignored is the increased activity of companies that sell the so-called "cures" for smoking. These companies carry on a propaganda that is even more energetic and impetuous than that of the philanthropic organizations previously referred to in this article. They leave nothing unsaid that can be thought of to prejudice the public against tobacco. One such statement that recently caught my eye in the advertising pages of a magazine was this: "You know better than anyone else that you ought to stop because, sooner or later, it (tobacco) is bound to undermine your health. Heart-trouble, indigestion, dyspepsia, nervousness, insomnia, poor eyesight—these, and many other disorders, can often be traced to the use of tobacco. Besides, it is an expensive, utterly useless habit." The demand for these "cures" is steadily increasing and is being developed by the utilization of modern merchandising methods; within the past six months, I am informed, 300,000 lines of space in 400 different publications have been utilized to paint the evils of tobacco and the effectiveness of tobacco cures. A reader who is induced to write for particulars is pursued for months thereafter by pamphlets and form-letter literature, intended to convince him that tobacco is a demon as greatly to be feared as the demon rum.

From the standpoint of volume, the legislation already on the statute-books of the States is quite extensive. Laws to prevent the sale of tobacco to persons under eighteen years of age, or of greater stringency, have been adopted in the following states: Arizona, Arkansas, California, Delaware, Georgia, Idaho, Indiana, Iowa, Kentucky, Kansas, Louisiana, Maine, Massachusetts, Michigan, Minnesota, Mississippi, Montana, Nebraska, Nevada, New Hampshire, New Jersey, North Dakota, New Mexico, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, South Dakota, Vermont, Washington, West Virginia, and Wisconsin. Perhaps the most drastic state law is that of Kansas, a summary of which, recently prepared, reads:—

"It is unlawful to sell or give away or 'to have in any store or other place of business' cigarettes or cigarette-papers; or to advertise cigarettes, or to sell on news-stands or trains newspapers or magazines carrying cigarette advertisements, or to sell or give away to any person less than twenty-one years of age any smoking material, including tobacco and cigarettes. It is likewise unlawful for the proprietor of a place of business, including railroads, railway stations, and street cars, to permit minors of less than twenty-one years of age to use tobacco in any form, on penalty of a fine of $25 to $100 for each offense. 'If, upon what seems reasonable evidence, any person, company, or corporation is suspected of having in his or its possession any cigarettes or cigarette papers to be offered for sale, barter, or free distribution,' on sworn complaint of any citizen, 'any officer authorized to make arrests' may search the premises of the suspected firm without search-warrant, and confiscate any cigarettes or cigarette papers."

It is notable that the most stringent legislation has been adopted in certain Western states, including North Dakota, South Dakota, Nebraska, Kansas, and Iowa, where the tobacco-crop either is non existent or inconsequentially small. In these states the interest of the agricultural population is not challenged by the restriction. The extent of state legislation, however, while interesting, is not of great importance to the study of the possibilities of a new onslaught against smoking, because of the fact that the bulk of it has been on the statute-books for several years and is, therefore, in a sense, dissociated from a possible national development.

* * * * *

Always keeping foremost the contention that tobacco is a luxury, and a harmful one, the pamphleteers of the anti-tobacco movement emphasize with increasing frequency the grand total of our annual income which is expended upon tobacco-products. They have arrived at an estimate of $1,200,000,000, although the Treasury Department and the Department of Justice accept a figure greater than two billions. In this day of heavy taxation and price-stringency there are, of course, many ways to show how usefully this vast sum might be employed in other departments of individual expenditures. The statistical experts of the movement against tobacco have not yet, however, pursued their researches to the ultimate source of information. One of the points which they have failed to cover is the aggregate capitalization of concerns directly and indirectly participating in the production of tobacco usables. Had they the time and facilities for determining the total amount of the wealth of the country which is represented by tobacco stocks and securities, they might have another impressive total for their basic argument. But they do not fail to bring out the important claim that tobacco investments absorb large amounts of capital that might otherwise be available for the development of agriculture and so-called useful industries.

As their propaganda extends its scope, they will be confronted by many delicate questions of analysis which will perhaps not inure to their own advantage. The merest tyro in economics and finance will recognize that, whatever the grand total that annually "goes up in smoke," there would be a destructive side to the effort to save this total through prevention of smoking. The argument here comes back to the actual destruction of wealth which would be involved in ripping out the tobacco-manufacturing industry from our industrial structure. A gigantic volume of investments would, of course, vanish into thin air the moment that such an enterprise was seriously undertaken. Part of this capital would not be made available for other industries for the simple reason that it would be destroyed. It is a typical characteristic of such propaganda that it withholds complete analysis of such phases of its ultimate aims. Such movements are, of course, sociological in their nature and origin. Their supporters invade the realm of economics with a grand air of authority whenever a point can be made in support of their programme, but they retire when confronted with inevitable economic issues.

* * * * *

Adoption of national prohibition of the use of intoxicants has had a far-reaching effect in awakening thoughtful persons to the dangers that lie along the path of constitutional interference in personal and local matters. Constitutional law, instead of being a mysterious study mastered only by the expert, is rapidly coming out into the light of common day. The need for awakening the general public to the vital fact that the Constitution is the basis and principle of legislation, rather than an instrumentality of specific direction of individual life and habit, is fully appreciated now by many persons who did not work actively to prevent national prohibition.

* * * * *

Many things contribute to the opinion that the day of the anti-tobacco crusade is far off. There is not yet a real concert of action among the various organizations and individuals that are pointed in that direction, nor is there a common programme. Practically all the propaganda work is being aimed at the individual as the custodian of his own habits, while it is only by implication that the arguments for rooting out the production of tobacco are advanced. Not until there is union among these forces will there be strength sufficient to force constitutional change. In the matter of organization, the movement is in its first phase—comparable to the period before the Anti-Saloon League was organized, to give real driving power and an actual programme to the prohibition movement.

The easy course is to conclude that nothing will come of it; but only careless thinking tolerates that conclusion. Thousands of persons took this pose of confident assertion in the years when the prohibitory tide was rising. While it is true that the movement is only in its first phase, we should be ignoring recent political history if we relied too much upon the negative indications. The conservative view to take is that conditions have passed the stage where an anti-tobacco crucade was impossible to one where it is possible. It remains to be seen whether the movement will enter the realm of probable fulfillment.

Let us hope that the onslaught, if it comes, will be met by something better than a sudden, eleventh-hour propaganda of the corporations constituting the tobacco industry. For one thing, it is to be hoped that the ordinary man who likes his smoke will not be cowed and prevented from speaking out, as was the case with the ordinary man who indulged in intoxicating beverages.

PASSING THE BUCK

What does it mean to have taxes passed on to the public? Is it right that they should be? Can you think of any system of taxation in which they cannot be passed on to the public?

If a rich man is made to hand over a certain per cent of his income for taxes, should a poor man be made to hand over a similar per cent of his income for the same purpose? Should taxation be a question of percentage.—*The Outlook.*

The Supreme Court of the United States, on Monday denied a petition for a rehearing in the prohibition cases.

Town and harbor of Cavalla, Northern Greece. The Island of Thasos may be seen in the distance.

Cavalla—
famous for its fine Turkish Leaf

The tobaccos grown on the sunny fields about Cavalla, Drama and Xanthi are picked by the natives and brought to this sea port. Here the leaves are taken to the warehouses for manipulation, grading and pressing into bales.

The large white buildings on the water front, shown near the center of the above picture, are the warehouses of the Standard Commercial Tobacco Company, Inc. Toward the right down the street known as Standard Commerce Avenue are the offices of our Cavalla branch.

From this port each year the Standard Commercial Tobacco Company ships large quantities of the world's finest tobaccos to the United States and Europe.

THE STANDARD COMMERCIAL TOBACCO COMPANY, INC.

The World's Largest Dealers in Turkish Tobacco

120 BROADWAY

NEW YORK

Internal Revenue Receipts, Fiscal Years 1919 and 1920

(Figures for the fiscal year 1920 are subject to revision on receipt of final reports of accounting officers)

Objects of taxation	1919	1920	Increase (+) or decrease (—)
Tobacco:			
Cigars (large)	$36,086,247.16	$55,427,617.88	+$19,341,370.72
Cigars (small)	925,016.61	992,113.89	+ 67,097.28
Cigarettes (large)	162,349.11	285,934.31	+ 123,585.20
Cigarettes (small)	90,440,806.73	151,226,481.61	+ 60,785,674.88
Snuff of all descriptions	5,134,366.30	6,948,931.23	+ 1,814,564.93
Tobacco, chewing and smoking	57,491,383.95	74,677,994.35	+ 17,186,610.40
Cigarette papers and tubes	1,020,532.02	1,541,746.53	+ 521,214.51
Floor taxes (cigars, cigarettes, tobacco and snuff)	13,027,306.11	3,704,262.10	— 9,323,044.01
Additional taxes on cigar and cigarette stamps	563,798.30	5,417.56	— 558,380.74
Additional taxes on tobacco and snuff stamps	362,176.52	2,573.41	— 359,603.11
Manufacturers of cigars, cigarettes and tobacco (special taxes)	789,109.03	1,032,304.15	+ 243,195.12
Total	$206,003,091.84	$295,845,377.02	+$89,842,285.18

Internal Revenue Tax on Products from Philippine Islands, Fiscal Years 1919 and 1920, by Objects of Taxation

Articles taxed	1919	1920	Increase (+) or decrease (—)
Cigars (large)	$1,088,194.35	$1,415,566.00	+$327,371.65
Cigarettes (large)	.....	21.60	+ 21.60
Cigarettes (small)	8,456.25	9,599.16	+ 1,142.91
Manufactured tobacco	130.62	6.51	— 124.11
Floor taxes—Cigars, cigarettes, tobacco and snuff	1,316.40	10.40	— 1,306.00
Additional taxes on cigar and cigarette stamps held by manufacturers	22,368.64	80.00	— 22,288.64
Total	$1,120,466.26	$1,425,283.67	+$304,817.41

Internal Revenue Tax on Products from Porto Rico, Fiscal Year 1919 and 1920, by Objects of Taxation

Articles taxed	1919	1920	Increase (+) or decrease (—)
Distilled spirits (non-beverage)	$268,410.85	$201,761.97	— $66,648.88
Distilled spirits (beverage)	68,537.60	.....	— 68,537.60
Cigars (large)	574,383.57	1,588,947.11	+1,014,563.54
Cigars (small)	5,550.00	19,500.00	+ 13,950.00
Cigarettes (large)	6,096.00	6,480.00	+ 384.00
Cigarettes (small)	34,710.44	6,606.60	— 28,103.84
Additional taxes on cigar and cigarette stamps held by manufacturers	.....	150.70	+ 150.70
Documentary stamps	.....	176.16	+ 176.16
Total	$957,688.46	$1,823,622.54	+ $865,934.08

Tabulation of United States Tobacco Imports

Official Figures of the Department of Commerce for 1918 and 1919

Articles and Countries.	1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.
Tobacco:				
Leaf, product of the Philippine Islands (free).	*Pounds.*		*Pounds.*	
Philippine Islands	.....	.....	621,339	$138,589
Leaf, suitable for cigar wrappers (dut.)—	*Pounds.*		*Pounds.*	
Denmark	.....	$.....	110,715	$197,702
Greece	22,750	22,000	1,688	1,386
Netherlands	1,315	2,023	109,723	179,459
Canada	80,081	185,088	375,454	435,434
Cuba	157,408	224,250	35,655	107,649
China	.....	.....	20	11
British Strait Settlements	64,600	95,512	.....	.....
Other British East Indies	1,644	1,276	.....	.....
Dutch East Indies	6,984,516	9,916,128	6,504,615	9,087,114
Hongkong	.....	.....	267	76
Japan	.....	.....	20	20
Turkey in Asia	.....	.....	15,985	11,040
Australia	786	2,270	.....	.....
Total	7,313,100	$10,448,547	7,154,142	$10,019,891
All other leaf (dut.)—	*Pounds.*		*Pounds.*	
Bulgaria	.....	.....	4,675,786	1,448,464
France	184,836	186,233	1,984	899
Greece	17,496,045	17,702,312	20,702,622	22,729,507
Italy	444,797	452,676	711,795	733,428
Russia in Europe	366,957	316,852	864,797	345,919
Turkey in Europe	.....	.....	3,094,792	4,442,066
United Kingdom—England	2,258	2,236	136,226	144,381
Canada	183,146	56,886	147,023	64,754
Guatemala	.....	.....	110	34
Panama	34	16	.....	.....
Mexico	278,144	86,768	10,563	9,567
Cuba	20,490,954	16,867,289	21,969,643	21,097,894
Dominican Republic	19,138,463	2,481,717	6,433,478	1,125,712
Haiti	128,239	12,833	.....	.....
Argentina	.....	.....	15	2
Brazil	7,074,975	1,089,820	931,591	142,712
Colombia	1,212,807	154,671	865,273	120,124
Venezuela	1,336	226	10,013	4,027
Aden	.....	.....	2,996	527
China	5,785,737	1,455,841	5,000,436	1,291,352
Chosen	651,198	132,368	588,030	148,293
British India	58,500	12,300	11,360	1,380
Dutch East Indies	20	13	.....	.....
Hongkong	217,572	84,447	29,020	11,266
Japan	2,448,902	554,840	26,778	16,993
Persia	1,120	282	6,618	2,269
Turkey in Asia	23,880	9,836	11,878,239	11,026,786
British South Africa	1,200	469	.....	.....
Egypt	9,895	13,511	109,935	78,439
Portuguese Africa	.....	.....	1,013	298
Total	76,201,015	$41,674,442	78,210,136	$64,987,084
Manufacturers of Cigars, Cheroots and Cigarettes. Product of the Philippine Islands—				
Cigars and Cheroots (free)—	*Pounds.*		*Pounds.*	
Philippine Islands	4,469,537	$5,548,720	3,907,212	$6,819,191
Cigaretts (free)—	*Pounds.*		*Pounds.*	
Philippine Islands	8,403	$8,083	6,669	$9,347
All other Cigars and Cheroots (dut.)—	*Pounds.*		*Pounds.*	
Belgium	.....	.....	248	942
France	.....	.....	1	10
Italy	3	15	.....	.....
Netherlands	.....	.....	103	641
United Kingdom—England	2,392	7,374	4	32
Canada	.....	.....	166	362
Panama	1	5	3	8
Mexico	12	48	70	198
Jamaica	49	158	179	649
Cuba	457,838	2,962,421	537,094	4,301,185
Dominican Republic	4	13	52	113
Argentina	3	28	.....	.....
Brazil	1	10	66	72
Colombia	235	1,631	.....	.....
British India	50	65	.....	.....
Total	460,588	$2,971,768	537,986	$4,304,212
Cigarettes (dut.)—	*Pounds.*		*Pounds.*	
France	6	7	58	505
Malta, Gozo, etc.	.....	.....	255	1,011
United Kingdom—England	748	5,505	1,467	10,093
Scotland	.....	.....	13	88
Canada	4	13	159	826
Panama	12	32	.....	.....
Mexico	14	21	47,387	50,770
Cuba	445	755	261	444
Brazil	.....	.....	2	3
China	5	9	.....	.....
Dutch East Indies	.....	.....	4	40
Australia	.....	.....	1	4
British East Africa	.....	.....	117	505
Egypt	2,625	10,036	1,352	6,309
Total	3,859	$16,378	51,076	$70,598
All other manufactures of (dut.)—	*Pounds.*		*Pounds.*	
Azores, and Madeira Islands	.....	.....	164	52
France	.....	215	17	6
Italy	.....	13,962	38,254	16,762
United Kingdom—				
England	.....	16,973	13,696	38,570
Scotland	.....	.....	400	1,354
Ireland	.....	964	1,328	2,278
Canada	.....	2,514	1,404	1,859
Newfoundland and Labrador	.....	.....	50	40
Cuba	.....	1,395	2,159	2,056
Brazil	.....	252	.....	.....
China	.....	17,609	2,600	1,252
Chosen	.....	.....	500	193
Hongkong	.....	83,579	137,554	71,323
Japan	.....	1,446	474	378
British South Africa	.....	3	.....	.....
Total	.....	$138,912	198,600	$136,123

INCREASED PRODUCTION OF CIGARS AND CIGARETTES

Shown by Internal Revenue Bureau Figures for July

WASHINGTON, Oct. 13.—The Bureau of Internal Revenue has been holding up for some time the monthlyy figures showing tobacco production owing to the fact that the preliminary annual report of the commissioner had not been printed. However, now that the report has been released, the bureau has made public the figures for July.

The bureau's figures show that in July of this year there were 678,751,956 large cigars manufactured, as compared with 569,908,339 manufactured in July of last year.

There were 51,766,100 small cigars manufactured in July of this year, as compared with 47,500,287 manufactured in July of last year.

The bureau's figures show that in July of this year there were 5,274,625 large cigarettes manufactured; as against 2,690,367 manufactured in July, 1919. There were 3,053,336,563 small cigarettes manufactured in July, as compared with 3,585,030,983 manufactured in the same month of last year.

There was also 3,250,665 pounds of snuff manufactured in July of this year as against 3,026,964 pounds manufactured in July of last year, while there was also 30,988,646 pounds of tobacco manufactured in July of this year as compared with 33,838,667 pounds manufactured in the same month of last year.

The department's figures also show that in July of this year there were 25,375,475 large cigars manufactured in Porto Rico as compared with 3,581,185 manufactured in July of last year. There were also 2,000,000 small cigars manufactured in Porto Rico in July this year as compared with 500,000 in July of last year.

In July of this year there were 28,125,318 large cigars manufactured in the Philippine Islands as compared with 21,775,447 in July of last year. There were also 413,760 small cigarettes manufactured in the Philippines in July of this year as against 80,800 in July of last year.

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LYNCHBURG, VIRGINIA, U. S. A.

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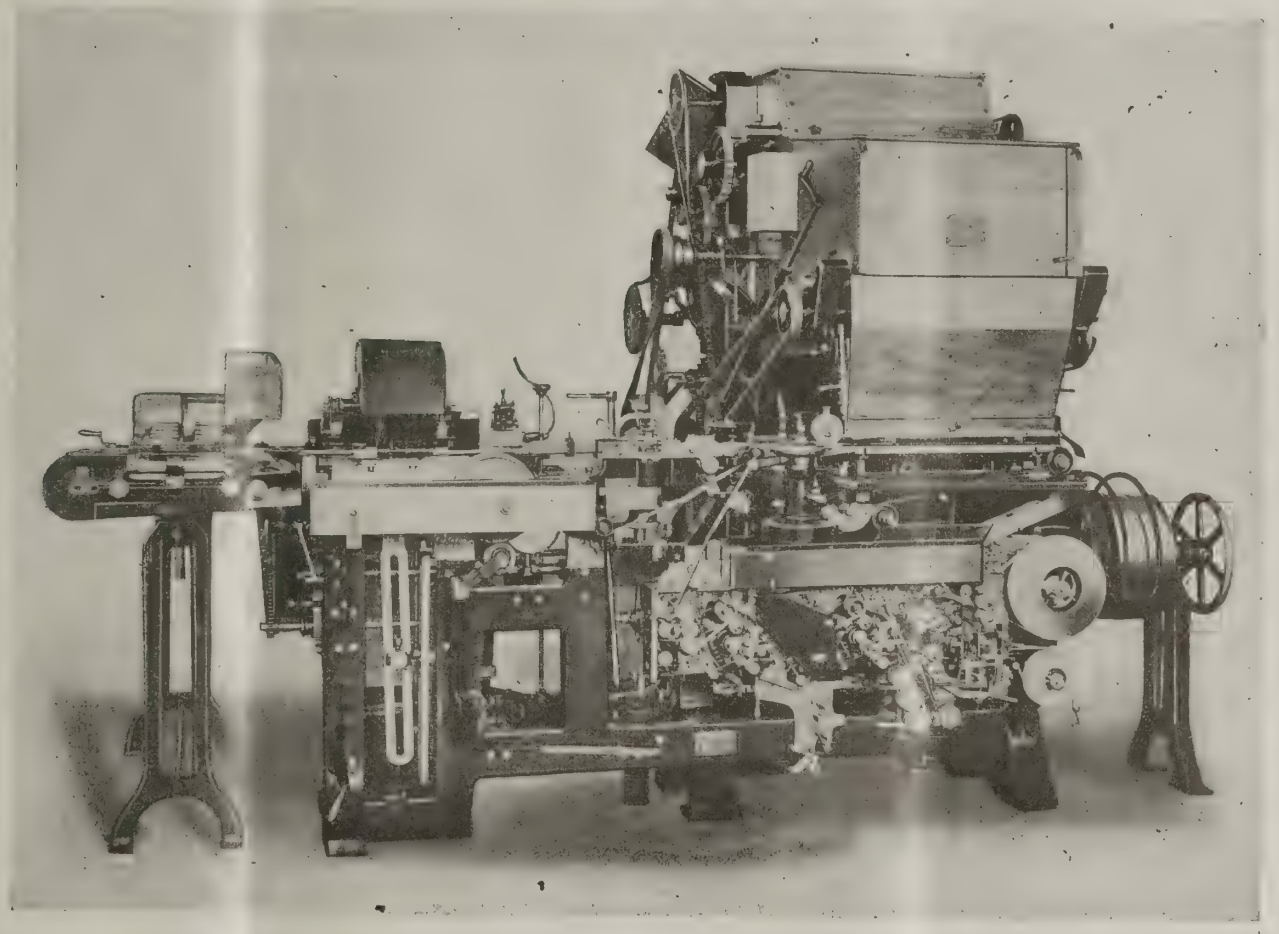

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Price Question Becomes Acute in San Francisco

Retailers Report That Smokers Seem Indisposed to Accept Further Advances on Cigars—Turkish Cigarettes Sell a Trifle Lower—Indications Are That 111, the New Brand of the American Tobacco Co., Will Be Welcomed Eagerly by the Trade—Leo Michaels on the Pacific Coast—Loverich Now Is Associated with E. M. Elam.

SAN FRANCISCO, Oct. 5.—Presaging what is thought by many small retailers here to be an absolutely necessary campaign of price reductions, the General Cigar Co., and the United Cigar Stores Co., retail stores, commenced this week to sell all Turkish cigarettes at a slightly reduced figure. The new retail price for Turkish 10s is 18 cents, and 20s at 35 cents. This is a drop in local prices of 2 and 3 cents respectively. There has been no wholesale price reduction, however, and the local small retailers are undecided as to their course of action.

With prices on many commodities being reduced right and left, and merchants in almost every line advertising reductions, the public is beginning to feel that tobacco prices are too high in some instances. "The point has been passed where any more increases will be countenanced by the buying public," declared the largest independent retail cigar man in San Francisco today.

Sales of a well known brand have dwindled almost to the vanishing point since a recent price increase, one retailer complained. The majority of the people are asking for a two for a quarter brand, said he, and when the price was increased they are turning to any other brand at the same price. The feeling here is that non-advertised brands will begin to sell if prices on the better known brands are advanced any further.

Several dealers say they are waiting expectantly for the American Tobacco Co.'s "111" brand of cigarettes, because of the 20 for 15 cents feature, which is expected to go big here when the new brand arrives. Advance reports of this new brand are being widely discussed by the trade here. Nobody seems to know however, how to say it, whether to say "One eleven," or "One-one-one."

Leo Michaels, director of the Tobacco Products Co, and president of the Shinasi branch of that concern, is calling on San Francisco jobbers and is being shown around by Jerry Epstein. And Michaels is making friends everywhere.

Herman Dickman, the Petaluma dealer, and Frank Murther, old time Santa Rosa dealer, were recent visitors to this city. C. P. Poar, vice-president and general manager of S. Bachman & Co., has been visiting the headquarters of the concern here. A. T. Phillips, representative of John J. Bagley & Co., is back after a business trip to Los Angeles.

Morris Burke, the Gans Brothers representative from New York, who arrived heer last week, has left for the Northwest. Portland will be Mr. Burke's first stop. After he will continue to Seattle and then return East to hurry up shipments for customers. While here Burke showed some nice Christmas packings of La Munas and William the Fourth. Due to the sickness of B. G. Burke, Herman Burke, Morris' youngest son, is taking charge of the Los Angeles office.

Joe Rinaldo, the cigar jobber, reports that samples of Christmas packings of the Palo brand are expected shortly. These are 25s Twins and Invincibles. They will be sold at an advance of $2.50 on the list of 50s. The actual advance on the cost of the boxes is to be $6.00, according to reports. Both manufacturer and jobber are sharing in the sacrifice, it is said. Eugene Stoltz has just returned from his Northwestern trip.

William M. Cohn, managing partner of the Silver Eagle Cigar factory of Sacramento, was in the city the past week in the interest of his firm's Silver Leaf cigar clippings, which they are putting up in 10 cent sizes and in $1.00 bags. These clippings are packed in 1¼ a d 16 ounce bags, dry weight, and go to the trade at 96 cents and $9.60 per dozen, respectively.

Henry Loverich, well known cigar salesman, has resigned his position with S. Bachman & Co. and taken an interest in the candy business of E. M. Elam. Loverich will visit the trade as usual traveling for the latter concern. He will devote his efforts to Morton's Candy Buttons and to placing the California Candy Company's goods with the country jobbers. He will also handle as a side line Morton's Spearmint and Peppermint Gum. He expects to be gone several weeks.

Far Eastern Trade of the United States

An examination of the total trade of Asia and Oceania, which comprise the Far East, with the United States for the eight months ended August 31, 1920, valued at $1,870,556,213, reveals an increase of $563,518,916 over the same period of 1919, when the trade under consideration amounted to $1,307,037,297. This Far Eastern commerce constituted approximately 20 per cent of the total foreign trade of the United States during these eight months of 1920, as compared with 17 per cent in 1919. The United States exported merchandise to the Orient during the first three quarters of the current year to the extent of $754,901,844, which represented an increase of $134,712,998 over the first three quarters of 1919; while imports from the Far East attained a value of $1,115,654,369, or an increase of $428,805,918. This export trade amounted to 13½ per cent of the whole and the import trade to 28 per cent.

Of the Far Eastern countries receiving these exports Japan led in purchasing $328,663,681 worth this year and $240,505,570 worth during the first three quarters of 1919. The smallest amounts went to the Dutch East Indies, aggregating $34,995,550 for the eight months of this year and $36,266,200 in 1919. The other countries, in the order of the value of their imports from the United States, were as follows: 1920—China, $96,311,017; Australia, $73,054,230; British India, $65,744,078; and the Philippine Islands, $61,090,161; 1919—Australia, $73,488,625; China, $70,397,978; Philippine Islands, $52,358,917; and British India, $47,056,457. Imports from these countries have shown a similar tendency to vary slightly in the order of value as follows: 1920—Japan, $339,473,303; China, $161,762,861; British India, $138,101,524; Dutch East Indies, $74,670,626; Philippine Islands, $74,547,402; and Australia, $38,368,079; 1919—Japan, $216,194,391; China, $87,826,585; British India, $75,135,516; Philippine Islands, $44,546,967; Dutch East Indies, $41,897,874; and Australia $39,704,986.

Units Generally Organized

DANVILLE, Va., Oct. 8.—Reports from the surrounding counties show that district units of the Virginia and Carolina Tobacco Growers' association are being generally organized and organized support given to the organization. While the advice to farmers has been to hold the tobacco as long as it is possible to do so, at all events until after the election, the sales are growing heavier here each day. One reason for this is the increase in prices being paid for the weed which has greatly encouraged the growers and who are not so anxious to withhold it. Larger growers of independent means are to a large extent holding back their tobacco, but in many other instances this is not possible for the small farmer who is in need of ready money.

Of our recent Amsterdam purchases, we are pleased to recommend at reasonable prices

1000 Bales Sumatra

Leafy, Good Colored, Sound **First** and **Second** Sizes

1919 Crop

Deli Ba My
Senembah My
S & R/Deli
Deli Maatschy
Amst. Deli Cie
Rotterdam Deli My

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400 Bales Vorstenlanden

Leafy, Good Quality, **First** and **Second** Sizes

1917 Crop

A/Krian
D/Djiwo
B/Krian
A/Wanoedjojo

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Wm. Quanjer, Inc.
136 Water Street
New York

Catching Them Coming and Going in Chicago

Cheering Up the Cigar Trade—Simpson Swings Into Line Again—Virginia Lee Display Attracts Much Attention—American Litho Co. Acquires the Lederer Banding Machine Co.—Schulte Stores Have Special Sales—Cohen Sells His Store—Prohibition Authorities Sieze 151 Barrels of Liquor on Premises of Tobacco Chemical Co.

CHICAGO, Oct. 8.—Who can say how many boxes of cigars have been bet on the election this year? Dealers, of course, smile encouragingly when wagers of this sort are suggested.

Arthur J. Simpson, formerly treasurer of the Best and Russell Co., has re-entered the cigar business, becoming a loop salesman for the General Cigar Co., Inc. He will work loop territory,, north of Adams St. Simpson is one of the best known cigar men here, his former connection bringing him in touch with practically every dealer in the city.

E. P. "Fred" Oakes has returned from a business trip to Kansas City, St. Louis and Cleveland. His orders for Gato and Cressida cigars were very heavy.

Milton Heineman, of Heineman Bros., large cigar manufacturers of Baltimore, was a trade visitor. He left here to call on St. Paul and Minneapolis jobbers. Salome, 8 cent cigars, is the leading brand of Heineman Bros.

Newspaper ads of The John Ruskin Cigar are again seen. This "mild fragrant cigar" has a large call in Chicago.

"In order to get the benefit of falling wholesale prices, a man might develop a wholesale appetite in a wholesale capacity for wearing out clothes and even then he might not save money."

One of the largest and finest cigar window displays ever seen here was made for two weeks by The Fair. It was a solid display of many sizes of the Virginia Lee mild havana. A special show case in the cigar department appealed to smokers and a very handsome young lady dressed in the costume of Virginia Lee promoted sales during the two weeks the Fair featured this brand.

Garcia Master cigars are distributed by the Hulman Co., of Terre Haute, Ind. M. L. Annenberg, of Milwaukee, and the Lagonarcino-Gupe Co. of Cedar Rapids, Iowa. Garcia Master comes from the New York factory of Wm. J. Seidenberg Co.

E. A. Hasley, direct from the Englehardt Bros. factory at Evansville, Ind., arrived early in the week. He will remain here some time. He will work the Chicago trade featuring the Engle cigar.

Bartelstein Bros., 1037 Roosevelt Road, manufacturers of the well-known John Rodgers clear Havana cigar, have notified the trade that on October 9 all sizes of this brand will advance in price.

Thomas Allen, of the Allen Cigar Co., Springfield, Ill., was a visitor. While here he placed a large order with E. P. Oakes for the Cressida cigar made by E. H. Gato Cigar Co.

La Vera Cigar Co. of Chicago, makers of La Vera brand, have advanced prices.

Charles Dant, of Englehardt Bros., Evansville, Ind., is here visiting the trade. He covered Aurora, Elgin and Racine this week.

Reports reaching here from Milwaukee state that the American Litho. Co. has taken over the business of the Lederer Banding Machine Co., which have patented an improved machine for banding cigars. Shortly the machine will be ready for market.

John Morrison, who for some years past has been manager of the large wholesale house of The Ryan & Raphael Cigar Co., has resigned his position. For the present John Ryan, Jr., will act as manager. Mr. Morrison will enter the gents' furnishings line with his brother.

The Cyrilla, corona chica size, in tins, has advanced $8.00 per 1,000 and now retails at 20 cents straight.

A small shipment of Optimos, kings size, in tins, has just arrived at the store of Fred Wells. The new retail price of this size is 20 cents straight.

Arthur H. Schuster is here working the loop trade for Larus & Bro. He features Edgeworth cigarettes and is getting a good distribtuion.

The Schulte stores offered four special cigar deals. Deal number one—15 cent San Altos, box of 50, for $5.50. Deal number two—50 10 cents San Alto Special Fino or 50 11 cent San Alto Petit Coronas, for $3.95. Deal number three—50 10 cent Gato Corona for $3.50, and deal number four—50 15 cents El Verso, perfecto extra size, for $6.00.

English Oval window strip signs are shown in all the windows.

C. C. MacDonald is no longer connected with the jobbing house of Nathan Fox Co.

Harry S. Cohen, who for many years conducted the well known Parkway Cigar Co. at 38 West Division St., one of the "show places" of the north side, sold out on October 1 to David Ruttenberg, who has been operating a retail cigar store at 28 West Division St. Cohen will retire from the cigar field altogether, and after taking a well-earned rest will embark in another line. He was one of the loyal workers of the Chicago Dealers' Association and the trade will be sorry to lose him as a member.

Five missionary men are now at work placing Edgeworth, "extra high grade" cigarettes made by the Reed Tobacco Co. of Richmond, Va. The list price is $9.50. "Edgeworth, they are here" signs are to be seen on all the windows of stores that sell cigarettes.

Ernest Fleischman, manager of the Chicago jobbing house of Wm. J. Seidenberg Co., is back after visiting the New York factory of Wm. J. Seidenberg Co.

Jacob Rosenberg left a few days ago on a very important business trip to Tampa.

H. M. Schermerhorn, Inc., on October 1, vacated the store they had occupied for many years in the Brooks Building, at 223 West Jackson Blvd.

George C. Knight, Jr., who left the cigar field early in the Summer to embark in the oil business, is again back calling on the city trade for Wm. J. Seidenberg Co.

Jake Brill, who travels several Middle West states for the Wm. J. Seidenberg Co., Chicago, is off the road for the balance of the year. The fact that the factory could not keep up with his orders caused Jake to take a rest.

W. W. Buchann, Eastern representative of M. Melachrino & Co., stopped here for a few days on his way to the Pacific coast.

At the E. P. Oaks store in the Ashland Block, a large humidor has just been installed. It will hold over 250,000 cigars.

Louis Erdt, vice-president of M. Melachrino & Co., was a welcome visitor. He called on all the jobbers and large dealers.

In the near future the Wrigley chewing gum brands will be packed in boxes of 100 packages instead of 20, as at present.

Lesure Bros., of Danville, Ills., have just closed with Fred Oaks to feature the Cressida clear Havana cigar.

Prohibition authorities seized 131 barrels of liquor from the Victor-Cohen Tobacco Co., jobbers, and the Tobacco Chemical Company, at 554 West Roosevelt Road. The liquor was valued at $180,000. It was supposedly understood that the whiskey was to be used to treat tobacco when it became mouldy, but the prohibition authorities found it was being put up in demijohns and sold.

Louis Murphy, of Dubuque, Iowa, collector of internal revenue for Iowa, has resigned his post.

Jas Cowhey, at 55th and Ellis Ave.,

(*Continued on Page* 35)

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

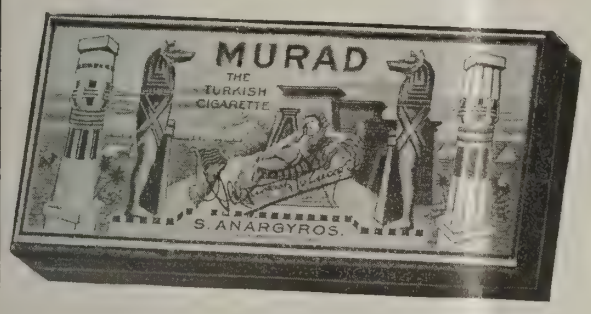
Independent Retail Tobacconists' Association (New York)

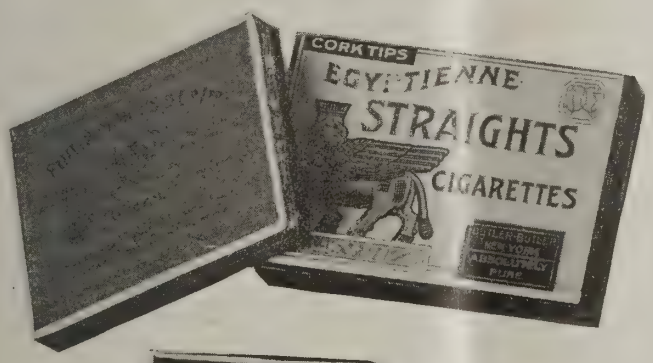
Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

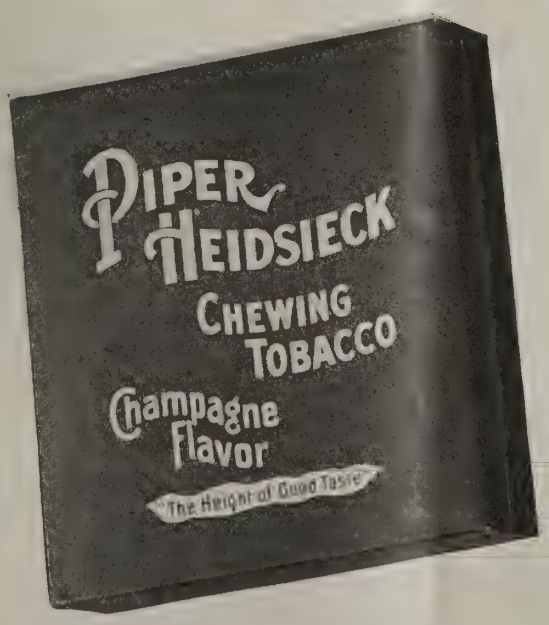
Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

SALESBOARDS
IMMEDIATE DELIVERY—WAR TAX PAID
BEST PRICES—STANDARD BOARDS
Order Now and Get Quality and Service
ORO SALES COMPANY
376 E. 26th Street CHICAGO, ILLINOIS







PAPER BOXES

We are showing a variety of styles and sizes of cardboard Neck boxes, which we are manufacturing for the trade.

We have the facilities for producing cigar and cigarette boxes of any style in large quantities.

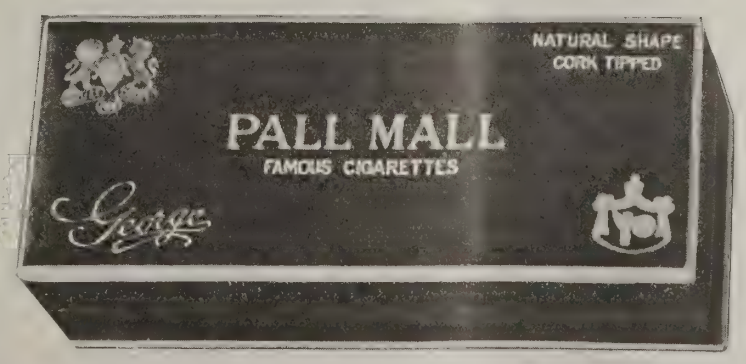
We are small box specialists and invite an opportunity to prove the advantage of proper sources of supply for your requirements.

We are always willing to give our services for the perfection of any new style package which you may desire.

"You See Our Boxes Everywhere"

HEFTER AND COMPANY

342 West 14th Street
New York City



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TAYLOR, BATES & CO.

Members New York Stock Exchange

100 Broadway, New York

Telephone, Rector 1140

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RAILROAD SECURITIES

Write for Letter "T. S."

TOBACCO STOCKS

American Tobacco 8% Scrip

Branch Office: HOTEL BELMONT

Park Avenue and 42nd Street. :-: Telephone Murray Hill 5631

Established 1905

CIGARETTE PAPER

FOR IMMEDIATE DELIVERY

2000 Bobines Domestic Egyptian verge 20 gr. 30 mm. 3120 mm.
4800 " Imported " " 20 " 30 " 3120 "

Arrival within three weeks.

5000 Bobines Imported Egyptian verge 16 gr. 28½ mm. 1560 mm.
5000 " " " " 16 " 27½ " 1560 "
5000 " " " " 20 " 28½ " 1560 "
5000 " " " " 20 " 27½ " 1560 "

Samples and Prices at Request.

W. A. O. WEBER 150 Nassau St., New York
Telephones Beekman 1080-81-82

"BENSON-GORE DE LUXE"

"CIGARS THAT ARE MADE GOOD AND HAVE MADE GOOD"

Rare quality—finest workmanship—exquisite sizes—well blended—expertly rolled and wrapped with flawless SUMATRA selling for 10c. to 25c.

Benson Gore Company, McCreery Bldg., 366 Fifth Ave., N. Y.

TOPIC OF THE DAY

Mild Havana Cigar

10c. and Up

The blend and quality pleases men who are accustomed to smoking cigars of the higher grades. The distinctive aroma denotes quality and is an asset to the dealer who tries to meet his customer's wants.

BOBROW BROTHERS, Inc.
Manufacturers
PHILADELPHIA, PA.
Makers of the famous "Bold" Cigars

TOBACCO STOCKS

	Bid.	Asked.
American Cigar com.....	129	132
American Cigar pf	72	79
American Mach. & Fdy...	150	160
American Snuff	102	105
American Snuff pf.....	79	87
American Tobacco	132	134
American Tobacco B.....	128	130
American Tobacco pr. new.	89	91
American Tobacco Scrip..	110	113
Conley Foil (new)	20	23
Consolidated Cigar	72½	73½
Consolidated Cigar pf....	80	83
General Cigar	62½	63½
General Cigar deb.....	82½	85
General Cigar pf.....	88	92
Geo. W. Helme Co.....	160	170
Geo. W. Helme pf.....	90	96
Imperial Tobacco	8¾	9¼
Johnson Foil	100	115
J. S. Young	130	140
J. S. Young pf.....	80	90
Liggett & Myers	140	145
Liggett & Myers B.....	130	138
Liggett & Myers pf.....	99	100
Lorillard P.	140	143
Lorillard P. pf.....	99	105
McAndrews & Forbes....	108	116
McAndrews & Forbes pf..	75	80
Porto Rico Amer. Tob....	108	116
R. J. Reynolds 'A'.....	80	90
R. J. Reynolds 'B'.....	41	43
R. J. Reynolds pf.....	99	100
Tobacco Products	66⅛	66⅝
Tobacco Products pf.....	85½	89
Tobacco Products Scrip..	96	98
United Cigar Stores	125	165
United Cigar Stores pf..	100	104
United Drug	105	109
United Drug 1 pf.....	44⅞	45
United Retail Stores.....	72½	72¾
Weyman Bruton Co.....	165	172
Weyman Bruton pf.....	88	94

The Position of the Federal Reserve

BIRMINGHAM, Ala., Oct. 8.—Tobacco growers and cotton planters who cherished hopes that action of the "Federal Reserve" would assist farmers to obtain loans, enabling them to defer marketing crops until prices became more favorable, received a jolt to-day.

The Federal Reserve bank is not an institution for lending money to farmers in order that they may hold their crops for higher prices," said W. P. G. Harding, president of the board of governors of that institution, in a statement here today.

Banker Harding arrived in Birmingham with D. C. Wills, newly appointed member of the Federal reserve board, for a meeting of directors of the Atlanta Reserve bank. His statement was made in reply to questions concerning the movement among Southern planters to hold their cotton for 40 cents a pound. He explained that the Federal reserve system was not established to assist plans for holding commodities off the market, nor is it at the disposal of speculative enterprises organized to advance private interests.

Mr. Harding states the best plan he could suggest for encouragement of the cotton industry in the South would be the formation by the planters of a cotton exporting company which could supply the markets of Europe directly.

"The idea that has gone broadcast through the country that the Federal bank can help the farmer of the South hold his cotton for 40 cents by financing the cotton crop, or aid the farmers of the West get a high price for wheat by rushing reserves to that section to bolster up the wheat crop, is entirely erroneous," he said.

"Many people seem to think that all they have to do is to call on the Federal bank for aid and the crop of their particular section can be boosted up for a high price or lowered as they might desire. The Federal bank can do nothing of the sort and will not, because it is not its function to aid any section of the country to maintain a high price for any particular crop. It would be preposterous to think that the reserve banking system could go into any one section of the country and with its influence say that one character of business or industry should be fostered and maintained to the detriment of another, or that one particular business is sufficient for a certain locality and all similar enterprises should be discouraged. The Federal bank is in the banking business and does not deal with the public. It deals with its member banks, rediscounts their paper, encourages them to make legitimate loans for the increase of production and through this channel has placed in the Southeast more money this year than was discounted in this section of the country during the panic of 1907.

"The people of the South and other sections must depend first of all upon themselves if they would increase the business of their particular section, help the cotton crop, or any other particular crop or industry of a particular section. Then the Federal bank through its member banks can help them."

Concerning Cotton, Tobacco and Peanuts

In suggesting that cotton growers are the victims of their own bad judgment by concentrating too largely on cotton, the Birmingham *News* says:

"The world is hungry for sweet potatoes and for genuine cane syrup, for peanuts and for tobacco, and is willing to pay for these things. Why not raise them? Why continue to feed the boll-weevil and listen to impractical schemes to turn upside down the law of supply and demand and make an artificial price for cotton?"

To which the *Manufacturers' Record* makes reply, as follows:

"It looks as though the Birmingham *News* has very little understanding of the situation. The tobacco market is suffering just as badly as cotton, perhaps more so, and the tobacco producers are trying to find a way to carry their crop so that it may not be forced upon the market for lack of credit. They are also pledging themselves to reduce the acreage.

"And as for raising peanuts, we repeat what we said last week on the question of peanuts from the United States Department of Agriculture, which made the following report to our Washington correspondent in reply to an inquiry about peanuts:

"The nominal quotations on September 10 were from 6 to 9 cents the pound, but there was no demand. The department has peanuts of its own in storage at Florence, S. C., which it would like to sell, but cannot. The market is swamped with Oriental peanuts at the ports. Only this morning there were sent to us from the Department of Commerce, samples of Oriental peanuts, which show conclusively that the Orientals have sent to this country and got our best seed. The industry is ruined unless there is a prohibition of imports or the imposition of a heavy tariff, and the 18 years of work done by this department will have been thrown away."

"The cotton buyers are waiting to find out just how far below the cost of production Secretary Houston and his associates will be able to beat down the price.

"The same thing holds true of tobacco."

Haynie's Big Deal with Hale-Halsell Co.

ST. LOUIS, Oct. 8.—W. W. Haynie, director of the Haynie System of cigar factories, whose office is in the Commercial Building, in this city, closed a deal with Elmer Hale, vice-president of the Hale-Halsell Grocery Co., at McAlester, Oklahoma, on Tuesday last, to take over the cigar business in all seven of their houses, located in Eastern Oklahoma.

The Hale-Halsell Co. is one of Oklahoma's largest companies. It operates seven houses, located at Tulsa, Muskogee, McAlester, Durant, Coalgate, Hugo and Holdenville, Oklahoma. They employ a large number of salesmen, and will send out special cigar salesmen to feature that end of their business.

The Hale-Halsell Grocery Co. will concentrate on the following brands of cigars: Paramount, New York Hand Made, Daylight, Haynie's Special, Flor de Haynie, San Juan Porto Rican Perfecto Sublimes, Selectors, Playfairs, Champagne, King's Trail, La Garnita, Como and Garcia Delight.

W. W. Haynie has been appointed a director of the cigar department of the Hale-Halsell Grocery Co., with headquarters at St. Louis; also he is the director of 25 other cigar departments. It is stated that a strong advertising campaign will be put forth by Hale-Halsell Grocery Co. to secure their share of the cigar business in Oklahoma.

High Grade Work at Reduced Cost

New Model Suction Tables

IMPROVEMENTS

1. ONLY ONE PEDAL, to operate die and control suction, makes work easier and less obstruction to floor cleaning.
2. AUTOMATIC SUCTION REDUCTION as the die drops, compels "Palm Rolling" instead of "Fingering in" and overcomes "Wrapper Shrivelling" on cigars as they dry out.
3. SLANTING DIE, with tuck nearer than head, makes Rolling easier and prevents "Skippers."
4. REMOVABLE FRONT PANEL, makes easy to clean out Air-box.
5. OPENING IN TABLE TOP, permits cut off tuck ends to drop through into special receptacle instead of littering table.

Board Suction Tables

SPECIAL FEATURES

1. No die nor roller, regulation knife and board being used instead.
2. For applying suction the board has a group of perforations of any shape desired.
3. Used as right or left indifferently, working up excess of right or left wrappers, so that none of either kind remain over.
4. Useful in Suction Factories to supplement regular suction tables.
5. Can be installed in any cigar factory with little change in present system, as it is much like old time hand work in its general operation.

BUNCH TABLES

FOR LONG FILLER OR SCRAP

Style X—Straight

For Straight Cigars

Style XX—Right or Left

For Shaped Cigars

ADVANTAGES

1. Better Bunches than the unaided hands can make.
2. More Bunches per Hour.
3. No Twisted Fillers, because the roller is more uniform in movement and pressure than the unaided hands.
4. Great Saving in Binders, because a single binder will do for each bunch, and the apron protects tender binders from being torn.
5. Beginners trained in less than half the time it otherwise takes.

See Next Number of Tobacco Leaf, Page 29

Liberman Manufacturing Company

1701-1705 Vine Street Philadelphia, Pa., U. S. A.

Watch my smoke!

CARBON just cleaned out—new set of cords—air cool and moist—wonderful new road to explore—little old engine purring like a cat in the sun.

An Owl Cigar fits in exactly with the occasion. Easy, state-highway smoking, mellow intake. Always the same in its quality—the $3,000,000 leaf reserve provides accident insurance.

And you'll find Owl in nearly every town that uses gasoline. *Try Owl*—that's my advice!

8c

General Cigar Co., INC.
DEPENDABLE CIGARS
119 West 40th Street, New York City

The OWL Brand
With the Brown Band

Much Money Made by Dutch Tobacco Companies

Deli Maatschappij Declares a Dividend of 500 Guilders Per Share—The Trade Outlook as It Appears in Java—Full Warehouses in Holland—Agreement Concerning the 1920 Crop—Cigarette Company Pays 15 Per Cent, with a Bonus of 63 Guilders Per Share, Additional.

AMSTERDAM, Holland, September 19.—The annual report of the Deli Maatschappij has just been published. The net profits, augmented by the income from rubber plantations, was large enough to permit the distribution of a dividend amounting to 500 guilders per share. Tobacco culture at Tandjong Slamat was discontinued. On this account a loss of 50,000 guilders is shown.

For the crop of 1919, some 6,048 fields were planted. They yielded 62,105 piculs, or 10.27 piculs per field, totalling 38,375. The cost of the crop of 1919 up to October 31 amounted to 823,838 guilders. The production of 1918-19 amounted to 524,619 kilograms. Of this amount 366,809 were sold, leaving a balance on hand on October 31 of 157,810, valued at 99 388 guilders.

Of the crop of 1917 were sold up to the end of July, 1920, 60,953 pn. at an average price of 163.64 cents (Dutch), of the crop of 1918, 68,936 pn., and of the crop of 1919, 1830 pn., at an average price of 476.8 cents per pound. According to an agreement made by the tobacco companies, not more than 57½ per cent of the yield of the 1917 crop, sold in bales, must be sold of the 1920 crop.

According to Java reports, there is a diminished demand for tobacco, because storehouses in Holland are still well filled. During the week of June 30 to July 6, Remberg Krossok of the 1920 crop was sold at 15 guilders, 5 guilders down. Offers at 16 and 17 guilders found no takers. Kadoe was offered at 18 guilders, but no one bought. There was a demand for Madoera at 30 guilders, but no offers. Although prices for cheaper grades might be considered low, comparatively, buyers do not care to increase their stocks, filling the warehouses of Holland, says the Java report. During the week of June 23 to 29, Remberg Krossok of the 1920 crop was sold in smaller lots at 15 guilders, 5 down. Exporters claimed they could not invest more than 14 guilders. Thus larger sales were not made. Big Chinese merchants, however, are holding out for 16 guilders. There was a demand for Kediri Krossok at 14.50 guilders, but little was sold. Orders for tobacco from Holland to the Dutch East Indies are wanting somewhat, so far as the present crop is concerned. According to the Java view, Holland is still overstocked.

The stockholders of the Victoria Egyptian Cigarette Co., at their annual meeting held at Rotterdam, decided to distribute a dividend of 15 per cent, while the holders of profit shares are to get 63 guilders each, besides.

Public Hearing Relative to Tobacco Regulations

At the offices of the Tobacco Merchants' Association of the United States, beginning at 9 a. m. Saturday, October 23, the Bureau of Markets, Department of Agriculture, will hold a public meeting, in fact a hearing relative to tentative regulations for tobacco under the United States Warehouse Act.

Any persons in the trade, at all interested, are cordially invited to attend and extend their cooperation by making any suggestions they may have to offer. Recommendations may also be made in writing addressed to the Bureau of Markets, care of the T. M. A.

The purpose of the United States Warehouse Act, with respect to tobacco, is to establish a system of warehouses in which tobacco may be safely stored and through which the industry can be more easily financed and tobacco more advantageously marketed. This purpose the Act aims to attain by licensing warehouses, under bond, to be operated under Government supervision and inspection. The financing of the tobacco industry will be materially assisted by providing for a warehouse receipt of unusual integrity and a means whereby reliable evidence can be had as to the condition, quality, quantity and ownership of tobacco stored in a licensed warehouse. Such a receipt would greatly facilitate the selling and transferring of ownership of tobacco, and should be acceptable readily as collateral for loans.

The United States Warehouse Act and the tobacco regulations to be issued thereunder provide for a system of Federally licensed and bonded warehouses which will be operated under Government supervision. The Act is specifically framed so as not to conflict with or limit the enforcement of any state law. It is permissive in its application and no warehouse will be licensed except under the voluntary application of the warehouse, and then only after it has been found that the warehouse is suitable for the proper storage of tobacco, and the warehouseman has agreed to comply with all of the provisions of the Act and the tobacco regulations thereunder.

Before issuing the regulations in final form, the Secretary of Agriculture wishes to give the trade an opportunity to discuss all questions involved, and for this purpose the regulations have been issued in a tentative form, and a limited number of hearings at which they will be discussed have been scheduled for the convenience of persons interested.

Liggett & Myers' Foremen Study Production

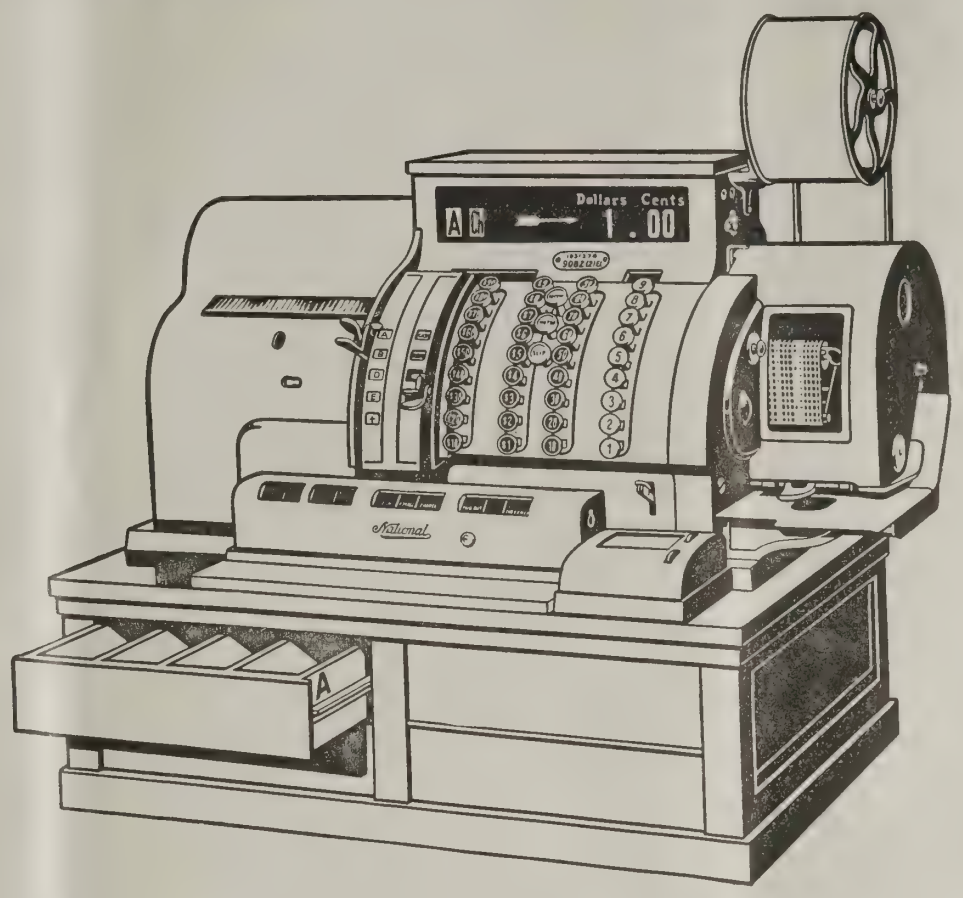
Every other Thursday evening during the past three months, thirty-seven members of the supervisory force of the Richmond Division of Liggett & Myers Tobacco Co. got together and studied modern production methods.

G. H. Flowers, the general manager of the plant, in discussing the idea, says: "All of our superintendents, department heads, foremen, their assistants and other executives connected with our production work wanted some definite program that would bring us together to learn more about the work of the plant as a whole and about the problems of management. It was hoped that with this knowledge we would become more effective in running our individual departments, and would cooperate with each other with a better understanding.

"With this object in view, the Business Training Corporation of New York were called in. They furnished a standard program, which we learned had been used quite advantageously by over 300 concerns. Each of us studied a series of text books at home, and then the principal outlines were discussed at the bi-weekly meetings. A lecture was given by one of the corporation's experts, who also led the discussion.

"The subjects taken up in the work covered the whole field of Industrial Organization and Operation. The course brought out the importance of team work in the smooth working of the industry. It gave us ideas on how to handle our men so that the maximum harmony and efficiency would be attained. It analyzed and discussed the most improved methods of factory organization. It explained the most productive methods of handling materials and machinery. How costs could be reduced, and wastes prevented. And it presented the modern ideas of management."

The work proved very popular among the men, and in view of the results obtained at this factory, another large plant of Liggett & Myers Tobacco Co., at Durham, N. C., has decided to adopt the same course.



This National Cash Register will help you solve your "help" problem.

Interest your clerks in the business and they will work in your interest. Your good clerks will not leave and all of your clerks will become better clerks.

One of the surest ways to interest your clerks in the business is by having a profit-sharing or bonus plan.

The best way to get the necessary figures for such a plan is by using an up-to-date National Cash Register. It gives you printed and added records which show (1) the total sales of each clerk, (2) the number of customers waited on by each clerk, (3) the volume of sales in each department of your business.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL CASH REGISTER CO.

DAYTON, OHIO.

Exhibit of United States Tobacco Exports

Official Figures of the Department of Commerce for 1918 and 1919

Articles and Countries.	1918 Quantity	1918 Value	1919 Quantity	1919 Value
Tobacco: Unmanufactured— Leaf—	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Azores, and Madeira Islands..	5,837	3,309	7,333	3,621
Belgium	.....	.....	48,732,407	11,647,118
Denmark	1,184,576	268,284	19,356,404	4,979,954
Finland	.....	.....	1.597,614	729,503
France	65,497,745	10,972,153	81,717,141	14,082,198
Germany	.....	.....	4,176,449	1,057,137
Gibraltar	82,504	14,056	3,179,455	440,686
Iceland, and Faroe Islands....	5,000	2,500	1,065	211
Italy	50,357,819	7,356,959	43,623,888	8,375,622
Malta, Gozo, etc	124,955	35,377	545,317	170,468
Netherlands	.....	.....	63,319,468	15,381,087
Norway	4,358,565	976,003	9,362,179	2,964,562
Portugal	992,100	259,777	6,900,562	1,571,673
Spain	11,449,293	1,761,478	24,271,345	4,110,856
Sweden	1,833,268	357,137	12,536,992	4,709,523
Switzerland	900,381	214,437	14,443,161	3,427,947
United Kingdom—				
England	156,155,916	59,999,235	300,757,895	133,416,490
Scotland	21,545,641	8,500,585	17,357,146	7,818,710
Ireland	5,782,828	1,641,965	20,698,379	6,676,147
Bermuda	.....	.....	30	11
British Honduras	94,424	18,177	106,005	29,668
Canada	26,409,427	10,499,689	19,850,798	9,335,843
Costa Rica	8,595	2,967	4,368	2,439
Guatemala	7,152	2,812	150	79
Honduras	50	10	75	21
Nicaragua	64,879	13,612	70,849	20,894
Panama	202,776	65,593	158,198	61,057
Salvador	.....	.....	1,400	1,564
Greenland	.....	.....	4,000	2,240
Mexico	1,525,951	226,108	1,934,805	462,056
Miquelon, Langley, etc	611	283	450	226
Newfoundland and Labrador	262,254	89,745	407,898	191,966
Barbados	34,451	8,468	23,622	9,861
Jamaica	1,350	500	23,613	4,184
Trinidad and Tobago	569,779	177,569	327,466	123,298
Other British West Indies....	257,432	59,153	253,732	71,680
Cuba	.....	.....	1,520	581
Dominican Republic	.....	.....	175,572	94,264
Dutch West Indies	67,965	13,976	27,354	7,316
French West Indies	233,726	47,479	325,694	80,370
Haiti	1,244,752	308,881	911,637	266,682
Virgin Islands of U. S	46,827	9,641	69,817	18,538
Argentina	3,350,202	610,981	4,488,051	1,352,387
Brazil	186,273	106,123	224.378	175.280
Chile	7,245	3,658	8,973	4,479
Colombia	56,684	17,293	76,916	37,795
Ecuador	3,000	400	226	175
British Guiana	404,955	83.452	393,028	113,217
Dutch Guiana	165,929	38,852	184,321	55,351
French Guiana	28,531	6,943	46,489	13,750
Peru	.....	.....	976	902
Uruguay	61,186	12,897	49,544	16,898
Venezuela	3,602	609	1,867	868
China	14,581,203	5,863,807	14,558,402	6,328,365
Chosen	45	15	300	190
British India	30,286	11,235	37,192	19,157
Other British East Indies....	.....	.....	12	3
Dutch East Indies	11,485	2,240	1,069	730
Hongkong	5,584,364	2,291,398	5,063,085	1,942,670
Japan	3,723,740	1,414,329	4,230,513	2,364,350
Russia in Asia	1,085	542	4,626	2,093
Siam	22,578	9,483	.....	.....
Turkey in Asia	.....	.....	20,432	6.204
Australia	11,072,152	4,815,197	12,702.725	6,464.202
New Zealand	321,162	150,020	294,127	199,817
French Oceania	.....	.....	30	5
Philippine Islands	29,930	51,334	130,455	36,420
Belgian Kongo	25,083	6,235	72,564	21,793
British West Africa	8,291,902	1,995,602	14,017,592	4,485,223
British South Africa	240,181	118,452	268,300	145,362
British East Africa	33,870	7,115	.....	.....
Canary Islands	871,894	206,068	1,087,226	317,455
Egypt	.....	.....	133,479	58,035
French Africa	2,940,698	733,099	8,890,072	2,418,767
German Africa	.....	.....	592,985	203,416
Liberia	359,357	96,755	232,708	68,266
Morocco	18,300	3,760	600,455	115,606
Portuguese Africa	107,894	27,753	183,656	56,035
Spanish Africa	27,630	6,202	53,137	14,866
Total	403,871,275	$122,599,767	765,913,164	$259,438,483
Stems and Trimmings—	*Pounds.*		*Pounds.*	
Belgium	.....	$.....	2,298,822	$121,915
Denmark	.....	.....	836,364	50,135
Finland	.....	.....	2,181	140
France	.....	.....	22,400	2,945
Germany	.....	.....	717,383	39,236
Gibraltar	9,000	1,080	170,991	17,067
Netherlands	.....	.....	5,264,799	258,575
Norway	.....	.....	119,827	8,982
Spain	.....	.....	20.648	4,130
Sweden	2,805,103	301,712	1,220,791	39,572

	1918 Quantity	1918 Value	1919 Quantity	1919 Value
	Pounds	*Dollars*	*Pounds*	*Dollars*
United Kingdom—				
England	71,035	9,269	.....	.....
Ireland	.....	.....	59,020	3,541
Canada	.....	.....	4,905	152
Honduras	.....	.....	30	3
Mexico	40	4	10	1
British West Africa	1,591	160	2,000	80
Canary Islands	58,313	5,600	.....	.....
French Africa	10,051	528	24,800	807
Portuguese Africa	310	31	.....	.....
Total	2,955,443	$318,384	10,764,971	$547,281
Manufactures of Cigarettes—	*M.*		*M.*	
Azores, and Madeira Islands..	.....	$.....	50	$175
Belgium	47,125	108,150	3,097,017	9,405,101
Denmark	3,071	8,956	184,971	581,035
Finland	.....	.....	5	75
France	1,238,551	3,752,289	664,892	2,083,025
Germany	.....	.....	1,754	6,879
Gibraltar	11,300	40,730	7,141	13,937
Greece	.....	.....	22	38
Iceland, and Faroe Islands..	3,767	15,194	3,419	13,937
Italy	66,994	222,514	1,067,208	2,696,070
Malta, Gozo, etc	.....	.....	10	50
Netherlands	1	10	1,198,138	3,251,298
Norway	480	2,087	35,777	225,718
Portugal	402	3,746	160	509
Russia in Europe	45,725	137,290	26,515	69,067
Sweden	2	55	41,185	179,141
Switzerland	2,360	4,367	3,100	7,351
United Kingdom—				
England	1,423,935	3,735,441	1,983,122	5,845,897
Scotland	575	2,188	.....	.....
Bermuda	2,202	8,136	695	3,010
British Honduras	907	1,492	1,558	3,631
Canada	28,537	51,889	9,148	21,499
Costa Rica	690	2,886	2,887	10,280
Guatemala	987	3,607	1,316	7,607
Honduras	447	1,092	585	1,929
Nicaragua	4,648	12,592	6,495	20,858
Panama	57,255	182,957	98,828	330,090
Salvador	16	240	1	10
Mexico	1,904	9,112	7,920	19,837
Miquelon, Langley, etc	638	1,339	2,975	7,393
Newfoundland and Labrador	783	3,371	500	2,212
Barbados	175	504	901	2,757
Jamaica	21,336	36,218	39,115	69,663
Trinidad and Tobago	125	351	662	2,707
Other British West Indies....	8,506	18,446	4,329	7,297
Cuba	2,984	17,227	33,166	84,473
Dominican Republic	5,915	16,281	4,537	18,809
Dutch West Indies	1,661	5,295	1,535	3,953
French West Indies	120	407	990	3,823
Haiti	3,769	12,955	4,464	24,400
Virgin Islands of U. S	3,316	15,372	4,317	16,260
Argentina	204	1,943	2,874	9,108
Bolivia	16	39	135	1,125
Brazil	16	118	1,313	6,354
Chile	1,070	8,362	6,241	22,798
Colombia	671	1,707	1,250	4,488
Ecuador	30	194	.....	.....
British Guiana	1,058	3,362	1,677	5,666
Dutch Guiana	302	1,611	1,077	4,440
French Guiana	10	40	744	2,963
Paraguay	100	270	.....	.....
Peru	135	926	1,261	11,974
Uruguay	280	1,330	2,195	9,867
Venezuela	162	1,563	997	7,165
China	6,792,428	11,517,239	6,191,765	10,112,682
Chosen	2,500	5,075	10,005	20,327
British India	636,702	1,112,148	217,230	684,124
British Straits Settlements...	1,122,698	1,429,156	763,768	1,018,916
Other British East Indies	2.704	4,070	5,400	17,237
Dutch East Indies	18,008	22,531	5,179	15,448
Hongkong	122,455	240,541	43,710	39,785
Japan	102,995	168,360	18,871	58,848
Persia	38,750	58,522	11,550	34,600
Russia in Asia	6,152	19,471	46,782	178,613
Siam	184,540	269,963	213,306	281,070
Turkey in Asia	270	937	10,460	33,827
Australia	1,976	7,073	3,663	14,007
New Zealand	4,579	19,197	7,823	28.638
Other British Oceania	154	684	105	732
French Oceania	862	3,060	58	492
German Oceania	265	822	27	234
Philippine Islands	84,290	309,104	73,293	318,184
Belgian Kongo	300	975	255	2,610
British West Africa	6,210	15,720	515	1,545
British South Africa	665	1,738	150	487
British East Africa	10,000	23,650	392	1,073
Egypt	10,000	35,000	25,360	76,308
French Africa	638	2,267	598	2,303
German Africa	.....	.....	120	773
Liberia	135	368	210	730
Total	12,145,539	$23,723,922	16,211,769	$38,070,451
Cigars and Cheroots—	*M.*	*Dollars.*	*M.*	*Dollars.*
Azores and Madeira Islands.	.....	.....	2	135
Belgium	1,750	25.625	20,842	431,728
Denmark	1	33	1,109	25,156
France	18,190	693,028	.....	.....
Germany	.....	.....	27	1,137
Greece	2	200	76	5.648

	1918 Quantity M.	1918 Value Dollars.	1919 Quantity M.	1919 Value Dollars.
Iceland, and Faroe Islands ..	30	1,120	77	4,150
Italy	654	31,924	23,861	487,027
Netherlands	.....	.....	510	9,762
Norway	9	1,089	32	828
Portugal	.....	.....	122	4,467
Russia in Europe	.....	.....	90	5,350
Spain	1	120	138	2,394
Sweden	29	2,258	773	45,898
Switzerland	.....	.....	10	172
United Kingdom—England ..	163	2,076	90	2,163
Bermuda	11	161	1	12
British Honduras	.....	.....	1	31
Canada	66	2,149	116	1,973
Guatemala	.....	.....	4	240
Honduras	1	48	6	304
Nicaragua	29	1,216	30	1,427
Panama	159	1,737	74	2,448
Mexico	56	1,723	164	2,019
Miquelon, Langley, etc.	33	756	64	1,612
Newfoundland and Labrador	318	5,301	160	3,649
Barbados	.....	.....	70	1,141
Trinidad and Tobago	3	225	4	159
Other British West Indies....	1	20	6	78
Dominican Republic	11	366	11	548
Dutch West Indies	218	4,674	132	2,574
French West Indies	23	568	19	450
Haiti	24	762	81	3,610
Virgin Islands of United States	53	1,202	60	1,584
Argentina	.....	.....	49	2,825
Brazil	16	1,266	.....	.....
Chile	.....	.....	9	1,068
Colombia	10	990	.....	.....
British Guiana	1	41	.....	.....
Dutch Guiana	31	978	284	5,229
French Guiana	6	120	43	742
Paraguay	.....	.....	2	9
Peru	.....	.....	7	825
Venzeuela	.....	.....	1	16
China	38	2,755	80	2,000
Chosen	.....	.....	3	330
British Straits Settlements..	.....	.....	1	50
Dutch East Indies	15	580	14	1,100
Hongkong	26	1,762	8	534
Japan	.....	.....	66	3,452
Russia in Asia	76	4,660	328	9,153
Siam	2	75	2	98
Australia	306	7,604	13	707
New Zealand	251	3,097	148	1,987
Other British Oceania	32	415	22	313
French Oceania	36	387	2	79
German Oceania	6	253	7	62
Philippine Islands	30	1,958	25	669
Belgian Kongo	100	675	18	995
British West Africa	50	1,316	111	4,678
British South Africa	.....	.....	20	700
Egypt	.....	.....	25	744
French Africa	31	1,958	4	83
Liberia	2	140	1	32
Portuguese Africa	.....	.....	1	150
Total	22,900	809,411	50,056	1,088,504

Plug—	Pounds.		Pounds.	
Azores, and Madeira Islands..	99	90	143	110
Belgium	.....	.....	31,818	14,813
Denmark	10,000	1,900	67,213	33,857
France	552,417	248,196	146,623	58,142
Germany	.....	.....	9	7
Gibraltar	73,412	18,780	42,685	14,882
Iceland, and Faroe Islands ..	640	170	29,273	10,680
Italy	3,520	1,203	.....	.....
Malta, Gozo, etc.	.....	.....	12,320	3,256
Netherlands	.....	.....	28,700	11,798
Norway	8,672	3,490	219,417	111,618
Portugal	.....	.....	4,400	2,000
Roumania	.....	.....	24	11
Sweden	.....	.....	396,127	313,398
Switzerland	.....	.....	3,482	914
United Kingdom—				
England	1,111,701	381,798	1,030,254	476,110
Scotland	800	350	221,218	61,810
Ireland	.....	.....	75	67
Bermuda	20,508	6,028	13,485	4,298
British Honduras	108	76	94	90
Canada	102,538	61,900	73,671	60,505
Costa Rica	140	56	122	73
Guatemala	42	21	207	168
Honduras	10	6	159	73
Nicaragua	897	428	1,509	819
Panama	149,416	49,795	196,874	65,066
Salvador	12	8	440	132
Mexico	3,254	1,776	4,661	2,676
Miquelon, Langley, etc.	102.704	30,859	111,866	40,261
Newfoundland and Labrador.	124,288	49,627	119,478	56,158
Barbados	40,366	14,143	5,904	2,158
Jamaica	2,259	848	4,174	2,049
Trinidad and Tobago	3.130	934	5,682	1,748
Other British West Indies....	98.550	28,537	7,834	2,898
Cuba	277.549	82,264	241,083	78,508
Dominican Republic	3,056	1,343	5,735	3,614
Dutch West Indies	44,815	16,425	11,612	5,051
French West Indies	501	194	100	37
Haiti	2,785	956	2,467	1,314
Virgin Islands of U. S.	7,074	2,197	1,716	719

	1918 Quantity M.	1918 Value Dollars.	1919 Quantity M.	1919 Value Dollars.
Argentina	9,353	3,028	33,723	14,703
Bolivia	.....	.....	52	15
Brazil	1,629	1,635	85	51
Chile	9,752	4,477	7,739	2,992
Colombia	790	336	2,515	1,620
Falkland Islands	5,426	2,187	804	387
British Guiana	53	15	143	90
Dutch Guiana	1,300	1,098	2,926	1,210
Peru	455	176	.....	.....
Uruguay	221	99	770	368
Venezuela	.....	.....	1,849	1,420
Aden	4,576	1,499	4,400	1,898
China	2,540	1,449	29,786	11,391
Chosen (Corea)	110	57	15	11
British India	233,171	79,490	91,528	35,905
British Straits Settlements...	88,056	31,154	18,756	7,879
Dutch East Indies	47,202	17,366	400	420
Hongkong	4,996	1,495	1,440	504
Japan	10,490	4,232	39,607	19,155
Russia in Asia	33,301	12,368	49,460	22,572
Siam	.....	.....	160	74
Australia	1,140,515	476,518	858,615	407,612
New Zealand	306,031	148,867	673,230	391,601
Other British Oceania	2,392	901	4,237	1,911
French Oceania	.....	.....	1,710	830
German Oceania	5,158	1,986	.....	.....
Philippine Islands	762,860	233,616	706,803	360,699
Belgian Kongo	.....	.....	6,000	2,220
British South Africa	14,154	4,368	5,898	2,489
British East Africa	86,137	21,870	24,697	7,418
Canary Islands	.....	.....	4,000	1,800
Egypt	47,683	13,284	14,308	4,336
French Africa	.....	.....	40	15
Total	5,563,614	2,067,969	5,628,350	2,745,484

Smoking—	Pounds.		Pounds.	
Austria-Hungary	.....	.....	16	25
Azores, and Madeira Islands	2,140	1,113	21,380	10,880
Belgium	387,312	163,308	1,923,893	856,856
Denmark	5,100	1,798	241,528	124,205
Finland	.....	.....	5,190	3,017
France	2,752,061	1,414,013	34,050	21,695
Germany	.....	.....	1,356	1,018
Gibraltar	195,298	72,277	289,099	76,078
Greece	.....	.....	960	491
Iceland, and Faroe Islands....	6,017	3,828	108,783	64,692
Italy	66,412	33,682	60,000	15,310
Netherlands	.....	.....	202,100	61,037
Norway	5,437	2,936	87,406	64,580
Portugal	6,662	2,250	5,171	5,122
Roumania	.....	.....	3	3
Russia in Europe	620	312	146,012	89,700
Spain	15,000	7,097	.....	.....
Sweden	60	145	433,555	291,577
Switzerland	8,797	2,955	26,110	7,946
United Kingdom—				
England	381,940	365,654	858,390	322,006
Scotland	67	56	811	777
Bermuda	3,932	2,089	1,600	956
British Honduras	954	378	1,097	875
Canada	353,889	237,763	332,452	295,108
Costa Rica	1,428	987	522	395
Guatemala	796	1,112	284	206
Honduras	339	194	293	231
Nicargua	14,784	8,825	8,118	5,398
Panama	200,459	98,784	64,499	46,851
Salvador	60	42	.....	.....
Greenland	2,000	1,100	.....	.....
Mexico	46,442	25,671	101,581	67,899
Miquelon, Langley, etc.	9,272	4,433	8,815	3,211
Newfoundland and Labrador.	17,283	11,208	26,253	21,115
Barbados	12,533	4,083	11,080	4,309
Jamaica	5,009	2,848	3,547	1,884
Trinidad and Tobago	23,477	7,691	62,354	18,963
Other British West Indies...	10,014	3,910	19,251	7,360
Cuba	44,741	20,645	47,615	30,569
Dominican Republic	10,059	5,186	6,346	3,732
Dutch West Indies	16,030	5,311	5,381	2,345
French West Indies	122	80	10,389	3,207
Haiti	42,425	13,110	16,865	8,591
Virgin Islands of U. S.	6,066	2,245	4,236	2,396
Argentina	3,014	1,609	8,046	5,494
Bolivia	280	284	250	212
Brazil	1,585	1,580	1,632	995
Chile	14,883	11,493	15,836	13,621
Colombia	1,157	769	2,383	2,232
Ecuador	2	3	229	181
Falkland Islands	551	280	.....	.....
British Guiana	2,540	1,494	26,299	8,663
Dutch Guiana	6,590	4,162	7,756	4,262
French Guiana	261	176	2,456	1,584
Paraguay	.....	.....	103	51
Peru	4,470	1,328	1,632	1,040
Uruguay	592	353	2,660	2,084
Venezuela	85	38	1,787	1,990
China	20,965	15,179	46,201	20,090
Chosen	262	182	438	411
British India	22,895	15,217	26,239	16,974
British Straits Settlements...	81,735	54,979	151,685	88,389
Other British East Indies....	720	379	830	525
Dutch East Indies	5,361	2,114	9,843	5,007
Hongkong	9,691	3,374	3,270	2,364
Japan	3,234	1,822	9,063	6,311

(Continued on page 20)

Two National Favorites:

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FIRE-MARINE-BOILERS and LIABILITY INSURANCE

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United States Tobacco Exports

(*Continued from page* 19)

	1918 Quantity *Pounds.*	1918 Value *Dollars.*	1919 Quantity *Pounds.*	1919 Value *Dollars.*
Russia in Asia	22,993	16,058	52,038	35,530
Siam	815	685	21,020	15,048
Turkey in Asia	.....	.....	15	10
Australia	107,964	64,038	51,955	23,929
New Zealand	133,453	81,255	253,321	158,635
Other British Oceania	65	45	2,432	1,148
French Oceania	36,966	16,653	33,054	17,277
German Oceania	339	207	207	124
Philippine Islands	118,121	58,049	219,320	208,445
Belgian Kongo	7,425	2,996	38,487	20,994
British West Africa	9,320	3,471	8,628	3,084
British South Africa	600	360	5,818	4,157
British East Africa	110,110	70,077	64,010	42,918
Canary Islands	.....	.....	2,015	615
Egypt	.....	.....	968	1,076
French Africa	90	29	68	52
German Africa	.....	.....	66	70
Liberia	6,065	1,135	9,336	2,581
Total	5,340,226	$2,960,992	6,260,086	$3,260,789
All Other—				
Austria-Hungary	.....	$.....	.....	$123
Azores, and Madeira Islands	.....	.....	.....	412
Belgium	.....	189	.....	240,083
Denmark	.....	47,218	.....	127,103
France	.....	50,115	.....	324
Germany	.....	.....	.....	155
Gibraltar	.....	12,999	.....	30,211
Greece	.....	.....	.....	5
Iceland, and Faroe Islands	.....	831	.....	1,193
Italy	.....	9	.....	9,496
Netherlands	.....	.....	.....	161,997
Norway	.....	6,360	.....	30,532
Portugal	.....	2,250	.....	.....
Russia in Europe	.....	.....	.....	8,000
Spain	.....	13,965	.....	252,472
Sweden	.....	48,740	.....	597,042
Switzerland	.....	30	.....	1,194
United Kingdom—				
England	.....	237,855	.....	91,390
Scotland	.....	9	.....	5,005
Bermuda	.....	217	.....	.....
British Honduras	.....	37	.....	21
Canada	.....	8,985	.....	8,136
Costa Rica	.....	45	.....	63
Guatemala	.....	3	.....	7
Honduras	.....	1	.....	137
Nicaragua	.....	83	.....	118
Panama	.....	1,906	.....	4,565
Mexico	.....	5,973	.....	13,172
Newfoundland and Labrador	.....	263	.....	874
Barbados	.....	1,304	.....	1,629
Jamaica	.....	67	.....	425
Trinidad and Tobago	.....	170	.....	1,042
Other British West Indies	.....	387	.....	666
Cuba	.....	8,006	.....	8,908
Dominican Republic	.....	1,894	.....	282
Dutch West Indies	.....	124	.....	701
French West Indies	.....	8	.....	1,338
Haiti	.....	1,417	.....	4,059
Virgin Islands of U. S.	.....	388	.....	112
Argentina	.....	1,373	.....	1,381
Brazil	.....	421	.....	4,156
Chile	.....	2,413	.....	1,781
Colombia	.....	124	.....	2,204
Ecuador	.....	80	.....	66
Falkland Islands	.....	.....	.....	1,250
British Guiana	.....	106	.....	5,437
Dutch Guiana	.....	13,808	.....	9,388
French Guiana	.....	8	.....	.....
Peru	.....	.....	.....	40
Uruguay	.....	150	.....	3
Venezuela	.....	36	.....	40
China	.....	41	.....	.....
British India	.....	.....	.....	5
Dutch East Indies	.....	.....	.....	220
Hongkong	.....	56	.....	.....
Japan	.....	11	.....	1,347
Russia in Asia	.....	1,050	.....	1,637
Australia	.....	11,242	.....	5,662
New Zealand	.....	1,136	.....	11,854
Other British Oceania	.....	8	.....	14
French Oceania	.....	157	.....	.....
German Oceania	.....	53	.....	.....
Philippine Islands	.....	111	.....	745
British West Africa	.....	608	.....	2,781
British South Africa	.....	.....	.....	4,057
Canary Islands	.....	1	.....	4,345
French Africa	.....	.....	.....	49,122
Total	.....	$484,841	.....	$1,710,527

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**

145 WATER STREET, NEW YORK

Shipments Now on the Way Due to Arrive Here On or About November 1:

S. S. DELIGHT

170,000 La Mesa Perfecto Especial 1/20 paper
40,000 La Mesa Americano
60,000 La Mesa Specials—12M case
10,000 La Mesa Favorita—paper, Class "C"
10,000 La Mesa Favorita—plain, Class "C"
75,000 La Mesa Londres—15M case
60,000 Manila de Luxe Perfecto Especial—paper
90,000 Manila de Luxe Americanos—paper
24,000 Manila de Luxe Specials—12M case
120,000 Manila de Luxe Londres
50,000 Battler Americanos—paper
12,000 Battler Specials
105,000 Battler Londres

S. S. COLUSA

50,000 El Pyrato Americanos
40,000 El Pyrato Perfecto Extras
70,000 El Pyrato Rothschilds
150,000 El Pyrato Londres

S. S. EMPRESS OF ASIA

320,000 La Mesa Perfecto Especials
170,000 La Mesa Londres
150,000 La Mesa Londres
36,000 La Mesa Specials
150,000 La Mesa Perfecto Especials
150,000 La Mesa Americanos
90,000 Manila de Luxe Londres
12,000 Manila de Luxe Specials
100,000 Manila de Luxe Perfecto Especials
50,000 Manila de Luxe Americanos
10,000 Manila de Luxe Favoritas
50,000 George Fourth Perfecto Especials
50,000 George Fourth Americanos
10,000 George Fourth Favoritas
90,000 Non Plus Ultra Londres

S. S. MELVILLE DOLLAR V

100,000 El Pyrato Americanos
80,000 El Pyrato Londres

2,754,000

IN ALL THERE WILL BE 2,754,000 CIGARS

Very truly yours,

Horace R. Kelly & Co.

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

I. H. WEAVER
—PACKER OF—
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

Samples of our 1919 packing now ready. Write us if you need Pennsylvania.

Correspondence Solicited

Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.
Lamour Street and M. & P. R. R., York, Pa.

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.
Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

Late Tobacco Caught by Frost at Lancaster

Only That Small Part of the Crop That Was Too Green to Be Harvested—Probably 95 Per Cent of Pennsylvania's Tobacco Yield Is Safe in Barns—Sales Floor Company Organized—Buildings Leased—First Sale Set for November 29—Weaver's Funeral Cortege the Largest Ever Seen at Lancaster—Floral Tributes Filled Two Rooms—A Smaller Demand for Cigars of the Cheaper Grades.

LANCASTER, Pa., October 7.—The country hereabouts was visited last night by a killing frost. Unharvested tobacco suffered to a considerable extent. While 90 to 95 per cent. of this year's crop is in the barns, still there were a number of late crops left uncut for want of labor. S. O. Frantz, near Rohrerstown, and the Hoffman's farm, near and around Marietta, were heavy losers because of the early visit of "Jack Frost."

Late tobacco was entirely too green to be harvested and the growers preferred to let it remain in the field and take chances. They took risk of frost rather than to cut the tobacco in an immature condition. Most of them reasoned that if they were to cut the tobacco too green they would have worse than nothing. If they left it to be damaged by the frost, the tobacco would have a chance, standing on the fields in the sunshine to recover and make better leaf than the green tobacco would make after being harvested prematurely. It is generally remarked here that the late tobacco this year will come out and make much better tobacco than the late leaf of last year.

That part of the crop which was harvested during the last week of August and the first three weeks of September will have a perfect cure. It is showing up an unusually beautiful chestnut brown leaf of excellent quality. With plenty of gum, the leaf shows enough elasticity to make good stogie wrappers or good cigar binders.

The early harvested tobacco, on account of adverse weather conditions, shows considerable shed-burn. And this tobacco will have to be thrown into the fillers or trash classes at sorting time.

Taking the crop as a whole, it's leafy "meaty" tobacco. If it cures properly it surely will make a serviceable tobacco. The buying season hasn't opened yet, neither will it for possibly a month or more. A few scattered fancy crops have been bought, but the big buyers prefer to sit close and stay off the buying field until the present unsettled condition of business throughout the country is succeeded by stabilized business.

Farmers are asking prices it's impossible to pay. If they get the same price as last year, they will be lucky, for there seems to be a downward trend in prices of every commodity.

The sales company here has leased the main exhibition building of the Lancaster Agricultural Society at the fair grounds for the purpose of conducting a sales floor similar to those in vogue in Kentucky. They completed a permanent organization here last week. The first sale will take place on November 29. Sales will be continued throughout the month of December. Under the plan, a farmer will deliver a guaranteed sample bale, which will be representative of the entire crop. On this basis the crop will be offered to the highest bidder. A three-years' lease has been secured by the company of the packing house at Charlotte and Frederick streets. There all crops remaining unsold will be packed for the growers. Application will be made for a charter for the company, which will be capitalized at $100,000. The movement has been under way for some months past and up to the present stock amounting to about $30,000 has been subscribed.

C. H. Habecker, of Rohrenstown, spoke at the session. Officers were elected as follows: President, A. G. Balmer, Manheim R No. 1; vice-president, C. H. Habecker, Rohrerstown; secretary, Chas. Z. Stein, Manheim, Pa.; treasurer, Phares Mohler, Ephrata, Pa.

These officers, with the following, will form the board of directors: Oliver C. Futer, Gordonville R2; Jacob T. Harnish, Lancaster R1; Clayton R. Schriener, Lititz R3, and Co. and K. Herr, Millersville R1.

Floral offerings, beautiul testimonials of respect and esteem for Isaac H. Weaver, filled two rooms. And to the bereaved family, messages of condolence came from all parts of the country.

At the funeral Tuesday, Dr. M. M. Apple, president of Franklin and Marshall College, of which Mr. Weaver was a trustee, spoke eloquently concerning the ability and character of Weaver.

"All conceded," said he, "that Weaver's work was an honor and a blessing to the city. When asked to aid, Weaver was always ready to help. He never refused to assist a needy person. A worthy cause, anything that would be for the good of the city, ever was assured of Weaver's support. Weaver was a man worthy to be long and lovingly remembered."

Among men prominent in the trade who came to Lancaster to pay the "the last sad tribute" at Weaver's funeral were: Al. Koshland and Milton Wertheimer, of Wertheimer Bros., Baltimore; N. D. Wood, of Elmira, N. Y.; R. Goldsmith, of New York; Simon Schloss and Ed. Meyers, of F. Eckerson & Co., Philadelphia; Bart. Schaeffer, of York, Pa.; Walter S. Brice, of Lititz, Pa.; W. S. Lukasawitz, of Dayton, O.; Martin Weidmann, of Ephrata, Pa.; J. H. Stiles, of Quincy, Fla.; Sam Grabosky, of Philadelphia; and delegations from the Lancaster Trust Co. and the Conestoga National Banks, with which Mr. Weaver was closely connected as a director. The funeral cortege was the largest ever seen in Lancaster.

Our neighbors across the Susquehanna, in York County, complain bitterly about business. The cigar manufacturers find trade awfully slack. In some instances a lot of hands have been "laid off." In other places they have accumulations of millions of cigars, waiting for trade to revive. Yet it is said that those who are making a high grade of goods under Class C stamp are very busy. They have all the orders and more than they can fill. This can only be explained by saying the country demands the better grade of cigars.

DICKIE.

LEAF TOBACCO FROM SALONICA

Per S. S. River Araxas. Arr. Sept. 29.
Consignees:

New York—	Bales
P. Lorillard Co.	3,163

TOBACCO FROM CAVALLA

Per S. S. River Araxas. Arr. Sept. 29.
Consignees:

New York—	Bales
P. Lorillard Co.	5,057
Melachrino Tob. Co.	2,561
Bank of Athens	1,502

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVANIA
Correspondence Solicited EPHRATA, PENNA.

The Cagayan Valley

THE quality of mildness and a mildness of quality clings to Manila cigars—made of sun ripened Philippine tobacco and softened by Sumatra and shade grown wrappers—an ideal combination to please the palate and the purse of the American smoker.

Easy to Look at — Easy to Smoke — Easy to Sell

Illustrated booklet with directory and Factory Numbers on application to—

Manila Ad. Agency, (C. A. Bond, Mgr.), 172 Front Street, N. Y., Phone, John 142

FROM THE FIRING LINE

Personal and Trade Jottings

James McQuade, Jr., has opened a cigar store in Lodi, Wis.

—

Scott Russell has bought a cigar and pool business in Webster, So. Dak.

—

John Parks has bought a cigar store and billiard business in Wells, Minn.

—

Samuel Adler, representing E. Popper & Co., of New York, is in Cleveland this week.

—

A. Jacques, representing John W. Merriam & Co., is in Texas booking orders for segars.

—

Wm. Davis has sold his cigar business, with side lines, in Sparta, Wis., to G. E. Ward.

—

L. L. Camp has sold his cigar and pool business in Gwinner, N. Dak., to M. O. Satre.

—

C. D. Morgan has sold his bowling alley and cigar business in Madison, Wis., to John Ripp.

—

Albert Worch, of the Kuhles & Stock Co., of St. Paul, is a visitor on Water Street this week.

—

George Minkle, of Lawton, N. Dak., has disposed of his cigar and pool business to Frije Bros.

—

Ed. Wolf, representing H. Anton Bock & Co., of New York, is making a tour of Montana and Colorado.

—

Henry Reisenberg is in Memphis this week booking cigar orders for E. Popper & Co., of New York.

—

Rob Popper, of E. Popper & Co., of New York, is continuing his cigar-booking tour of Pennsylvania.

—

D. G. Quebec, of the D. G. Quebec Cigar Co., of Rutland, Vt., is a business visitor in New York this week.

—

Sam Gilbert, of the Consolidated Cigar Co., is expected to arrive at the New York headquarters Monday.

—

Percival Lowe, prominent leaf broker, leaves New York Friday for a two weeks' stay at French Lick, Ind.

—

Added and improved facilities for the Mengel Co. at Louisville include a cigar box factory costing $50,000.

—

Walter Zimmerman, of Broadhead, Wis., has sold an interest in his cigar and pool hall business to R. A. Schlein.

—

Mr. Wilson, of Wilson & Mitchell, of Providence, was calling on the New York leaf tobacco trade last week.

—

H. Everhardt, cigar salesman for Lincoln & Ulmer, is over in Jersey, busily engaged booking liberal-sized orders.

—

James N. Myse, of Wisconsin Rapids, Wis., has sold his cigar business, etc., to Irvin D. Peters and Jos. Winecke.

—

The Cincinnati Cigar Box Factory has moved from Second and John streets to 120 Court street.. Cincinnati.

—

W. W. Moss, of the Moss-Hughes Cigar Co., of Richmond, Va., is calling on the big New York cigar houses this week.

—

Julian B. Annis, of Gradiaz, Annis & Co., returned to New York Saturday from through Virginia and North Carolina.

—

The "strike" which has recently been on at the Bertine Garcia Cigar Factory, 1397 Avenue A, New York, was "called off" last week.

—

D. A. Shaw, of Quincy, Fla., one of Florida's most successful growers and packers of shade grown tobacco, is in New York this week.

—

E. R. Lincoln, of Lincoln Bros., cigar manufacturers of New York, returned Monday from a successful business trip through the Middle West.

—

The Liggett & Myers Tobacco Co., is conducting a vigorous advertising campaign in the New York newspapers, featuring Chesterfield cigarettes.

—

Manie Hyman is in Illinois, and his steady flow of orders to Lincoln & Ulmer, of New York, show that Manie is a life-size cigar salesman.

—

According to the Louisville *Courier Journal* coal miners at Lynch, Ky., earn so much nowadays that they can and do buy dollar cigars frequently.

—

R. Grothe, and his brother, A. Grothe, of L. O. Grothe Co., Ltd., of Montreal, were recent visitors among the big tobacco houses of New York.

—

Pat Cunningham, the free lance cigar salesman for R. Gangemi & Co., of 407 E. 91st Street, New York, is busy just now looking after his city trade.

—

Harry B. Roberts, of J. W. Roberts & Son, cigar manufacturers, of Tampa, returned to his Florida home Saturday, after spending several days in New York.

—

John H. Goetze, of John H. Goetze & Co., of 203 Pearl Street, New York, says that his house is meeting an active demand for Sumatra, Java and Havana tobaccos.

—

Joseph Berran & Co., of New York, say that the cost of production has forced them to revise cigar prices in an upward direction, despite a disinclination to do so.

—

The Standard Leaf Tobacco Co., of 244 Pearl Street, New York, having found it necessary to obtain more storage space, has secured a large floor at 253 Pearl Street.

—

Joseph Holzman, tobacco importer and dealer of 185 Water Street, returned to New York last week from Holland, where he had been for some time on a purchasing expedition.

—

The Standard Cigar Mold Co., at 90 Wall street, New York, is preparing to place on the market for almost immediate delivery, automatic cigar box nailing machines.

—

W. W. Haynie, of the Haynie System, of St. Louis, is in New York this week, circulating among the large cigar manufacturers. He is stopping at the Pennsylvania Hotel.

The Old Dominion Tobacco Co., of Norfolk, Va., has taken on the distribution of Don Julian Kits, the unique little "flat" cigars manufactured by Gradiaz, Annis & Co., of New York.

—

Ing Chamberlin, representative of Lincoln Bros., of New York, is at his headquarters in St. Louis, and does not contemplate starting out on another cigar-selling tour for some time to come.

—

The Farmers' Tobacco Warehouse Co., of Georgetown, Wis., has been incorporated with a capital of $10,000. Incorporators are J. F. Paeltz, C. C. Meeth, O. P. Williams, and H. Hodges.

—

The Like Cigar Co., of 1459 3rd Avenue, New York, reports the opening of many new accounts in Harlem and the Bronx on R. U. On and Like America cigars, mainly squares of the latter brand.

—

Thomas Q. Atkins, cigar salesman for Lincoln Bros., of New York, is out to make a thorough canvass of Montana, Utah and Colorado, before returning to his headquarters in San Francisco.

—

John H. Goetze & Co., of New York, are expecting to receive shortly some large shipments of fine Florida tobacco of their own packing. The house is receiving numerous inquiries for these goods.

—

John J. Rogers, treasurer of Breslin & Campbell, manufacturers of the Quincy cigar, went to his home in Springfield, Mass., Saturday and returned to the New York headquarters yesterday, Wednesday.

—

The tobacco importing house of Joseph Holzman, 185 Water Street, reports that the Java-Vorstenland tobacco recently offered to the trade, is in good demand. Other stocks are also in good request.

—

John W. Merriam, of John W. Merriam & Co., is in St. Louis this week, and from there he goes to Cincinnati, Toledo and other mid-West points. His reports indicate that Merriam segars are going well.

—

Adolph Hartman, of A. & S. Hartman, tobacco growers and packers, of Hartford, was in New York a few days ago. Mr. Hartman says that they are paying much more for broad leaf now than last year.

—

H. F. Luckett, of Atlanta, Southern representative of Julius Klorfein, is visiting the Klorfein headquarters in New York, to personally request that more Garcia Grandes be shipped into his Southern territory.

—

As planned at present the regular Fall meetings of the Western Cigar Box Manufacturers' Association will be held on October 19, in the Auditorium Hotel at Chicago. A large attendance is expected.

—

Morris Simon, representing Like Cigar Co., is conducting an intensive campaign in the downtown section of New York, placing R. U. On and Like America brands. He says the Like squares are going "like hot cakes."

—

Joseph Berran & Co., of 407 E. 91st Street, New York, report an unusually busy season. They are turning out many cigars under private brands, and among them is the Liberty Bond for the Charles P. Stanley Cigar Co., of St. Louis.

—

In a preliminary statement of internal revenue collections for the fiscal year ended June 30, 1920, made public Monday, Commissioner William M. Williams reports the collections for the

year as $5,408,075,468—The largest tax bill in the country's history.

—

Thieves broke into McDonnell's cigar factory, on Carleton Street, Methuen, Mass., Tuesday evening a week ago. Evidently, however, they were frightened away before they could collect a quantity of loot. They left hurriedly, taking hardly anything of value.

—

Leopold Powell, of Leopold Powell & Co., of 408 East 93rd Street, New York, says that the only thing he has to "kick" about is the fact that his factories cannot turn out cigars fast enough to fill orders on time, and this, too, with the factories running full capacity.

—

The Constantine Tobacco Corporation, of 457-9 Broome Street, New York, put its up-to-the-minute cigarette factory into operation some time ago, and it has been running full force ever since, without the loss of a single day; and its products are of excellent quality.

—

Julius Klorfein, of Garcia Grande fame, is putting out some new sizes. One is 20 cents, with side mark, Alvas, packed, one-fortieth. Another 20-cent size has side mark, Metropolis, packed, one-twentieth. Two new Belvederes, 2 for 25c., Casines, packed, one-twentieth.

—

E. A. Kline, of E. A. Kline & Co., of 211 E. 94th Street, New York, says that the large jobbing houses are disposing of great quantities of Medalist cigars. This, he says, is especially true of Park & Tilford, Acker, Merrall & Condit Co., and Grosvenor Nicholas & Co., Inc.

—

Acker, Merrall & Condit Co. have moved their general offices and main store from Forty-second Street, New York, to 61 West 13th Street, where they will be the sole occupants, and utilize the entire space of a nine-story building. They will be open for business at the new headquarters Saturday.

—

St. Earn, the new cigar, manufactured in seven sizes by Leopold Powell & Co., and marketed by the Stearn Co., of 35 Wall Street, New York, has met instant public favor. St. Earn has been on the market only a few weeks, yet repeat orders, it is said, are almost daily occurrences, for one size or another.

—

D. F. O'Connell, cigar department manager for the Joseph P. Manning Co., of Boston, came to New York Monday, to urge B. Feifer & Co. to produce a greater number of Manco cigars for the Boston house. Mr. O'Connell returned to the Hub of Culture Tuesday, after securing Mr. Feifer's promise to do his best.

—

Nathan Garten, the Manila cigar importer and jobber, left Monday night on a Western trip, planning to go as far as Chicago. Among his samples he is taking a special Porto Rican cigar put up fifty in tins, the price of which enables the dealer to sell the cigar at five cents. He received a shipment of Sumatra wrapped Manilas retailing at 10 cents and 2 for 25 cents.

—

Jumping ahead 25 per cent over the production in August, the cigar output of Tampa, for September reached a total of 9,661,440 cigars, of which a larger percentage than ever before were of the higher grade cigars classes D and E. The popular class C cigars almost doubled the previous month's production also. The August output was 7,321,873. The taxes paid on these cigars totaled $88,844.

—

Tom S. Graham, proprietor of Graham's warehouse, at Greensboro, N. C., said last week that if growers generally throughout the Piedmont section knew the true situation as to prices realized on the Greensboro market for tobacco, the two warehouses would have more than they could attend to every day. He believes there has not been enough publicity given the market and the prices realized on it.

—

"I can't see any reason for a general advance in the price of cigars at this time," was the comment of George Sinclair, head of Harnit & Hewitt's cigar department, at Toledo, O., Monday, a week ago, when he was told that some Toledo retailers were advancing cigar prices. "As long as the dealers can get present prices for cigars and dispose of their production at the present rates, they won't cut them," Sinclair said.

—

Joseph Simon, president of Bennett, Sloan & Co., accompanied by Louis Simon and John J. Donohoe, members of the directorate and sales force of the corporation, returned to the New York headquarters, Wednesday, after making a motor tour of Pennsylvania. They visited the Country Gentleman Cigar factory at Womelsdorf, in the Keystone State, to "prod" the managers into greater production, that the ever-growing demand for this popular brand may be more quickly supplied.

—

Sallie George, who is 102 years young, member of the Onondaga Indian tribe New York, offers to wage a smoke battle with Uncle John Shell, a Kentucky patriarch, 30 years older than she. Sallie has smoked a pipe—not the same pipe, of course—90 years. John has had more experience. He began burning tobacco 114 years ago. All of which may interest the distinguished health expert who writes: "Persons addicted to tobacco do not live as long as those who refrain from the habit."

—

Justin Seubert, of Justin Seubert, Inc., is visiting the New York offices of his corporation this week. Mr. Seubert is recovering from a painful injury to one of his legs, received in an automobile accident, which was not of the usual variety. Friends were visiting Mr. Seubert on his farm near Syracuse and, while endeavoring to turn an automobile around, it was backed into a ditch. A scantling that was being used in an effort to "prize" the car out suddenly sprung back and caught Mr. Seubert on the leg, causing a severe contusion.

—

The United Cigar Stores Co. has declared a stock dividend of 10 per cent on the common stock which is payable in common stock Nov. 15 to stock of record Oct. 29. With payment of this dividend the company will have distributed 20 per cent in stock this year as well as $6 in cash. This distribution will bring the outstanding common stock up to $32,866,020 of which the United Retail Stores Corporation will own 302,454 shares as compared with 249,963 shares acquired by the exchange of stock upon the organization of United Retail Stores.

—

Stern & Weisbart, who for seven years conducted a cigar stand in the Washington Building, at No. 1 Broadway, New York, has sold their lease, which had another year and seven months to run, to the International Mercantile Marine corporation. The I. M. M. is preparing to move its offices from the Bowling Green Building into the adjoining Washington Building, and it wanted the small space occupied by the cigar stand, so the International paid Stern & Weisbart $45,000 for the unexpired lease. The cigar men are now temporarily located at 30 Warren Street, in the building owned and occupied by F. Garcia & Bro.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO., Richmond, Va.

FLOR DE
John Ruskin ⚜ MELBA

are positively the best at their price.

They are big sellers and fast repeaters

A box or two on your showcase will increase your business

See your jobber now or write us

I. LEWIS CIGAR MFG. CO., Newark, N.J.

Largest Independent Cigar Factory in the World

INTERNATIONAL PLANTERS CORPORATION

280 BROADWAY NEW YORK, N. Y., U. S. A.

G. O. Tuck and Company.....Louisville, Kentucky
J. M. Edmunds and Company.....Danville, Virginia
William B. Shaw .....San Juan, Porto Rico
International Planters Corporation.....Santiago, San Domingo

IMPORTERS and EXPORTERS and GENERAL MERCHANTS in FOREIGN and DOMESTIC LEAF TOBACCO

Direct from source of production to our clients.
Samples and quotations upon request.

Cable Address—Inplants

Dibrell Brothers, Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

Our Tobaccos Always Open Up To Sample

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

W. P. HENRY CO.

Dealers and Exporters of

LEAF TOBACCO

DURHAM, N. C.

In the heart of the "Old Belt" bright district

For the cream of Carolina Tobaccos communicate with us

VIRGINIA CROP REPORTS

Tobacco Yield Estimated to Be 164,500,000 Pounds—Compared with 131,000,000 Pounds Produced in 1919

RICHMOND, Va., Oct. 9.—Excellent prospects for corn and a decrease in the forecast for tobacco and peanuts are the most important features of the October report of the Bureau of Crop Estimates, compiled by Henry M. Taylor, of Richmond.

Tobacco at the time of harvest showed 76 per cent of normal, which indicates a yield of 669 pounds to the acre and a total production of 164,594,000 pounds. This is compared with 131,000,000 pounds last year and 165,500,000 pounds in 1913. Just before harvest the reports show that the condition of the crop was almost 100 per cent, but the rains from August 15 to September 5 caused firing, wildfire and spotting. These diseases are blamed for the decline in condition of the crop noted.

Despite the fact that the vines have shown a wonderful growth this year, the peanut crop is not yielding as well as had been expected. The present condition of 75 per cent of normal indicates a total production of 4,692,000 bushels, compared with 5,282,000 bushels last year and 5,775,000 bushels in 1918.

Comparison of the condition of crops on September 1 and when the estimate was closed shows that tobacco is 76, compared with 82; apples, 72, compared with 68; buckwheat, 91, compared with 90; potatoes, 88, compared with 90; sweet potatoes 86, compared with 91; pasture, 96, compared with 101; field peas, 93, compared with 96; pears, 82, compared with 77; grapes, 85, compared with 87; and sorghum, 94, compared with 96. All figures are per cent of normal.

Market Becomes Better at Danville

DANVILLE, Va., Oct. 9.—Sales of tobacco on the warehouse floors were fairly large this week, total 1,569,126 pounds, and selling at an average of $21.84.

A larger percentage of stalk-cured leaf appeared in the offerings than heretofore, and prices showed a firmer tendency on practically all grades. This was more particularly reflected in good leaf, cutters and wrappers. Only a limited quantity of the latter mentioned grade has appeared in the offerings up to the present time. It is the general opinion that the crop will afford some very desirable wrappers, but the percentage will not be so large as usual.

The farmers are paying more attention than usual to harvesting their late crops and making preparations for seeding wheat. Taking this into consideration, as well as their dissatisfaction at the prevailing prices they are receiving for tobacco, it is anticipated the crop will be marketed much slower than usual.

More Desirable Tobacco at South Boston

SOUTH BOSTON, Va., Oct. 9.—The sales on the South Boston market have been somewhat heavier for the past week than they had been up to that time.

The offerings for the past week have been of a better grade and the light commoner primings, which have predominated heretofore, are beginning to disappear, and there seems to be very little demand for them as the better grade of tobacco is offered.

The prices for the last few days have taken a decided upward tendency and the bidding is much more spirited than it has been at any time this season.

The total amount of sales for September was $53,106 pounds, which brought $153,409.84.

The sales for the past week have amounted to 673,627 pounds, which has sold for $146,211.99, average $21.70 per hundred.

Not Much Doing at Lynchburg

LYNCHBURG, Va., Oct. 9.—The leaf tobacco sales were light here this week, amounting to only 24,100 pounds.

The farmers seem inclined to hold their bright tobacco back owing to prices being lower than last season and sales were small in consequence. All desirable grades of bright were in demand, with prices decidedly better for such types, but common and nondescript continued quite dull. No dark tobacco is offering and the buyers will hardly be ready for it until about the latter part of the month, but by that time or the first of November pretty fair sales of dark may be expected.

Warehouses Kept Open at South Hill

SOUTH HILL, Va., Oct. 9.—The South Hill Tobacco Board of Trade held a meeting this week to consider the unfortunate situation in the leaf tobacco world. It was decided that it would be unwise to close the South Hill warehouses except by agreement among all warehouses in this part of the bright belt, that is to say, Danville, South Boston, Clarksville and Chase City. On one point the trade was united and very emphatic, and that is they are with the growers in whatever decision these growers may finally reach as to the best course to pursue.

The sales this week were larger than any week this season and the prices were better, there being more really good tobacco in the breaks. The average was around $23.

Sales Very Heavy at Wilson

WILSON, N. C., Oct. 8.—W. J. King, president of the Wilson Tobacco Co., reports that sales have been heavy during the past week. The market was forced to close on Tuesday on account of the congestion of some of the big companies. The quality of the crop has not improved very much, but prices have held firm; in fact they have shown a decided improvement on the medium and common tobacco in the last few days.

Figures for the week ending October 7 are as follows: Sold this week 2,916,876 lbs., average $21.00 @ $612,636.47; sold last week 2,357,952 lbs., average $20.70 @ $695,157.63; sold to date 11,578,550 lbs., average $21.97 @ $2,543,996.51.

South Carolina Tobacco Sales During September

As Reported by B. Harris, State Commissioner of Agriculture

COLUMBIA, S. C., Oct. 9.—Tobacco sales on 15 markets and 29 warehouses in South Carolina reached a grand total of 8,713,961 pounds for the month of September, according to statistics compiled by the state department of agriculture, commerce and industries. The tobacco sold at an average of 17.46 cents per pound, netting its producers $1,520,960.10.

The report shows a considerable decrease in sales for the month as compared with September, 1919, while the average price per pound shows a loss of over one cent. The total sales for September last year were 11,823,768 pounds and the amount received for the weed was $2,189,105.19.

Lake City still holds the lead in amount sold for the month with a record of 2,953,287 pounds for $519,958.28. Timmonsville, Darlington and Mullins were also well up toward the top. Lake City leads in both the July and August reports. A large number of the markets have closed since August, when the report covered 29 markets and 77 warehouses.

The September report showing the total sales for the last ten years follows:

Year	Pounds Sold	Amount Paid	Average Price
1911....	4,978,703	$ 628,150.64	12.61
1912....	3,064,697	364,843.48	11.40
1913....	5,359,593	709,068.14	13.25
1914....	19,552,988	1,723,189.18	8.81
1915....	12,914,004	915,382.95	7.09
1916....	438,017	62,070.45	14.18
1917....	732,143	158,153.69	21.23
1918....	3,667,026	657,720.58	17.90
1919....	11,823,768	2,189,105.19	18.51
1920....	8,713,961	1,520,960.10	17.46

Figures for the individual markets follow:

	Sold for Producers Pounds	Sold for Dealers Pounds	Resold by Warehouses Pounds	Grand Total Sales Pounds Sold	Amount Paid
Andrews	67,315	804	76,225	144,344	$11,675.38
Bamberg	141,140	.....	23,575	164,715	22,510.32
Darlington	1,687,716	51,922	242,561	1,882,199	288,664.20
Florence	264,353	90,546	51,332	405,331	68,716.42
Hartsville	422,881	3,334	83,782	610,047	63,696.81
Johnsonville	47,552	21,154	25,272	93,978	13,262.35
Kingstree	389,820	11,252	30,476	431,548	70,221.31
Lake City	2,363,543	384,137	205,607	2,953,287	519,958.25
Lamar	415,728	4,396	56,940	477,064	86,140.69
Latta	43,124	.....	.....	43,124	9,437.28
Loris	46,956	3,104	2,202	52,752	8,191.05
Lynchburg	166,490	5,340	47,187	219,023	31,666.46
Mullins	1,003,212	48,240	62,988	1,114,440	226,255.51
Pamplico	46,612	.....	.....	45,612	11,653.00
Timmonsville	1,707,513	140,777	152,944	2,001,234	347,451.18
Totals	8,713,961	10,760,655	1,061,181	10,540,196	$1,779,460.24

Deliveries Heavier at Greenville

GREENVILLE, N. C., Oct. 9.—The deliveries of leaf tobacco were very heavy here the first days of the week. Three days of blocked sales crowded the buyers with tobacco to such an extent that they had to appeal to the warehousemen and farmers to call off the sales for Thursday and Friday and that was done, but they will be resumed on Monday and the hope is that the farmers will not rush their tobacco to market so as to cause another glut.

More good tobacco is now coming in and prices are more satisfactory to the growers. The average this week was around $22.75 per hundred.

Large Receipts at Rocky Mount

ROCKY MOUNT, N. C., Oct. 9.—Sales of bright leaf tobacco for the week have been the largest of the season, amounting to 1,750,000 pounds that averaged around $19.25. The offerings have been very common, consisting of a large percent of "wet dog" primings and common black tips.

Looking Up a Bit at Roxboro

ROXBORO, N. C., Oct. 10.—The Roxboro tobacco market showed considerable improvement during the latter part of the past week, all types being in greater demand and especially the better grades which showed an increase of $5 to $10 per hundred. The farmers, according to reports from the warehousemen, were satisfied with their sales. Larger sales are anticipated next week. The sales have been comparatively small, but the averages are good. Thursday's sale amounted to 29,304 pounds, at an average of $26.20 and Friday there was sold 59,126 pounds, averaging $25.94.

Prices Somewhat Firmer at Winston-Salem

WINSTON-SALEM, Oct. 9.—Total sales for the week, 1,785,308 pounds; average price per pound, $.2132; sold to date of 1920 crop, 5,366,531 pounds; average price per pound, $.2049; sold to same time last year, 11,175,902 pounds; average price per pound, $.4008. Remarks: No material change in our market. Prices were slightly firmer. Larger quantities are expected to be offered next week.

G. W. CORBIN.

Good Tobacco Sells Better at Kinston

KINSTON, W. C., Oct. 9.—Total sales for the week, 2,461 pounds. Average price per pound, $19.00. Sold to date of 1920 crop, 8,189,014 pounds. Average price per pound, $18.95. Remarks: We are selling largely tips and low grade tobaccos. Good tobaccos are selling better than last week.

E. Y. SPEED, Secy.

Summarizing the Sales at New Bern

NEW BERN, N. C., Oct. 9.—Total sales for the week, 459,422 pounds. Average price per pound, $.1606. Sold to date of 1920 crop, 1,356,761 pounds. Average price per pound, $.1552.

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Slow Sales and Dissatisfied Sellers

HENDERSON, N. C., Oct. 9.—Unusually low averages continue to be the order of the day on the Henderson tobacco market. Sales for the week ending yesterday were 455,665 pounds, which brought only $79,438.81, or on average around 17 cents. This is slightly under the best prices that have been paid here this season.

The end of the third week of the season has not brought higher prices, but has seen the income of the farmers diminish. This is explained in large degree, however, by the poor quality of the offerings, which has been the rule for the week. Very little of the better grades has been sold, and it is apparently the intention of the farmers to unload their sorry tobacco before marketing the better grades, in order to get the advantage of any advance in the price.

With the exception of Friday's break of 130,786 pounds, the largest of the week, each day's sales has been from 73,000 to 96,000 pounds, which is very light for this season of the year.

During the three weeks of sales this year the Henderson market has sold 823,718 pounds for $148,553.91, at an average of $18.03. This compares with 2,620,252 pounds, selling for $1,183,140.77, or an average of $45.19 for the same period a year ago.

Thus it may be seen that the farmers are following the advice given them to market the crop slowly.

The dissatisfaction so evident at the beginning of the season is still evident, and many farmers are harboring a feeling in their minds that they are not being given a square deal. They are rapidly perfecting the organizations by which they expect to control the size of the 1921 crop, and there is a well-grounded belief that they will succeed in cutting the next crop to not more than half of the present year's yield. The township is being made the unit of the new organization, and these converge into the county organization, which, in turn, looks to the State organization for direction and advice. It is said that Vance County, of which this city is the county seat, already is pretty thoroughly organized, and that most farmers are signing the pledge to curtail in 1921. The county organizer has said that not more than a dozen farmers in the whole county have refused to put their names to the pledge.

HENRY A. DENNIS.

Good Tobacco Coming to Greensboro

GREENSBORO, N. C., Oct. 12.—The Greensboro tobacco market showed an improvement yesterday over last week's prices. The average price of the tobacco sold here yesterday was 26 cents. A better quantity of tobacco is being brought to the local market.

Farmers attending Monday's market came from all parts of Guilford and surrounding counties. G. W. Coble, of Alamance County, sold four lots at 35, 40, 50 and 51 cents per pound respectively. Practically all of the big tobacco concerns in the country are represented here.

Steps to Prevent Gluts at Wilson

WILSON, N. C., Oct. 9.—There was a tremendous rush of leaf tobacco to this market this week, causing an early glut. The Board of Trade had a special meeting and after conference with farmers and warehousemen adopted a cast-iron rule to prevent further gluts. It was agreed that only 4,000 baskets of tobacco shall be offered by all the warehouses per day, to be distributed equitably among the warehouses in proportion to their total receipts and floor space. Under this rule the market will sell only about 2,500,000 pounds per week and the buyers say they can handle that amount readily. Better tobacco and somewhat better prices featured the market this week.

Sales Suspended During State Fair Week

RICHMOND, Va., Oct. 9.—Since the inauguration of the State Fair it has been the custom of the Richmond loose leaf tobacco warehouses to call off sales during "Fair Week," the idea being that all of the farmer patrons of these warehouses are more interested that week in what is going on at the fair grounds than they are in converting their weed into cash. In accordance with this custom there were no sales at the warehouses last week, but all of them will be open for sales of primings Tuesday and Friday of this week and the managers of the houses have reason to believe that the offerings will be larger than they have been any week this season. In fact it is the opinion of the trade that the growers of the sun-cured primings will this week deliver all of such goods they hold.

As reported by the *Times-Dispatch*, the news from the much disturbed bright belts indicate that the farmers are about over their panic and in some of the markets, notably those in Eastern North Carolina they are disposed to rush their weed to the sales floors and glut the markets. The buyers and warehousemen in at least one of these markets have had to adopt rules to prevent "gluts," which new rules say just how many piles of the weed shall be offered each day of the week. There has been no advance in the prices paid in any of the bright markets for the very common grades of the bright leaf or for the primings. Strictly fine tobacco, but little of which is being offered, as compared with the large deliveries of primings and low grades, is selling and there is hope of the farmers finding more satisfaction in things to come.

Proceeding More Slowly Than Usual

DANVILLE, Va., Oct. 11.—Sales on Danville tobacco market were fairly large last week the total sales amounting to 1,569,126 pounds selling at an average of $21.84. This shows a material increase over last week's general average.

A larger percentage of stalk cured leaf appeared in the offerings than heretofore and prices showed a stronger tendency on practically all of the grades. This was particularly reflected in good leaf, cutters and wrappers. Only a limited quantity of the latter grade has appeared on the market up to the present time.

It is the general opinion of the trade here that the crop will afford some highly desirable wrappers but the percentage will not be as large as usual.

The farmers are paying more attention than usual to harvesting their late crops and making preparations for seeding wheat. Taking this into consideration as well as the general dissatisfaction at the prevailing prices, it is anticipated that the crop will be marketed more slowly than usual.

Reports from the rural districts indicate that a large number of district units of the Virginia Carolina Growers' Association are being formed. G. T.

"Imperial" to Build at Timmonsville

The Imperial Tobacco Co., according to report, plans to erect in the near future, a re-drying plant, costing from $150,000 to $200,000 on its property at Timmonsville, S. C. Also, brick residences on Byrd street will be built for white employees. Other dwellings, near the plant, will be erected for negros.

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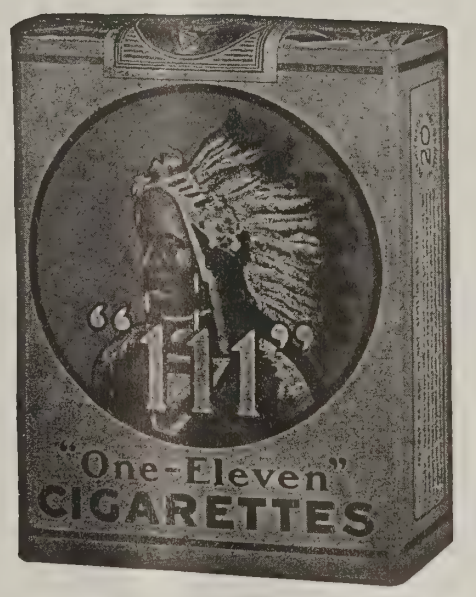

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Louisville Tobacco Market Reports

LOUISVILLE, Oct. 8.—Operations on the tobacco market here during the past week are described in brief in the figures appearing in the report made by the Louisville Tobacco Board of Trade, to wit:

Tobacco sales for the week and year to Oct. 8:

Warehouses	Week—Auction Sales	Week—Private Sales	Total for Week	Year. Jan. 1 to Date
Turner	37		37	3,588
Kentucky	250	16	266	11,118
Main Street	80		80	6,392
Planters and Farmers	284		284	8,979
Tenth Street	268		268	6,365
Louisville	195	1	196	7,758
Total	1114	17	1131	44,200
Year, 1919			2,105	48,682
Year, 1918			336	51,606
Year, 1917			157	37,468

CLASSIFICATION OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	107	872	979
Dark	7	145	152
	114	1,017	1,131

CLASSIFICATIONS OF SALES JAN. 1 TO DATE.

	Old Crops.	1919 Crop.	Total.
Burley	7,851	33,459	41,310
Dark	325	2,565	2,890
	8,176	36,024	44,200

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	42,365	46,520	33,429
Dark	6,317	5,086	4,039
	48,682	51,606	37,468

COMPARISONS WITH PREVIOUS YEARS.

Sales—	1920.	1919.	1918.
Total sales of new crop to date	39,265	49,342	54,866
Sales of new crop to date. Original inspection	32,531	42,986	50,009
Rejections—			
Rejections this Week:			
Burley	199	....	....
Dark	107	....	....
Total	306	235	50
Percentage of rejections to auction sales:			
Burley	20	....	....
Dark	70	....	....
Total	27	21	35
Rejections, Jan. 1 to date:			
Burley	10,524	....	....
Dark	722	....	....
Total	11,246	7,821	5,805
Receipts—			
Receipts this week	734	1,497	252
Receipts, Jan. 1 to date	36,085	45,823	46,189

HELM GLOVER, *Secretary.*

Official Quotations at Louisville

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufacturing
Trash (green or mix.)	4 to 5	to 6	7 to 8	5½ to 6
Trash (sound)	5 to 7	8 to 10	9 to 12	6 to 7
Common Lugs	8 to 10	11 to 14	14 to 17	6 to 7
Medium Lugs	11 to 16	14 to 17	19 to 24	8 to 9
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Common Leaf (short)	9 to 12	16 to 20	18 to 22	8 to 9½
Common Leaf	13 to 15	20 to 22	24 to 28	9½ to 12½
Medium Leaf	17 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower. HELM GLOVER, *Secretary.*

Paducah Market Report

PADUCAH, Ky., Oct. 8.—The dull season in the tobacco business is on us, and all of the order buyers have closed their factories after one of the longest and most difficult seasons experienced in many years. Factories are being cleaned and repaired in preparation for handling the next crop. The Planters' Protective Association houses are still prizing as fast as possible but deliveries were reduced to a few scattered loads during the past week.

There have been no sales reported by neither the association nor independent purchasers during the past week. The present market conditions make it very difficult to dispose of tobacco and especially is this true of the commoner grades. There have been no sales over the loose floors this week.

The weather of the past week has been very favorable for completing the cutting and housing of tobacco, and only a few crops remain in the fields of the dark fired district.

There has been no damage reported by farmers from the slight frosts that we have had in the western district, but in other sections there has been considerable damage. Taking everything into consideration the prospects are very good and with a proper amount of care exercised in curing we will have a good crop.

W. B. KENNEDY.

High Grade Tobacco from Hill Countries

LEXINGTON, Ky., Oct. 9.—According to reports received at headquarters of the Burley Tobacco Growers' Association here the Burley crop this year will be above normal in quantity, but leaders of the association do not believe that its quality on the whole will measure up to the standard of some previous crops, as a result of the damage from "wild fire," "house burn," rust and other diseases that have attacked tobacco in Kentucky this year.

"There will be some good tobacco this year," said Chairman John H. Newman, "but the amount of high-grade tobacco will not be as large as in some previous years by any means. Heretofore the bulk of the high-grade leaf—that which is commonly known as 'cigarette tobacco'—has been produced in the big blue grass counties, while the production of the hill counties is more by quantity than quality. My observation this year is that this condition is reversed—that it is the hill counties that has produced the bulk of the high-grade tobacco, while the blue grass counties will not make as good a show in the quality of the wood produced as formerly. This may be accounted for by the fact that the season has been more favorable in the hill counties and the 'wild fire' and rust have not been so prevalent in those sections. The crop on the whole, however, is going to be better than the price, I fear, that is going to be offered for it when the market opens in Kentucky about December 1."

Tobacco All in the Barns

FLEMINGSBURG, Ky., Oct. 10.—The housing of tobacco has been completed in Fleming county and it is curing up well. Wheat sowing is almost completed in the county now and corn cutting has been well advanced.

Harvest Work Being Hurried

OWINGSVILLE, Ky., Oct. 10.—The cold weather of the past week has made farm work very disagreeable, although no real harm has resulted from it. The cutting of corn, filling of silos and finishing cutting and housing tobacco is keeping farmers busy.

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Kentucky Tobacco Sales During September

Figures Compiled by the State Commissioner of Agriculture

FRANKFORT, Ky., Oct. 9.—W. C. Hanna, State Commissioner of Agriculture, makes report as follows, of sales in all tobacco warehouses in Kentucky, during September, 1920:

	This Month's Sale of 1919 or Previous Year's Crop.			1920 Crop.		
	Pounds.	Total Dollars and Cents.	Average Price Per 100 Lbs.	Pounds.	Total Dollars and Cents.	Average Price Per 100 Lbs.
Burley Tobacco sold for growers..	30,405	2,691.68	8.85	626,455	69,993.57	11.17
Burley Tobacco sold for dealers..	491,700	47,077.65	9.57	1,819,026	215,907.72	11.86
Burley Tobacco resale.....	169,950	20,999.14	12.35	1,269,434	167,296.27	13.18
Total Burley and average....	692,055	70,768.47	10.22	3,714,915	453,197.56	12.17
One-Sucker Tobacco sold for growers	.....	.....	.....	110,255	12,398.77	11.24
One-Sucker Tobacco sold for dealers.	2,500	370.85	14.83	75,910	9,674.36	12.74
One-Sucker Tobacco resale.....	... ..	.....	.....	4,135	341.48	8.26
Total One-Sucker and average	2,500	370.85	14.83	190,300	22,414.61	11.77
Fired Dark Tobacco sold for growers	.....	.....	.....	288,270	24,720.50	8.57
Fired Dark Tobacco sold for dealers	58,635	6,218.14	10.60	236,425	24,832.41	10.49
Fired Dark Tobacco resale.....	.....	.....	.....	279,110	24,014.93	8.60
Total Fired Dark and average	58,635	6,218.14	10.60	803,805	73,567.84	9.15
Grand total and average.....	753,190	77,357.46	10.27	4,709,020	549,180.01	11.66

Extending the Organization

LEXINGTON, Ky., Oct. 8.—Burley tobacco growers of Fayette county will organize a section of the Burley Tobacco Growers' Association at a meeting, which will be held in the circuit court room of the courthouse here Monday afternoon at 1:30. John W. Newman, temporary head of the association, will be present.

Organizations have already been completed by Burley growers in Dearborn county, Ind., and Boyle, Carroll, Gallatin, Nelson, Oldham, Woodford, Bracken and Bath counties, Kentucky, and other sections of the association are in the process of formation.

The first membership drive of the association will be launched next week under the personal direction of Chairman Newman, who is now touring the state in the interests of the organization.

County organizations already formed and their officers are:

Boyle—W. W. Johnson, president; William S. Lawwill, vice president; Carlisle Minor, secretary-treasurer. Headquarters, Danville.

Carroll—C. M. Dean, president; John Bond, vice president; Stanley A. Grolmyer, secretary-treasurer. Headquarters, Carrollton.

Gallatin—J. E. Montjoy, president; Ben Mylor, vice presidetn; Lafe Spencer, secretary; Chambers Perry, treasurer. Headquarters, Warsaw.

Oldham—Judge W. P. Yancey, president; Will H. Hays, secretary; Joe Button, treasurer. Headquarters, Lagrant.

Woodford—W. A. Cox, president; V. G. Willis, vice president; A. C. Hunter, secretary. Headquarters, Versailles.

Nelson—W. H. Hays, president; W. R. Hays, vice president; A. Boggs, secretary-treasurer. Headquarters, Bloomfield.

Dearborn (Indiana)—H. J. Conrad, president; J. B. Hays, vice president; Isaac Miller, secretary; Robert Rosenbaum, treasurer.

Express Rates Increased 13½ Per Cent

FRANKFORT, Ky., Oct. 7.—The American Railway Express Co. will put into effect after October 13 an increase of 13½ per cent in rates on intrastate shipments to correspond with the increase allowed on interstate business by the Interstate Commerce Commission.

The State Railroad Commission today entered an order, permitting the company to waive the 30 days' notice of the increase, but specifically reserves right to consider the rates as to their merit on any complaint that may be filed, attacking their reasonableness.

This makes a total raise of 26 per cent this year. A 12½ per cent raise already has been made, but this new increase applies to the existing rates.

The company alleged before the commission that it lost $21,000,000 in 1919. To take care of this it was allowed to increase rates 12½ per cent. Out of a gross business of $460,000,000 its net profits were $1,094,281, or 3 per cent of its capital stock.

Wage increases allowed by the adjudgment board confront it with a deficit of $42,000,000 it was said. New arrangements with the railroads and the 13½ per cent increase, it was stated, will meet this wage award.

Tobacco Crop Bigger Than Forecasted

Less than ten per cent of the tobacco in the Blue Grass region, is still in the field but will very probably be put in this week or next at the latest. Tobacco is curing up excellently and turning out a better crop than was expected anywhere. The crop for the Blue Grass will not come up to the average, but will probably be far ahead of forecasts made earlier in the season.—*Lexington Herald.*

Average from 900 to 1,200 Pounds Per Acre

HARRODSBURG, Ky., Oct. 8.—The tobacco harvest in Mercer County is nearly completed. Taken all in all, the crop is turning out better than was expected a few weeks back. It is averaging from 900 to 1,200 pounds to the acre.

Tobacco Curing Up Rapidly

PARIS, Ky., Oct. 10.—Fall weather was never more favorable for the farmer than it has been for the last three weeks. Clear skies and crisp air have cured up the tobacco rapidly, much of which is ready to be stripped. Before this can be done, however, rising temperature with rain must ensue. The crop is variable as to quality, good, bad and indifferent, the good kind predominating.

As the Tobacco Harvest Is Finished

NICHOLASVILLE, Ky., Oct. 10.—The past two weeks have enabled the farmer to finish housing his tobacco, begin fall plowing and clear up the land after the summer. The weather has been very favorable, with cool days and very little rain.

AXTON-FISHER TOBACCO CO.
INCORPORATED
LOUISVILLE, KENTUCKY
Manufacturers of the Celebrated Brands of Tobacco
Old Hill Side Smoking Tobacco
Booster Twist
Axton's Natural Leaf Twist Tobacco
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

Henderson Tobacco Company
HETOCO TRADE MARK
DEALERS IN LEAF TOBACCO
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All Grades one sucker Tobacco
Samples Submitted. *Correspondence Solicited.*
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Dealers and Brokers on All Western Markets
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Stemmery and Air-Drying Factory. Fifth and Triplett Streets
Warehouse and Steam-Drying Plant. Ninth and Wing Avenue.
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
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Attend Various Markets in Kentucky and Tennessee.
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Latest Proctor System

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Tobacco Inspection and Warehouse Men
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Proprietors of Red River and Ryman Warehouses
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Storage Capacity 5,000 Hogsheads
REASONABLE RATES

Rudolph, Hach & Co., Inc.

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LEAF TOBACCO AND STEMS

Main Office and Sample Rooms,

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
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Upper Cumberland and Air-Cured Districts.

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage Facilities at Low Rates.

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Leaf, Strips, Stems and Scraps

For Home and Export Trade. Samples Submitted.

Contracts Solicited

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

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CABLE ADDRESS:
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We handle every kind of tobacco that is grown, **Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut.** Also imported tobaccos, such as **Brazil, Domingo, Colombian, Mexican, Chinese, etc.**
We buy direct from growers at lowest prices.
Give us a trial—samples on request.

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R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

How Tobacco Contributes to the U. S. Treasury

Preliminary Report on Internal Revenue Collections

WASHINGTON, Oct. 13.—There was $295,845,377.02 collected on manufactured tobacco, cigars, etc., during the fiscal year ending June 30, 1920, according to the preliminary annual report of the Commissioner of Internal Revenue just made public. In 1909, according to the figures the amount collected on the same commodities totaled only $51,887,-178.04. In 1909 the tobacco revenue was 21.07 per cent of the total revenue collected while this year it was only 5.48 per cent of the total. The amount collected under Title VII of the revenue act of 1918 for the fiscal year ending June 30 of this year is given as follows:

Title VII.—Tax on cigars, tobacco, and manufactures thereof:

Cigars	$56,419,731.77
Cigarettes	151,512,415.92
Tobacco	74,677,994.35
Snuff	6,948,931.23
Cigarette papers and tubes	1,541,746.53
Floor tax, including increased value of stamps in the hands of manufacturers	3,712,253.07
	$294,813,072.87

Relative to expenses in collecting the taxes the Commissioner says:

The exact amount of expenses incurred in fiscal year 1920 in the operation of the Internal Revenue Service can not be stated until all the accounts for the fiscal year have been received and adjusted. The approximate amount, however, is $29,700,000, which does not include $195,000 representing the money returned to proponents on account of rejected offers in compromise. Such refunds have never been considered as an item of actual expense.

The cost of operating the Internal Revenue Service for the fiscal year 1920 was 55 cents on the $100 collected based on the expenditure of $29,700,000. The cost of operating the Internal Revenue Service for the fiscal year 1919 was equivalent to 53 cents for each $100 collected. There is included in the expenditures for fiscal year 1920 the expenditures for enforcing the child labor, the narcotic, and the prohibition laws, which are regulatory rather than revenue-producing measures. Approximately $90,000 was expended for enforcing the provisions of the child-labor Act, $467,-000 for enforcing the provisions of the narcotic laws, and $2,100,000 for enforcing the provisions of the prohibition laws, an aggregate of $2,657,000. Deducting this amount from the total amount expended, $29,700,000, leaves $27,043,000 as the net expenditure for collecting the internal revenue taxes for the fiscal year 1920, which is equivalent to a cost of 50 cents for each $100 collected.

The aggregate cost of collection for fiscal year 1920 is slightly in excess of the aggregate cost for fiscal year 1919, due principally to the expenditures in fiscal year 1920 for enforcing the national prohibition act, which was not a law in fiscal year 1919.

High Prices Paid for Farm Labor

RICHMOND, Ky., Oct. 10.—The two recent frosts have caused the tobacco growers to show some speed. Every available man was busy in the tobacco fields. It was estimated that the quantity of tobacco moved Friday was the greatest for any one day in the history of the county. Wages ranged from $4 to $8 a day and as high as $12 was paid by some who had a large acreage and were anxious to get it under roof.

Tobacco sticks are in great demand and the price has been higher than for many years. Many of the lumber companies are ordering sticks from the saw mills and disposing of them here.

Winn Tobacco Barn Burned

CLARKSVILLE, Tenn., Oct. 9.—Twenty-three acres of tobacco and the barn on the Scott Winn farm near Ringgold, this county, now owned by W. A. McCraw, of this city, was destroyed by fire. A stick of the weed fell into the fire and before it could be removed the flames had spread to the roof and the barn was soon destroyed. Insurance of $100 an acre was carried on the tobacco and a small amount on the barn. George B. McCraw, a brother of W. A. McCraw, had raised the crop and owned half of it.

Insurance Men "Watching Tobacco"

All the honesty in the world is not embodied in men who specialize in fire insurance. And it is possible for an underwriter to expose ignorance while, by talk, he attempts to place other people under suspicion. For instance, take this quotation from the *Journal of Commerce*: "Fire underwriters are giving serious consideration to the moral hazard now. One company had a conference of department heads this week at which this was the chief subject under discussion. One company has called the attention of its Southern special agents to the bad conditions in the lumber business in certain sections of the South where the mills have on hand large stocks of manufactured lumber for which there is no demand at present, and none expected until the other building materials and labor come down.

"Tobacco on farms is being closely watched, as there is very little market for this product, except to a small number of very large buyers who have heavy stocks, and are buying but little from the farmers at present."

V. H. Dowlen & Co.

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Dealers and Exporters

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Fired and Burley Leaf
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Price

10 section $2.25
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5% Discount allowed on all orders accompanied with remittance

Virginia Tobacco Prize Winners

RICHMOND, Va., Oct. 9.—At the Virginia State Fair, prizes to tobacco growers were awarded as follows:

Section 6, class 94—brown shipping—first prize, B. S. Boatwright, New Canton, Va.; second prize, James Vanters, Wily, Va.; third prize, H. G. Moseley, Wily, Va.; fourth prize, C. O. Davidson, Nickols, Va.

Class 95—Brown stemming—first prize, B. S. Boatwright, New Canton, Va.; second prize, G. C. Boatwright, New Canton, Va.; third prize, B. S. Boatwright, New Canton, Va.; fourth prize, W. D. Cosby, Winter Park, Va.

Class 96—olive stemming—first prize, J. B. Wren, Fine Creek Mill, Va.; second prize, M. M. Cosby, Winter Park, Va.; third prize, W. D. Cosby, Winter Park, Va.; fourth prize, J. W. Porter, Fine Creek Mills, Va.

Class 97—sun-cured wrapper—first prize, W. W. Holland, Bell's Cross Roads, Va.; second prize, R. C. Howard, Bumpass, Va.; third prize, C. T. Luck, Beaver Dam, Va., R. F. D. 4.

Class 98—sun-cured filler—first prize, N. F. Smith, Louisa, Va.; second prize, O. L. Kent, Kent's Store, Va.; fourth prize, Pickett Kent, Kent's Store, Va.

Class 99—bright wrapper—first prize, S. D. Gill, Union Level, Va.; second prize, E. W. Adams, Chase City, Va.

Class 101—bright cutters—first prize, B. S. Puryear, Boydton, Va.; second prize, S. D. Gill, Union Level, Va.

Class 102—bright fillers—first prize, S. D. Gill, Union Level, Va.; second prize, H. E. Long, La Crosse, Va.

Class 103—mahogany fillers—first prize, J. W. Propst, Boydton, Va.

Class 104—bright smokers—first prize, J. W. Propst, Boydton, Va.

No Verdict in Fertilizer Lawsuit

RALEIGH, Oct. 8.—North Carolina's first litigation in which the elements are under impeachment and the maker of them is being sued, ended abruptly with a mistrial in federal court today when Judge H. G. Connor ordered the case of the Cowita Fertilizer Co. against J. S. McLaughlin, of Moore, ended without reaching the jury.

The court had indicated the day before that it must finish the work by a certain hour today in order to fill other engagements. The issues were not therefore fully presented. The fertilizer company, which is a subsidiary of the Virginia-Carolina Chemical Co. sued McLaughlin for $4,000 on fertilizer notes which he declined to pay on the ground that the guano had damaged his crops and lands. He set up a counterclaim for $4,500 and in that shape the case went to trial.

The testimony was technical and made necessary the introduction of chemists. The evidence was that this fertilizer contained borax in it and damaged the soil as well as the growing crops.

Many such cases are in the making in North Carolina. They are the heritage of the war, which caught America without potash which had been made in Germany. California and other states furnished the necessary ingredients, but that fertilizer is under accusation. The plaintiff Cowita company contends that it has none of this California stuff in its sacks and resisted the counterclaim as having no basis in law or fact.

A jury heard the testimony which ended in the middle. It will not be finished at this term. Herbert F. Seawell presented the case for McLaughlin and J. C. Biggs appeared for the fertilizer company.

Warehouse Capacity Taxed at Snow Hill

SNOW HILL, N. C., Oct. 10.—Snow Hill, situated in the center of the bright tobacco belt of eastern North Carolina, is enjoying unprecedented prosperity.

Naturally the tobacco interests are most prominent. In former years Snow Hill, as a tobacco market was handicapped for the lack of proper facilities for handling the weed. No redrying plant, insufficient warehouse and prize house room, all of which through the co-operative help of the people of the town and county have been overcome. In spite of this lack of facilities the average price paid here last year was surpassed by only two towns in the east, the average here being near $5 per hundred pounds higher than the big markets near. That the people of the town and county are pulling together for a bigger and better market is clearly proved by the large amount of tobacco being sold here every day. The breaks this week have taxed the capacity of the three warehouses practically every day, over 100,000 pounds being on the floors Tuesday, usually an off day.

Over $100,000 was spent the past summer in getting the market in shape for the fall. A redrying plant was built at a cost of over $50,000; another larger warehouse, the Planters, was built; prize houses were built alongside the railway track to take care of tobacco which has heretofore had to be shipped out. The redrying plant is modern in every respect, the new warehouse is one of the best and handsomest in the east.

Much Common Tobacco Offered at Oxford

OXFORD, N. C., Oct. 9.—Total sales for the week 445,622 pounds. Average price per pound, $23.47. Sold to date of 1920 crop 834,953 pounds. Average price per pound $22.74. Sold to same time last year 1,064,378 pounds. Average price per pound $56.59. The crop this year not as good as last. More real common tobacco.

Working Regularly at Warsaw

WARSAW, N. C., October 9.—Total sales for the week, 577,428 pounds. Average price per pound, $.1673. Sold to date of 1920 crop, 2,285,332 pounds. Average price per pound, $.1658.

Kinston Sales During September

KINSTON, N. C., Oct. 7.—Sales on the Kinston tobacco market during September totaled 5,211,104 pounds at an average of $18.83 per hundred, bringing to the farmers $980,556.05.

E. Y. SPEED,
Secretary Kinston Tobacco Board of Trade.

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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CINCINNATI, OHIO

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

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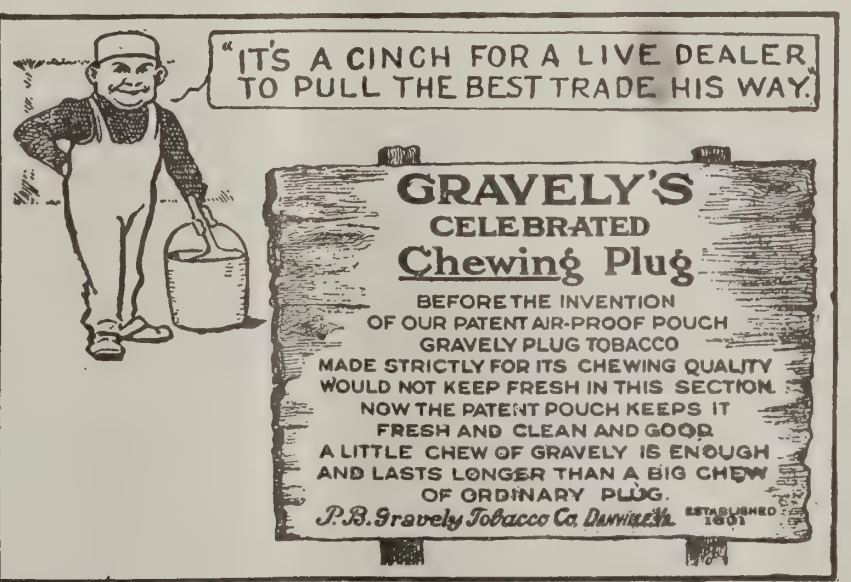

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For Gentlemen of Good Taste
San Felice Cigars
The Deisel-Wemmer Co.
LIMA, OHIO

Tobacco is Curing Splendidly in Connecticut

The Work of Assorting Shade Grown Has Begun—The New Crop Will Be Put Through the Sweating Process Promptly—Some Christmas Cigars May Have Wrappers Produced in 1920—A Large and Profitable Yield in Massachusetts—F. H. Thrall a Candidate for State Senator.

HARTFORD, Conn., Oct. 11.—Weather, this fall has been unusually favorable for the curing of tobacco and the new crop now can be taken down and made ready for the work of assorting. Growers are awaiting a favorable "damp spell" to make a start in taking down their tobacco, and it is the general opinion that there are no "fat" stems this year owing to continued warm weather since cutting. That there will not be any "pole sweat" also is probable. The percentage of fillers and sweat seconds will be much lower than in many years past.

As yet there have been no killing frosts in the Valley, and fields that are unplowed are showing the stump "suckers" flourishing without marks of frost. Another thing noticeable is that the leaves hanging near the ground on the lower tiers do not show mold as in former years as the shreds are dry on the ground tiers, and not damp as the ground is, generally.

When the damp does come each grower is planning to take down all he can safely handle, as all the farmers have pretty well caught up with their outside work. Some growers are getting manure for another year and the demand for tobacco stems is greater than the supply just now. Many growers will be ready to start assorting earlier this season than usual and if the "damps" come along in good shape, much tobacco will be ready for delivery in January.

Among the warehouses that opened last week, handling shade and primed are American Sumatra Tobacco Co., L. B. Haas & Co., A. & S. Hartman, L. Gerschel Sons, Meyer & Mendelsohn, Brewer Bros., and Hatheway & Steane. Most warehouse men prefer to have girls assort, size and tie shade grown tobacco. They say that girls do better work and are more careful. Warehouse operators report that "plenty of men looking for work," many of which cannot be placed at the present time.

The American Sumatra Tobacco Co., lost three tobacco sheds last Friday by fire at their Weatogue plantation in Simsbury, Conn. The loss is estimated at $40,000, all of which is covered by insurance. Two of the sheds were filled with the second and third primings of Cuban tobacco. The third shed contained shade cloth from 130 acres. The cloth had just been removed from the fields and put in this shed for storage. There were also 110,000 laths, all of which were totally destroyed.

Another shed caught fire but hard work by volunteers who had reached the scene of the fire prevented the blaze from spreading.

The origin of the fire is not known.

A few years ago the company suffered a heavy loss in the same place when six sheds were destroyed by fire.

There is a lull in the buying at present. A considerable amount of tobacco remained unsold. Growers say that they will not break the price as the market does not warrant lower prices than what has been paid, when the shortage of tobacco throughout the Valley is taken into consideration; first the crop does not appear to be up to an average weight; second, from 5 to 10% of the acreage was not set out, or if it was, it was drowned out during the growing season, and third, that probably about 10% of Connecticut's entire tobacco crop was destroyed by hail during the harvesting season.

Massachusetts, however, claims a "bumper" crop, and estimates that the weight will be far above the 1919 crop, the tobacco is free from damage, either in the field or sheds. A large percentage of the crop was sold early in the season at prices ranging from 35 to 48 cents per pound in the bundle.

Many buyers who as yet have not bought any of the new crop, either will have to pay the price or go without.

At least 75% of the Broadleaf crop was sold early in September, at prices ranging from 45 cents in the bundle, to 90 cents per pound assorted. The bulk of the assorted crops were bought at prices between 75 and 80 cents, with some up to 85 cents. Some sales have been reported at 90 cents.

Packers in this city, who as yet have not bought, say that there will be lots of room vacant the coming season and will not use over half of their warehouse space.

Among the heavier buyers are The American Sumatra Tobacco Co., The American Cigar Co., A. & S. Hartman, Steane, Hartman & Co., C. F. Schoverling & Co., Nussbaum, Newfield & Co., Hinsdale Smith & Co. of Springfield, Mass., F. D. Graves of New Haven, Conn., L. B. Haas & Co. of Hartford. F. H. Thrall of Windsor, Conn., one of the largest tobacco growers in Connecticut was nominated as the democratic nominee for the 7th senatorial district of Connecticut.

In addition to growing tobacco, Mr. Thrall buys tobacco and employs from 70 to 80 workers in his large warehouse each winter. He was one of the organizers of the Windsor Trust and Safe Deposit Co., of Windsor, and is a director of that institution. In 1914, Mr. Thrall bought the Sage trotting park and on several occasions has donated the proceeds of the racing events to charitable purposes. Mr. Thrall was defeated two years ago but though defeated reduced the republican majority to 50 votes.

Packers are pretty well sold out of old cased tobacco and have but little to offer to the trade. Not any is held by the growers and the new crop will be put through the sweating process as soon as practical to meet the demand. Already the shade grown is being assorted and many of the Christmas cigars will be wrapped with 1920 tobacco. The shade grown is showing up fine, extra quality with good yield and very fine colors, the same may be said of the primed Havana seed. Samples of both shade and primed Havana will be ready to be shown within a short time.

X. Y. Z.

Big Things Predicted for Lederer

Frederic Lederer, a man thoroughly experienced, having excellent connections and many friends in the tobacco trade, now is in the import and export tobacco business on his own account.

Previously associated with Heinrich Neuburger, the Griffin-Neuburger Tobacco Co., the Griffin Tobacco Co., and the American Sumatra Tobacco Co., Lederer made good in a way that caused him to be regarded as a coming man. And now, having the entire ground floor at 106 Front street, New York, provided with handsomely equipped, specially arranged offices and sample rooms, Lederer is in a position to go ahead notably.

In addition to cigar leaf tobacco imports and exports, largely Sumatra and Java, Lederer also will specialize in domestic leaf for cigar manufacturing, and indications are that he will build up a big trade right from the start.

Dutch Imports of American Tobacco

George E. Anderson, American Consul General at Rotterdam, reports imports of United States tobacco into Holland during the first six months of 1920, that compare, in value, with imports during the same period in 1919, as follows:

Articles.	January-June, 1919.	January-June, 1920.
Tobacco:		
Kentucky	$2,391,600	$1,688,400
Virginia	1,002.800	1,367,200
Maryland	1,462,400	581,600
Seed leaf.....	116,400	460,800
Totals.....	$4,973,200	$4,096,000
Cigarettes	$18,400	$575,600

Wisconsin Notes

EDGERTON, Wis., Oct. 8.—As far as can be learned very little if any tobacco suffered by the light frosts visiting the state last week. The harvest is finished and conditions for curing continue to be favorable. The farmers are keeping the sheds closed, allowing the moisture to evaporate so gradually as to permit the chemical process in the stock and leaf, peculiar to curing, to take place in a natural way. The dry and windy days which have prevailed all fall have had a tendency to hurry the drying of the tobacco hanging in the sheds where too free access of the air has been permitted. The sampling of the 1919 continues; the leaf took the sweat in a satisfactory manner, and the stock that is sampled will move along to the manufacturing centers as transportation facilities will permit. The big '20 unsold portion is not moving. Isolated sales at 25 to 28 cents have been reported from the Stoughton territory, but no general buying has developed, though tobacco men are visiting the sheds and watching the curing of the new crop.—*Edgerton Reporter.*

Tobacco Buying Halted at Janesville

Quiet prevails in the tobacco trade in and around Janesville. The same conditions of non-activity ruling for the past three weeks continue.

Growers are taking exception to statements of certain buyers in regard to the situation. Some buyers had declared that the market has been deadlocked because the farmers have held out for higher prices. The growers come back with the explanation that agents of the manufacturers swooped down on them offering as high as 35 cents and went to 45 in the north and 30 to 35 and 10 cents in this locality. When economic conditions commenced to tighten, it is said, the buyers called a halt in their own operations and the situation has been that way ever since.

Lowering the prices of certain commodities during the past week has served to further increase the lack of buying and selling in local tobacco circles. Both sides are now marking time the same as many other businesses.

The frost of Thursday night with the first ice of the season, has done no harm to the crop, according to reports. Only in isolated cases is the crop not in. Rain with hail last Sunday did some damage to crops in the vicinity of Albion and Stoughton.—*Janesville Gazette.*

Stock Payment of Income Accrued

BALTIMORE, Oct. 10.—In conformity with a petition filed by the Safe Deposit and Trust Company as trustee of the estate of R. J. Reynolds, deceased millionaire tobacco manufacturer of Winston-Salem, N. C., Judge Dawkins, in circuit court No. 2, has issued an order directing the payment by the trust company to Mrs. Katherine Smith Reynolds, widow of Mr. Reynolds, of some 22,659 shares of the capital stock of the tobacco concern, of a total value of $566,475.

The payment was directed to be made as income accrued to Mrs. Reynolds since the death of her husband in July, 1918.

"United Cigar Store" Dividends

The United Retail Stores Corporation has declared a 5% stock dividend payable December 15 to stock of record December 1.

With the payment of this dividend, it is the intention of United Retail management to discontinue distributions in stock.

"United Retail," the *Wall Street Journal* declares, "will be in a position to resume cash dividends as soon as United Cigar Stores resumes cash distributions. In fact the dividend of 10% voted last week by United Cigar Stores will be paid in stock only because of a desire to conserve cash resources until such time as shipments tied up on railroads have been released. This congestion is being consistently reduced."

In all probability, the United Cigar Stores Co. will be placed on an 18% basis in 1921. Thus far in 1920, distributions have amounted to 6% in cash and 20% in stock. It had originally been planned to put United Cigar Stores Co. on a 20% basis but because of the increase in outstanding capitalization through stock distributions, the tentative plan was changed to provide for an annual rate of 18%.

With the payment of the 10% stock dividend November 15, United Retail's holdings of United Cigar Stores Co. common stock will be brought up to 302,454 shares. If United Cigar Stores is put on an 18% basis, United Retail's income from this source alone would be $5,444,172. This would be equivalent to $8.74 a share on the 622,693 shares of United Retail that will be outstanding following the distribution of the 5% stock dividend in December.

Chicago Gleanings

(*Continued from page* 12)

has one of the new Piedmont cigarette displays.

Chicago's advantages as the big distributing center of America have persuaded another big Eastern concern to select this city for its warehouse. The drug supply concern, Louis K. Liggett & Co. of New York, which controls the business of the Riker-Hegeman, Jaynes and Liggett drug stores, numbering several hundred throughout the country, has leased the large warehouse building at 1544-54 Indiana Ave., for 18 years, at a net rental of $60,000 annually.

Another big loop hotel—the Great Northern—is spending a small fortune on improvements of various sorts. The bar has been turned into an up-to-date coffee shop. The Great Northern bar for years was one of the show places of the city, but was closed when things went dry.

Cyrus the Great is having quite a run. They are on sale all over the West Side and in many loop stores.

The new prices of the "John Rodgers" clear Havana cigar are as follows: Coronas, $225; Perfecto, $185; Queens, $150; Stubs, $120; Epicures, $115; Dips and Cubans, $112; Londres, $100; Brevitas, Grants and Panatelas, $95, and Blunts, $76.

Some very clever Piedmont cigarette displays are seen in the windows. The color scheme is very striking, something new.

H. L. H.

"Forewarned Is Forearmed"

RED LION, Pa., Oct. 11.—Cigar manufacturers from all over the county attended the meeting held in the council chamber last night. By-laws were read and adopted. The official name of the organization shall be, The York County Cigar Manufacturers' Association.

The motive of this organization is to advance and promote the mutual benefit of the cigar and tobacco industry in general.

Quite a few names of concerns who are "slow pay" were handed in at this meeting. These names will be published for the benefit of the members of this organization, and such persons who do not pay their bills when due will not be able to purchase any cigars from members of this organization, for the the old saying goes, "forewarned is forearmed."

Quite a number of members were admitted at this meeting and other applications arrive in every mail.

The association will meet the third Monday night of each month.

Smuggling Cigarettes into Germany

The increase of about 3,000,000,000 cigarettes exported by the United States during the seven months ending January 31, 1920, were most all smuggled into Germany, according to *Tobacco Gazette*, of Berlin. It points out that Belgium imported 27 millions in January, 1916, and 546 millions in January, 1920. Holland, in January, 1916, imported not a single cigarette, and in January, 1920, 35 millions of them. Smuggling along the Dutch-German frontier is becoming worse. Bands of smugglers, well armed, are giving battle to the frontier guards. The population is siding with the smugglers, it is claimed. In fact, the whole border population seems to be engaged in smuggling. Cigarettes and tobacco are the principal items.

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LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

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Drop of Sugar Prices Causes Financial Crisis

Banks in Havana Planning How Best They Can Overcome Present Difficulties—Cuban Government Disposed to Render All Assistance Possible—A Moratorium—And Assurances.

HAVANA, Oct. 10.—The Havana Exchange will remain closed until the bank crisis is passed.

Rumors circulated late Friday that certain Havana banking institutions were in difficulties because of heavy loans made on sugar when prices for that product were at the high water mark resulted Saturday in runs on the International Bank of Cuba, the National Bank of Cuba and the Banca Espanol, and led to temporary suspension of payments by the first named concern.

Both the National Bank and Banco Espanol met all demands up to the closing hour at noon Saturday, and officials of both institutions declared they would be ready tomorrow to continue to meet their obligations.

Officials of the International are quoted as stating that their assets are more than sufficient to take care of all liabilities, but that the suddenness of the run caught them unprepared to meet the heavy demands of depositors.

A group of prominent bankers conferred with President Menocal. On leaving the Palace they declared there was no cause for serious alarm and that the Government was disposed to assist in any way necessary to bring about a solution of the crisis, supplying Government funds if required.

It was understood tonight that a request for a 50-day moratorium has been made by the affected banks and the probability was expressed in some quarters that a decree to that effect would be issued on Monday.

The situation is said to be due to heavy loans on sugar when the prices for that commodity were at high water mark.

Relative to the sugar situation in Cuba, William E. Merchant, president of the National Bank of Cuba, is quoted as saying: "There is on hand in Cuba about 330,000 tons of raw sugar, of which amount probably 60,000 or 70,000 tons have been sold, but not yet shipped. Some statements have been made as to probable financial assistance by the American Government through the Federal Reserve banks to alleviate the actual sugar situation in Cuba. It can be stated positively that no such promise has been made, or is likely to be made.

"This erroneous belief on the part of sugar holders has had considerable influence in the offering of sugars for sale by holders here, as they believed that this promised relief would enable them to obtain better prices. The largest refiners in the United States have large stocks of refined sugar on hand, which, although sold under contract, are not being taken by the buyers, owing to the big drop in prices.

"There is no scarcity of sugar in any part of the United States, and those best informed are of the opinion that the country will reach the end of December with a surplus of about 200,000 tons.

"The beet crop of the United States will probably be 200,000 tons greater than last year, and the beet sugar crop of Europe is estimated at between 700,000 and 800,000 tons more than what it was in 1919.

"With the high prices for sugar prevailing in the United States some months ago, sugar came from all parts of the world. About 500,000 tons came from Java, whose crop for a number of years past has been consumed in the Orient; but the high prices prevailing in the United States and Europe reduced to such an extent the consumption in the Orient that the greater part of Java's crop for the last season was shipped to the United States and Europe.

"Cuban sugars bought at low prices by Europeans last Fall were sold at high prices in the United States and shipped to that country. I can see no probability of a rise of any importance in the price of sugar during this year, and those who make a very close study of the sugar market are of the opinion that Cuba's next crop will be sold at an average price of from 9 to 10 cents a pound.

"The consumption of sugar in the United States will be considerably smaller than was expected six months ago, owing to the fact that very little canning and preserving of fruits will be done, notwithstanding the fact that the fruit crop in the United States is one of the largest in its history. Manufacturers of canned and preserved fruits fixed their prices, based on sugar at 20 cents a pound or more, and on the scale of prices arrived at they were unable to obtain orders. Consequently they could not finance their purchases of fruit and sugar.

"This will result in the reduction by many millions of pounds in the consumption of sugar by canners and preservers, and will, to that extent, decrease the general consumption of sugar in the United States.

"Holders of sugar should endeavor gradually to dispose of the stocks on hand without forcing the market—a policy which would not only materially improve their financial condition, but would in a measure contribute to a better price for the sugar of the coming crop.

"A very large percentage of the sugar held in Cuba is already pledged to banks for its full value, and it is necessary that planters practice every possible economy from now until the beginning of the new crop.

From the Viewpoint of New York Bankers

The situation in Cuba, leading to the suspension of the International Bank and the government moratorium to December 1, did not come as a great surprise to New York bankers. It was expected that the break in sugar prices would be reflected in quarters where it is known there had been some over-extension in bank loans on this commodity.

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VIRTUDES 129 HAVANA, CUBA

What has taken place in Cuba is regarded as very similar to developments in Japan earlier in the year. Like Japan, Cuba enjoyed unprecedented prosperity as a result of the war. As the collapse in silk pricked the bubble in Japan, so the decline in the price of sugar has affected Cuba.

The drop to 7 cents has left some of the Cuban banks with loans on sugar and cane lands at high figures, a situation accentuated by extensive withdrawals of deposits.

It is understood that many banks have been lending $6,000 to $7,000 per caballeria (33 acres) on cane lands. Before the war it was customary to lend about $2,000. Moreover, on 2,500,000 bags of raw sugar still on the island it is stated the banks have been lending about $35 a bag or $87,500,000. This sugar today is worth about only $20 a bag or $50,000,000.

The moratorium, it is believed, will forestall any further important suspensions; meantime the fifty days of grace will doubtless be availed of to put remedial measures into effect.

The National City Bank of New York, which has 24 branches throughout Cuba, has instructed these branches not to take advantage of the moratorium. The Royal Bank of Canada, which also has numerous branches there, has issued similar instructions to its representatives. Under the moratorium the banks need not pay more than 10 per cent on general deposits and 12 per cent on savings.

The Bank of Cuba in New York announces that it is in no way affected by the suspension of the International Bank of Cuba. J. T. Monahan, vice-president of the Bank of Cuba in New York, said: "The National Bank of Cuba is the Cuban Government depository. The only bank in trouble is the International Bank, which is about three years old. Its suspension is due to lack of commensurate capital, and over extension of credit, especially sugar loans. Raw sugar has dropped from 24 cents to 7 cents. The Cuban Government declared a moratorium until December 1, covering bills of exchange and notes, and allowing the banks in Cuba to pay a proportional amount of deposits for the time being.

"This, it is hoped, will solve the immediate banking crisis. The National Bank of Cuba cabled us it will be open today to make all necessary payments. The Bank of Cuba in New York is not affected, as it is a New York State Bank."

Planning to Make Havana Mixture Popular

LONDON, England, Oct. 9.—The tax on cigars is turning cigar smokers into pipe smokers, according to tobacco manufacturers, who are going to try to put up an Havana tobacco mixture to suit the converts to the pipe as a substitute for the Havana tobacco lead of the cigar. Cigarette smokers still hold their own.

SHIPMENTS FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.

To Cardiff, N. Y. & Cuba S. S. Co., 20 cs. cut tobacco. To London, Eng., 13 cs. cigars. To Sao Paulo, 14 cs. cigars. To Buenos Ayres, 45 cs. cigars. To Gibraltar, 78 cs. granulated tobacco, 220 cs. scrap tobacco. To Philadelphia, Pa., N. Y. & Cuba S. S. Co., 25 bales leaf tobacco, 5 cs. cigars. To Chicago, Ill., 32 bbls. leaf tobacco, 4 packs tobacco. To Buffalo, N. Y., 20 cs. cigars. To Pittsburgh, Pa., 25 bales leaf tobacco, 12 cs. cigars. To Chicago, Ill., 1 cs. cigars; Hy. Clay & Bock Co., 1 cs. cigars and cigarettes. To Toronto, Canada., order 25 bales leaf tobacco, 3 cs. cigars. To Philadelphia, Pa., order 5 cs. cigars; Montreal Express Co., 5 cs. cigars. To Hartford, Conn., N. Y. & Cuba S. S. Co., 50 bales stripped tobacco.

CIGAR LIGHTERS FROM ROTTERDAM

Per S. S. E. F. Luckenbach. Arrived Oct. 7.

	Cases
Globe Shipping Co.	13

CIGARS FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.
Consignees:

New York—	Cases
United Cigar Stores Co.	19
Acker, Merrall & Condit Co.	12
The Stearn Co.	2
Robt. E. Lane	5
Park & Tilford	35
B. Wasserman & Co.	32
Grosvenor Nicholas & Co.	21
G. W. Faber	17
Charles & Co.	2

LEAF TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.
Consignees:

New York—	Bales
Guedalia & Co.	30
Max Schwartz	84
F. Miranda & Co.	50
D. Hevia	12
S. Ruppin, Inc.	311
J. Bernheim & Son	40
B. Castellano	8
	Barrels
B. Rosenbluth	50
S. Ruppin, Inc.	60
J. H. Goetze & Co.	15

FILLER TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.
Consignees:

New York—	Barrels
Ellinger & Co.	17
Greenhall Bros.	18
E. Rosenwald & Bro.	23
Max Herzog	37
	Packs
Havana American Co.	68
E. Rosenwald & Bro.	37

STEMMED TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.
Consignees:

New York—	Packs
Maurice Winter & Co.	30
	Barrels
Maurice Winter & Co.	17

STRIPPED TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.
Consignees:

New York—	Barrels
Hinsdale, Smith & Co.	48
General Cigar Co.	40
	Packs
Guedalia & Co.	21
P. Lorillard Co.	62
General Cigar Co.	97
J. Bernheim & Son	163

SCRAP TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 6.
Consignees:

New York—	Bales
Hinsdale, Smith & Co.	10
	Packs
Maurice Winter & Co.	13
B. Castellano	5
E. Ellinger & Co.	4
F. Miranda & Co.	10
E. Rosenwald & Bro.	1

TOBACCO FROM SANTO DOMINGO

Per S. S. Iroquois. Arrived Oct. 7.
Consignees:

New York—	Bales
Tropical Tob. Co., Inc.	359

Per S. S. Algonquin. Arrived Oct. 11.
Consignees:

New York—	Bales
Selgas & Co.	58
	Seroons
International Planters Corp.	100

Per S. S. Tungus. Arrived Sept. 29.
Consignees:

New York—	Scroons
International Planters Corp.	260

Per S. S. Mary. Arrived Oct. 1.
Consignees:

New York—	Bales
Selgas & Co.	80

Per S. S. Karona. Arrived Oct. 1.
Consignees:

New York—	Cases
H. Duys & Co.	25

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Expensive Indeed for Manufacturers to Grant

The Scheduled Demands of the Cigar Makers

What cigar manufacturers may be "up against" is indicated by the "bill of prices of the cigar makers and packers of Greater New York and vicinity."

As approved by the "shop-chairmen cigar workers' institution," however important and authoritative that entity may be, the scheduled demands are as follows:

SECTION I.

SEED AND HAVANA.

HAND OR TEAM WORK.

4¼ in. or less	$19.75
4½ in	21.00
4¾ in	22.25
5 in	23.50

Short head $1 extra.
Spanish or open head $2.
All cigars below 40 ring subject to special classification.

STRAIGHTS.

5¼ in	$25.00
5½ in	27.00
5¾ in	29.50
6 in	32.50

Round head $2; flat head $3.
All cigars over 6 in. subject to special classification.

All cigars below 40 ring subject to special classification.
(Squares, 4½ in. or less, hand team work ..... $30.00)
(Hand work ..... 32.00)

SECTION II.

HAND OR TEAM WORK.

4¼ in. or less	$21.00
4½ in	22.25

Short head $1 extra.

ORDINARY SHAPE.

4¾ in	$23.75
5 in	25.75

Spanish or open head $2 extra.
All cigars above 5 inches in ordinary shape subject to special classification.

SECTION III.

HAND WORK.

4¼ in. or less	$22.25
4½ in	23.50
4¾ in	25.00
5 in	27.00

Round or short head $2 extra.
Spanish or open head work $2 extra.

PERFECTOS.

5¼ in	$30.00
5½ in	34.00
5¾ in	39.00
6 in	45.00

Short tuck $2 extra.
Cigars above 6 inches subject to special classification.

SECTION IV.

Mould work $2 less than hand or team work.
Mould work means 40 bunches to one cigarmaker who makes his own work; 60 bunches to one cigarmaker and bunchmaker; 80 bunches to two rollers and bunchmaker.
Where 3—10 blocks for one cigarmaker; 4—10 blocks to two and 6—10 blocks for three in a team, $1 extra.
Anything less than the above amount the same as hand work.

SECTION V.

STRAIGHT.

PREPARED OR CUT IMPORTED SCRAPS.

4¼ in. or less	$16.25
4½ in	17.50

Shape $1 extra.

FRESH MOULD WORK.

4¾ in	$18.75
5 in	20.00

Perfectos $2 extra.
$1 extra for each additional ¼ of an inch or fraction part thereof for Straights and $2 for shape.
Short head $1 extra.—Round head $2 extra. Unprepared scraps $1 more.—Dry Mold 50 cents less.

SECTION VI.

SMOKERS. HAND WORK.		LONG FILLERS.	TWIST HEADS. STRAIGHTS.
4¾ in. or less	$19.50	5 in	$21.00

Shape $1 extra. $1 extra for each additional ¼ of an inch.
or fractional part thereof for straights and $2 for shape. Unprepared scraps or cuttings same as long fillers.—$1 extra for Havana binders; $2 extra for Havana wrappers. If both Havana binders and wrappers are used, same as clear Havana.
(The above provision is applied in smokers only.)

SECTION VII.

SEED LONG FILLERS.		STRAIGHTS. (Class B only.)		DRY MOULD WORK.
4¼ in. or less	$14.50	4¾ in		$15.75
4½ in	15.00	5 in		16.75

Short head $1 extra. Round head $2. Fresh work $1 extra.
Prepared or cut scraps 50 cents less than long fillers.
Cuttings or unprepared scraps same as long fillers.
Shape $1 extra. Perfectos $2 extra.

SECTION VIII.

Dry Mould means 100 bunches for one who makes his own work; 200 bunches to two (roller and bunchmaker); 300 bunches to one bunchmaker and two rollers. Dry Mould is applied to clear seed, (Class B) and seed and Havana scraps only.
For Dry Mould work a large press must be furnished.

SECTION IX.

GAUGE SIZES.

4¼ in.	12 loose	7¾ in.	4¾ in.	12 loose	8¼ in.
4½ in.	12 loose	8 in.	5¾ in.	12 loose	8½ in.

$1 extra for each ½ or fraction thereof thicker.

SECTION X.

GENERAL RULES.

Where Regalia work is required 10 per cent above bill is charged.
Two kinds of fillers $1 extra. Fillers and scraps or cuttings same as two kinds of fillers.
All jobs not mentioned on this bill will be referred to the central committee of the Shop Chairman's Institution.
Wherever the open head or Spanish system prevails, must be maintained. All prices paid above this bill must be maintained.
All new shapes or sizes should be referred to the central committee for classification.
In all shops where less than (10) are employed a chairman shall be elected and where (10) or more members are employed a shop committee of no less than three members; one of whom shall be the shop chairman, shall be elected by the members of the shop to adjust all grievances with the firm that may arise in said shop; should the shop committee not be able to adjust the grievances, they then shall report the same to the central committee of the Shop Chairman's Institution.
All shops must strictly observe the 44-hour week.
All cigar makers having worked for two full weeks shall be considered a standing employee of the shop.
All workers not having worked the two full weeks at the declaration of strike in any place must be reinstated at the time of settlement as old standing hands of such place.
In the time of depression of business all cigar makers shall be placed on an equal limit and no new help shall be hired until limit is removed.

PRICE LIST FOR PACKING CIGARS

CLASS A.

1-10	17 top	$2.05
1-20	17 top	2.25
1-10	loose 10 or 13 top	2.00
1-20	loose 10 or 13 top	2.25
1-40	8 or 9 top	3.00
1-40	13 top	3.00
1-10	bundle 7 or 8 top	2.05
50	in bundle	2.25
25	in bundle 4 top	2.50
25	in bundle 6 top	2.75
1-40	(2) bundles	3.75
1-80	loose 13 flat	5.00
1-80	loose 6 top	5.00
1-40	loose 15 top	3.50
1-4	250 in a box loose	1

CLASS B.

1-10	loose 10 or 13 top	$2
1-20	loose 10 or 13 top	2
1-40	8 or 9 top	3
1-40	13 top	3
1-10	bundle, 100 in a bundle	2
50	in bundle	2
25	in bundle 4 top	3
25	in bundle 6 top	3
1-80	loose 6 top	5
1-80	loose 13 top	6
1-20	Squares 15 tops. Special $5	4
1-40	Squares 15 tops	5

CANS.

1-40		3
1-20		2

	Boite Nature.	
1-40		$4.00
1-20		2.75
	Brevas.	
1-20	Two ribbons	4.00
	Class C, D and E.	
1-10	loose 10 or 13 top	$2.50
1-20	loose 10 or 13 top	2.50
1-40	loose, all sized up to perfectos	3.75
1-40	loose, all sizes from perfectos	4.50
1-80	13 top	6.00
1-80	6 top	6.00
100	in bundle	2.50
50	in bundle	2.50
25	in bundle	3.75
10	in bundle two (2) ribbons	5.00
5	in bundle two (2) ribbons	7.00
1-20	Squares 15 top	4.50
1-40	Squares 15 top	6.00
	Twist work by the hour	1.00
	Cans.	
1-40		3.00
1-20		2.50
	Boite Nature.	
1-40		4.00
1-20		3.00
	Brevas.	
1	ribbon, no bands	3.50
1	ribbon, with bands	4.00
2	ribbons, no bands	4.00
2	ribbons, with bands	4.50
	Unpressed	4.00
	Pressed	5.00

Proviso

15 cents extra M. for every ¼ of an inch over 5 inches. Extra thickness 25 cents per M. Also banded work 25 cents extra per M.
General printed work 35 cents per M. Printed showing tops uniform up or down 75c.
Any work not mentioned on this list, such as: Triangle, Twist, Pyramids and Samples, should be paid by the hour, not less than $1 an hour.
Samples from the lot, 25 cents each.
Any Packer engaged by the week, should receive not less than $44 per week, not to exceed 44 hours of labor.
All prices paid above this bill in any of the shops, must be retained. The basis of all shop-work to be 44 hours per week.
Packers should not be permitted to work any overtime.
Packing cigars right or left, 50 cents extra per M.
All cigars must be packed by a recognized Packer, irrespective of style of packing.
25 cents extra for every additional ribbon.
One Apprentice allowed to every seven Packers, two for thirty Packers and three for fifty Packers; and in no case shall there be any more than three Apprentices in any one shop.
No Packer shall be allowed to do Floor Boy's work, such as carrying lots or boxes or pressing cigars in the large press.
Tools must be furnished by the Employer.

Summary of South Carolina Tobacco Sales to October 1

Columbia, S. C., October 11.—B. Harris, State Commissioner of Agriculture, reports tobacco sales in South Carolina, during July, August and September, 1920, as follows:

	Pounds.	*Amount.*
Sold for producers	64,861,488	$15,547,374.88
Sold for dealers	5,666,369	1,416,085.00
Sold by warehousemen	6,845,988	1,371,139.53
Total sales	77,373,845	$18,334,599.41

THE DOWNWARD DROP

(*Continued from page 3*)

servative, but does not stint its needs. The day is past when if you had goods, someone came and took them away from you, and paid the price you asked without kick or comment. Still the volume of business in general runs in large measures. For all of which the great harvest is mostly responsible.

"Unemployment grows slowly. It is most noticeable in industrial life, and in localities connected with textiles, leather goods, and automobiles. Coincidentally the strike fever is waning, and efficiency is increasing. For there is a fast growing public demand for service; a demand born largely of what we have endured on every hand for the past five years. We are fast coming to the period when the standards will be those of common sense and work honestly done. We shall, in all likelihood, not experience any shortage of labor during the coming months. This may still the voice of those who, with incredible folly, advocate the importation of cheap labor, without regard to color, to fill the supposedly depleted ranks of manual labor.

The Guilford County Branch

Greensboro, N. C., Oct. 11.—About 50 farmers met in the court house here, Saturday, and proceeded to complete the organization of the Guilford County Branch of the North Carolina Tobacco Growers' Association. Officers to serve for the ensuing year, were chosen as follows: H. W. Lambeth, president; Prof. T. E. Whittaker, vice-president; J. A. Groome, secretary and J. A. Jones, county organizer. At the meeting speeches were made by E. D. Broadhurst, T. R. Archer and others.

All but one of the tobacco growers present became members, which pledges its members to market their 1920 crop slowly and to decrease their 1921 acreage.

J. A. Jones, the county organizer, will begin at once organizing units in the townships of the county, with the purpose of pledging every tobacco grower to the program of the association.

The preamble of the resolution adopted at the meeting declares that the tobacco growers of North and South Carolina, Georgia, Virginia and Tennessee are about to face bankruptcy because of the fact that "the tobacco trust and its allied interests have determined to buy this year's tobacco crop at a price fixed by the tobacco trust, which price is far below the cost of production," alleges that the tobacco trusts are endeavoring to "get back a large part of the fair price paid for last year's crop; asserts that tobacco growers of these states will have to cease growing tobacco unless some help is now made available whereby the present crop may be marketed for at least the cost of production; avers it to be a known fact that the independent buyers have been forced off the market by reason of the present financial stringency; and maintains that during the world war farm products were the last to feel the benefit of higher prices and the first to feel "the strangling hand of the trust." The farmers therefore resolved:

"First, that it is the sense of this meeting that the federal reserve board should give the plea of the tobacco growers of this country at this time special consideration—not next month, but special consideration now.

"Second, that a copy of these resolutions be sent to every representative in Congress from North Carolina, and a copy be sent to each of the United States senators, and a copy to the federal reserve board, and that same be published in the state papers."

There will be another county meeting in the courthouse Saturday, October 16, at 1:30 o'clock for the purpose of signing pledges and transacting other business.

Danish Cigarette Production Increases Steadily

Copenhagen, Denmark, September 15.—According to official statistics, just published, the Danish cigarette industry is growing wonderfully, trying to keep up with an ever-increasing demand. During 1919 Danish factories produced 933 million cigarettes, compared with 619 millions in 1918. Denmark, in 1919, imported 144 millions and exported 280 millions of cigarettes.

Consumption of cigarettes increased enormously in Denmark, the same as in most other countries. While in 1913 consumption per head of population averaged 193, it rose to 325 per head in 1919. The average consumption of smoking tobacco per head of population, was 1 kilogram in 1919.

There are only 6 large cigarette factories in Denmark, while 77 factories produce smoking tobacco and 763 firms turn out cigars, not counting 1,402 persons who work "at home." The industry employs 10,174 hands, about two-thirds of them being women.

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East Side Branch—138 Delancey Street, New York.
Bronx Branch—4199-4201 Third Ave., New York.
Yonkers Branch—9 and 11 Warburton Ave., Yonkers, N. Y.
Brooklyn Branch — 645-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch — 289 Graham Ave., Brooklyn, N. Y.
Jamaica Branch — 22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch — 28 Ocean Ave., Patchogue, N. Y.
Staten Island Branch—109 Richmond Ave., Port Richmond, S. I.

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GRAHAM-COURTNEY
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26 SIZES
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Price Cutters Promise to Reform in Philadelphia

The Cigar and Tobacco Jobbers' Association Brought About Some "Face to Face Discussion" That May Lead to the Termination of the Slashers' War on Market Street—Factories Trying to Speed Up Production—Leaf Trade Rather Quiet—Albert and Maurice Levan Establish the Square Circle Stores—A Banquet to Stratford Distributors—Reeves Parvin Co. to Distribute Manila De Luxe—Trade Visitors in the Quaker City.

PHILADELPHIA, Oct. 12.—Troubles of the manufacturers, save the financial worries of a few of the smaller ones, are disappearing. And there seems to be in sight the end of a menace of such serious proportions as to imperil the future of the retail trade—the price slashing to the point where leading Market street retailers actually were selling goods to the consumer at cost or even below, in a war of extermination, among themselves—trade warfare which threatened to wreck many of the smaller legitimate dealers catering to popular trade. The change was brought about through the activities of the recently organized Philadelphia Cigar & Tobacco Jobbers' Association. The Association accomplished during the week the first part of its program by an agreement to raise the jobbing price of cigarettes and then to bring the price slashers into conference, to lay before them, as a body, the error of their ways and then through face to face discussion, to persuade them to agree to sell at fair prices.

The meeting of the Market street slashers—really, only those doing business between Second and Fifth streets are directly concerned—was held Tuesday evening, last week, in the office of President Paul P. Brogan, of Dusel, Goodloe & Co. Brogan was acting as secretary of the Jobbers' Association. Present were representatives of the Post Co., the Central Jobbing Co., and the Finkleman Brothers. Officials of the Jobbers' Association laid the case before the price cutters, explaining that continuance of past performances when 20-cent cigarettes were sold as low as 14 cents, would inevitably mean not only financial embarrassment for the firms themselves, but also for others who could not continue to maintain proper prices; it was of benefit to no one save the consumer, and probably not of benefit to him either. No effort was made to bring about a pact to increase prices, but the plea was forcibly made that only fair practices should be employed and that a fair profit should be made. There was frank discussion among those interested—some rather lively debate with allegations that the other fellow advertised one price on his window and charged a higher price at the counter and the like, but finally a general agreement to forget the past, to extend to the other fellow the same measure of confidence that was expected and, this week at least, to make an effort to enforce a schedule of legitimate prices. The result thus far has been a slight advance to about 16 cents the pack. The pending proposition is to try out this revision of prices, to ascertain whether faith can be preserved and eventually to make another advance. It is not believed that the cut price stores will agree finally to charge full prices, but it is hoped that their productions will not be so radical as they have been and that prices, though cut, still will leave a margin of profit. The full price trade realizes that there are many patrons who would rather pay the regular rate than make a long journey and suffer a long wait to gain a penny or two in a cut rate establishment and that there is room for full price and cut-raters if the latter keep within bounds. It is the ambition of the Jobbers' Association to keep the price cutters "somewhere within reason."

The Market street experiment is watched carefully. If it is successful, the jobbers propose to call into a similar conference, the price slashers on South street, a principal business thoroughfare in the southern section of the city where there are many cut rate stores.

The Jobbers' Association met Monday night last week in executive session. Announcement merely was made that the appointment of a Credit Committee had been authorized.

Despite the continued fall in prices of nearly all commodities, tobacco prices are still firmly maintained, and though there has been the check of a few weeks in increases, it is not improbable that shortly, announcement of higher prices will come from such of the leading concerns as have not recently revised their pricelists. But though prices have not been affected there is other evidence of the transition and deflation period through which all industry is passing. Questions relative to the financial embarrassment of Morris D. Newmann & Co. and of Mendel & Co. are now virtually solved but during the week there was held a meeting of the creditors of L. P. Walters, who established himself in business not so long ago, but who more recently met with obstacles arising from without rather than within trade conditions. Mr. Walters laid his affairs before his creditors and submitted a proposition for a settlement on the basis of 60 per cent cash payment. He says that a majority of the creditors expressed themselves as favorable to the plan. It is, however, still in abeyance.

At the close of last week, Neumann & Co. and Mendel & Co. removed from the big Neumann building at 117 South Second street to the second floor of the May building at 11th and Filbert streets. For the time being at least, they will be co-tenants there. As soon as pending litigation is concluded, both firms propose to resume manufacturing. It is probable too that both Mr. Neumann and Mr. Mendel will take the road, to visit the trade in person and to conduct their business under their own personal supervision. It was the lack of this which primarily was responsible for both failures.

Meanwhile production is rushed at all the larger manufactories. National advertisers find demand still far in excess of ability to produce. Labor is becoming more plentiful every day, but there has been no great gain, either in really skilled hands or in per capita production. Wages still are so high that the average employe takes a vacation every little while, and though working continues to be entirely indifferent to the interests of his employers.

The leaf trade is reported to be very quiet these days, manufacturers hesitating to make commitments until the future price tendency is more clearly defined. The leaf men say that there can be no reduction in prices and that it is futile to expect them. The manufacturers, however, are anxious to work into cigars the stock of tobacco on hand and purchased at high prices so that if the recession does come they will not be caught with large stocks on their hands.

An important new venture was announced during the week. Albert Levan and his brother Maurice Levan are making structural changes and renovations to the big store property at the northeast corner of 5th and Walnut streets and shortly will open there the Square Circle Cigar Stores which they propose shall be the first of a chain of establishments, all of which, however, will cater to the select trade, no goods sold at cut rates. The new store has a frontage of 22 feet and a depth of 25 feet; the alterations being made and the fixtures which will be installed, represent an outlay between $8,000 and $10,000, exclusive of stock. There is to be carried a complete line of all standard brands of cigars, cigarettes, smoking tobaccos and sundries. Maurice Levan has had experience in the business, but his brother

has not hitherto been associated with the cigar trade. They are sons of Maurice Levan, who had a large acquaintanceship among professional men and insurance brokers. The new location is in the center of the insurance district and is looked upon by the new cigarists as affording a good opportunity. Additional sites are being sought and one centrally located store is almost under lease. The firm expects to open the second Square Circle store within the next four months.

Louis Menovitch, formerly located at 7th and Cumberland streets, has purchased the Darmstadter & Wachter branch store, recently opened at 11th and Arch streets.

The cut-rate store which was to have been opened at 9th and Walnut streets, seems to have died aborning. The announcement sign has been removed and nothing is known of the project.

W. C. Ayres & Co., who recently opened at 705 Callowhill street, an establishment for supplying hotels, institutions and large consumers, are steadily developing the cigar department. During the week B. M. Clapp, formerly with T. H. Hart & Co., joined the Ayres sales organization. Mahlon Zerbey, for many years with Yahn & McDonnell, became connected with the Ayres firm late in September.

John Loughran of the Stratford Cigar Company gave a dinner on Tuesday of last week at Boothby's Cafe to the sales force of Charles A. Krull, who lately took on the Stratford account. He outlined the inauguration here of a sales campaign on the same general plan as the one recently conducted with such success in Washington, D. C. Addresses were made by Manager T. J. Daly, Superintendent Abraham Altman, Leo D. Loughran, John Loughran, Charles R. Cox, former graduate director of athletics Georgetown University, who lately joined the Stratford sales organization, Alexander Blanc, Herman A. Krull, A. Segal and William McCullough. Production last week in the Stratford factory was the largest since the firm entered into its occupancy. The firm is busying itself in addition to regular production with 40's for the holiday trade. Stratfords are now being made in nine sizes. Manager Daly has returned from a visit to the York factory and Mr. Cox is in Allentown working with the Hunsicker Company distributors there.

The Congress Cigar factory has now in operation the recently leased additional floor, giving it over 10,000 square feet of space. Eventually it is hoped to occupy the entire five floors of the building on Third street above Spruce street, where a small beginning was made not more than a year ago during the troublous strike times.

The Merchants Cigar Box Co., Dallastown, Pa., is expanding its box and label printing department.

The Philadelphia Leaf Board of Trade sent during the week a letter of condolence to the family of the late Isaac H. Weaver, president of the National Cigar Leaf Tobacco Association. Mr. Weaver was widely and most favorably known in this city.

Henry Ottenberg of New York made trade rounds during the week.

A drive is being made on Edgeworth cigarettes by the Reed Tobacco Co. of Richmond, Va. The jobbers generally have taken on the account and large sales are reported. It is a 25 cent proposition.

William H. O'Keefe has been spending the summer in the Poconos accompanied by Mrs. O'Keefe. He has just returned to the city. Next week will be settled up the estate of his brother, the late George T. O'Keefe.

V. Blanco at 4th and Arch streets, is working overtime on the production of his leader, Windsoria, held up because of non-receipt of labels and bands.

W. R. Taylor of M. J. Dalton & Co., reports great difficulty in getting Tampa shipments. The market for Tampa goods here is excellent but sales are restricted by the shortage. The firm has taken on a line of Marie Antoinette made by E. Kleiner & Co. for which the firm is the Philadelphia distributor. The firm also distributes Armas de Casa.

D. Harry Moulsdale of Leach & Co. was in the city for a few days during the week. Because of the strike in the Sanchez & Haya factory no shipments are being made. From the Americus factory only Rough Brevas are being turned out but these are being consumed in Tampa and no outside shipments are being made. Leach & Co. have added a new Tampa smoke, Dreamador Perfecto, and in both stores 10th and Chestnut and Broad and Chestnut streets a special Cortez display is being made.

Representative Lederer of the A. Oppenheimer G. B. D. pipes made trade rounds during the week.

J. H. Altman of Tunis Brothers, 404-406 Broadway, New York, with the Garcia Fama line called on the trade.

Thomas Allely representing the Falk Tobacco Co., New York, came to town with a special deal, a bonus of 400 Tarreyton cigarettes with each order of 35 pounds of tobacco.

Edward Wodiska of Dulce fame passed through the city on his Eastern trip, making many calls, however.

Frank Rowland of the Espana Cigar Co., Tampa, made the rounds, but socially rather than commercially because no goods can be shipped just now.

George Geyer of Fulweiler Brothers, 10th and Sansom streets, is on a trip through Delaware with Lew Wallace and La Madrid showing the new Corona size of the latter. Edward M. Lang is covering Western Pennsylvania and New York.

Julius Vetterlien of J. Vetterlien & Co., 115 Arch street, who for the last nine weeks was confined to his home, is improving. He had made a trip to Atlantic City but on his return felt that he did not benefit by his trip and therefore is remaining away from the office for a little longer.

William Singer of S. Rossin & Sons, New York, dealers in Havana and Sumatra leaf, was in the city. Other visitors were Ralph Levine of H. Duys & Co., New York; John Shaw of Quincy, Fla.; Elias Bach of Elias Bach & Son, New York; John D. Haven, Churchtown, Pa., packer; H. C. Pfaff of Baltimore, makers of the Uncle Willie cigars; D. A. Shaw of the Growers Tobacco Co.; F. R. McDermott of the American Malaya Trading Co., New York; Chas. J. Waxelbaum, James Mullin, Hadley, Mass., Representative Martin of Hamberger Bros. & Co.; Samuel Mannheimer of Kauffman Bros. & Bondy and John Schertz of the Schertz Cigar Co., Lancaster, Pa.

Frederick Gibson made a special run here in his auto from Providence, R. I., to visit Reeves Parvin & Co. The Reeves Parvin Co. has taken on the exclusive agency for New York, Pennsylvania, New Jersey and Delaware for the Manila de Luxe, made by Horace R. Kelly & Co., Manila and New York.

That cigar cutters are to be used for their specific purpose, not for nail clips, was painfully learned during the week by Miss Margaret McCready, 16 years of age, 948 Elm street, Camden, N. J. She attempted to do manicuring in the cigar store of Gus Merz, 9th and Birch streets. She cut off the end of her finger.

Sales Manager Joe Carlisle of Bayuk Brothers was in Chicago last week on his western trip, which certainly will extend as far as Denver and may carry him to the Coast. He will return via the southern route. William Le Bair, office manager, has returned to his desk after a brief illness.

Tobacco Cases Attracting Attention

WASHINGTON, D. C., Oct. 13.—The Interstate Commerce Commission has on its docket tobacco cases for future hearing as follows:

On October 20, a hearing will be held at St. Louis, Mo., before Examiner Money, of the Commission, in case 11787 of the Roth Tobacco Co. against the St. Louis, San Francisco Railway et al.

A hearing will be held on October 21 at Atlanta, Ga., before Examiner Howell in case 11613 of the American Sumatra Tobacco Co. against the Director General of Railways et al.

An argument will be held in this city before the Commission on October 22 in case 10770 of the American Tobacco Co. against the Director General of Railways et al.

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Manufacturers of the Famous "Mapacuba" Cigars

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Mi Hogar Cordero La Superior

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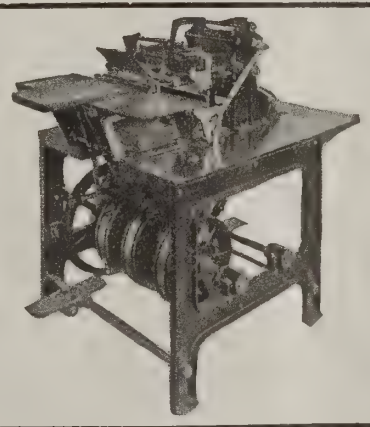

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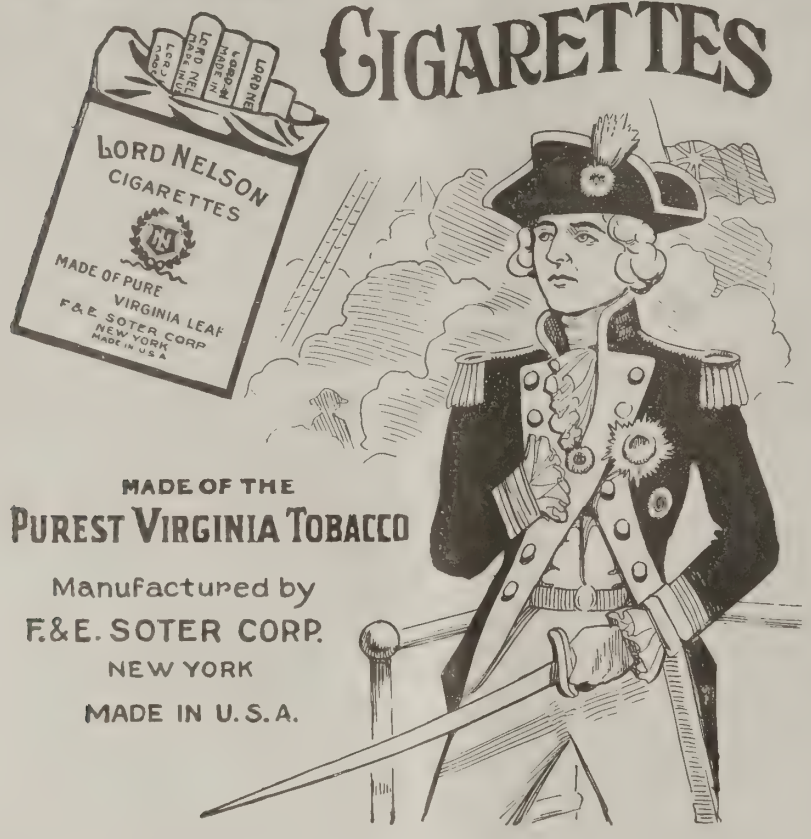

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Additional Side Lights on Cigar Trade Up State

A Discourse by Harry Alces—George Thompson Tells How Fatimas Sell in Cuba—Denike Will Remain on the Road—Enabling the Kokomo Kid to Keep Appointments—"Cap." Hulett's Red Wagons in Troy—A Cheerful Letter from the Cameron Tobacco Co.—"Labor Layoffs"—And the High Cost of Flivving.

New York State Capitol District,
McGinty-Week, 1920.

"Say, Sam, that fellow McGinty had nothing on you!" offered Jim Stubb, parking his Hot Chair Club seats in the most conspicuous positions of the Stubb & Ash, Inc., wholesale warerooms, where over two hundred cigars were formerly stocked. "Remember, don't you, that when Mac went down to the bottom o' the sea he got very wet? Well, how is it you keep so dry?"

"Huh, mebbe yuh should hint now I gotta go down with the rest o' yuh fish when prices sink, hey?" yelled Sam Ash, charging a regular customer a nickel more for his smokes, just to see if he'd stand it. "But, lemme tell it yuh sometings: I ain't buyin' nu more than a week's supply o' anney thing a-tall. Then, when thet there new paper moneh should ever come back, y'unnerstan, I bet yer a clean dollar bill I shouldn't git stuck for nu more than mebbe so much high-priced stuff as I should sell in time to goofs lookin' for something with a rare ole vintage!"

"No matter what the vintage, the demand upon the cigar manufacturers is still very fair indeed," encouraged Harry Alces, easing into one o' Jim Stubb's benches where the Boosters Bashful Band had already overflowed. "This is really my first trip up this way for the year, and I'm considerably surprised with the pessimistic spirit roundabout on the cigar situation.

"Everywhere else, cigars are in keen requisition. Prices are not going any lower right away, if ever. Look at fortieths. For the Holidays we are paying $5 more for boxes, $2 additional for packers, making the popular Xmas style cost the dealers $7 over the usual thousand rate on all sizes.

"How can you counteract it? Not by discontinuing your usual Christmas purchases. Not by a long-shot! Rather, you'll then give your competing jobber or retailer the opportunity of loading the trade at such prices that'll stagger the innocent consumer. Because, you know as well as I do, that a small supply means even higher rates for the smoker.

"Buy as you should, then, make a fair profit, give the customer every possible advantage, and this insane cut-price bug will be killed by the trade before it has a chance to do any material damage. We don't want a sugar war in the tobacco game, do we?"

"I'll say not," remarked George Thompson, arriving at the Hot Chair Club just in time to have his Central American passports vised by the Committee on Revolutions. "For down there in Cuba and Porto Rico, where I just came from, and where I'm returning at once, the cut in sugar prices has paralyzed the industry.

"Normally, the Cubans, Porto Ricans, and the balance of the West Indians, Central Americans, and so on, like their own domestic tobaccos, especially for cigarets. But, since the Liggett & Myers Tobacco Company has introduced Fatimas down that way, the better class natives demand our product.

"Why, even in Cuba, where the import tobacco tax is $4.50 the pound, plus 25% ad valorem, our Fatima brand, in packets of twenty cigarets, sells at retail for fifty-five and sixty cents. This, too, in direct competition with the home product of sixteen cigarets for ten cents.

"What we have accomplished, also, has been done, so far without missionary men or other advertising. That is one reason I am returning now. Local newspaper advertising contracts will be opened with the Spanish language papers, and in Porto Rico I am returning with a genuine Yankee missionary salesman to supplement our permanent salesman on the island."

"Good bye, George, bon voyage," shouted Jim Stubb. "Make them guys down there send us some cheaper cigars. Don't smoke 'em all up yourself! If you do, we'll have to retire from the jobbing business, like Friend Denike."

"Right you are, I did retire," admitted G. C. Denike, formerly of the Tichenor-Denike Company, Albany and Peekskill. "Sold out my entire interest to Mr. Tichenor. He, so I believe, will continue with the jobbing of cigars, retaining the Albany office, warerooms, and retail store as well as the main house down the River.

"But, meantime, the local territory is not covered by a salesman for either the Sight Draft, Black Sheep, or Meditation brands. Probably Mr. Tichenor will cover this himself temporarily. And I intend to remain upon the road, quite likely as representative in the Capitol District for a cigar manufacturer with a line of nationally known goods."

"Why shouldn't yuh take it another line, like Pat Doyle's Kokomo-Kid?" asked Sam Ash, trying to sell a hard-shell-turtle some cigars with live beetles under the surcingles. "Yuh know Pat covers a lotta territory for them fellers, Liggett & Myers. So he meets up with all sorts o' fried an' smoked halibut, unnerstan me.

"One o' such is a fire-engine king. Yeh, he peddles chemical engines an' pumpers 'round the country, y'unnerstan, just as Pat's men dish out Piedmonts. Only, the difference is, that this here insurance helper don't drive it around the highways in nu fordfliv.

"Instead, he's got it a reg'lar chemical-auto, red paint, gong an' all. But he don't carry it anney hose, unnerstan, dependin' on local hook and ladder an' Hickville Hose companies for demonstration material, just to prove to 'em his dingus is on the level, an' don't depend on nu patent hose device to shoot a stream over the Town Hall.

"An' Pat, bein' in a dreadful hurry sometimes, just to make a date with Ben Ennis or Al Groom, occasionally hops on top with this fire-fiend an' rides like the devil thru burg after burg without nu regard a-tall for village speed traps, laws, regulations, signs, an' the so forth.

"So, when Pat spies a traffic constable thru the distant maze o' dust, he steps on that there number twelve alarm-clock gong, which the Kokomo-Kid rents o' Big Ben, an' away they go thru that there main street like a flash o' fire!

"Sure the constable gives 'em right o' way! How should he know it from the distance that this here apparatus ain't his own town department on a run vs. ruin to Isaiah Cornucopia's silo? So Pat makes his 'pointment, that there Kokomo-Kid shoots thru Hickville, Frost Corners, Pine Bush, Appleville, an' other metropolises where they ain't nu live Board o' Supervisors lookin' for the best fire-engine on earth, to a big burg like Troy, where Jim Barrett an' Al Groom fight fires with their bare hands, unnerstan me, an' where Cap Hulett's tobacco jobbin' red-wagons is often mistook for the Troy Fire-Department comin' to start a blaze in the furnace, merely to see if they can put it all out afore they has to call on Albany an' Schenectady for help!"

"Looks as though I'd have to call for help myself," allowed J. M. Johnson, the Maiden Lane tobacconist. "Putting in all-day hours here at the store and factory makes me think I'm living without any recreation at all. Even lunch hour is no intermission for me. But I do close Sundays, and that's some consolation."

"So is this letter from the Cameron Tobacco Company" spoke up Jim Stubb, shutting the retail door to prevent too

many customers from forcing entrance to the Department o' Five-Centers. "For they say, 'It will be some time before our representative will have an opportunity o' calling upon you. 'But you will note our enclosed price-list has not changed since August 1st, 1919, more than a year from this date. So, if you wish any of our goods now, please order at once.

"'Also, kindly observe that we will not have any Christmas packings this season.' It's signed by Alex Cameron, Sam, an' he don't say a word about whether Bill Noonan is down in Richmond, up in his ole territory, Alaska, or electioneering in Philadelphia."

"Gosh, he wouldn't stay long in Phillie," commented Natural Jacobi, the Schinasi sales-boss o' the Tobacco Products Corporation, putting down his bundle o' Afternoon signs, posters, and the etc., "I am glad to be here in the Capitol District, and I wouldn't go to the Quaker village unless it was to bury a cigaret competitor."

"Bury a competitor, hey?" shouted Sam Ash, making a break to meet McGinty and the rest o' the high cost o' flivving bunch at Jack's Oyster Palace before high noon, "Then why shouldn't you practice on one o' your family circle first?

"Because here's Sir Arthur Dixon in town today, saunterin' thru the cut-price district with his Falk Tobacco Company cigarets an' tobaccos o' the same firm as your'n. But he ain't tryin' to git it nu big orders, unnerstan me, bein' satisfied with such business as even Billy Farrell uster turn down afore the motes decided we was all profiteerin', an' that trade an' commerce should be reduced to this here starvation station where we should now be stoppin'."

"How come? Where do you get that stuff, Sam, about starving?" jollied Jim Stubb, lazily arising to take Sam's place behind the prune counter o' Reduction Resages. "I leave it to any member of this Hot Chair Club if business isn't running ahead o' last year! Suppose we do cut prices six notches, what of it?

"It isn't the fear o' reduced rates that's hurting the tobacco game, Sam. But it is the idea that cigar prices, particularly, are entirely too high to encourage smoking on the part of the average man with a normal income.

"Labor lay-offs, like the West Albany Railroad Shops affair, the Cohoes Knitting Mills, the Troy collar plants, all injure trade, no doubt about it. Yet, Sam, they'll go back to work eventually, probably at considerably less money, you know, and it's our duty now to mark goods down to that purchasing ability."

"Sure, put 'em down where the expense should remain at 27% an' the profits at 25%," jeered Sam Ash, thrusting one foot thru the door for the quick getaway, "Then mebbe yuh should declare it some stock dividends so well as the usual cash disbursements an' the reg'lar bonuses to all our employees.

"Why, yuh big grape-fruit, how should we cut it a single price, unnerstan me, 'til we should hear what Henry Ford does next?"

THE SMOKER.

Three "Whelan Companies" May Be Merged

Plans are under consideration for a merger of three of the so-called Whelan properties, Tobacco Products Export Co., United Profit-Sharing Corporation and Philip Morris & Co., Inc. The basis of exchange for stock in a new company which shall combine the three, it is asserted, has not been definitely worked out as yet.

Of the three companies the oldest is United Profit-Sharing. The capital is now $409,538, the shares being of 25 cents par value. Tobacco Products Export was organized in 1919 to handle the export business of the Tobacco Products Co. It has factories in London and Egypt. Subscription rights to a large block of the stock of this company was accorded to holders of Tobacco Products shares. The capital of the Philip Morris Co. outstanding amounts to $2,700,000, the shares being of $10 par value. The Tobacco Products Corporation purchased 265,000 shares at $4 a share, at which price they were offered to Tobacco Products shareholders in 1918 on a share for share basis.

Rockingham Tobacco Growers Organize

REIDSVILLE, N. C., Oct. 11.—Several hundred farmers met in the court house at Wentworth Saturday and organized the Rockingham County Tobacco Growers' Association. While the number present was not as large as expected the meeting was composed of some of the county's most progressive and substantial farmers and every section of the county was well represented.

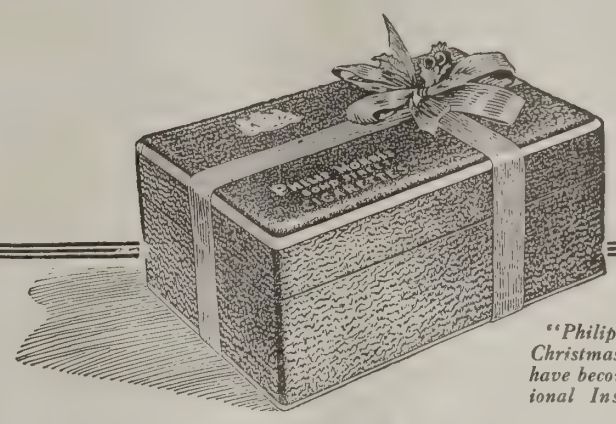
The meeting was called to order by the temporary chairman, Jno. R. Williams, at 11 o'clock. The first question brought before the meeting was whether the Rockingham county association would affiliate with the Virginia-Carolina Tobacco Growers' Association organized in Danville the other day or the North Carolina Association organized in Raleigh a few weeks ago, of which J. Y. Joyner, former State superintendent of public instruction, is president. It was agreed that Rockingham county would affiliate with the latter organization but that farmers from this county could hold membership in both organizations.

The following officers were elected for a term of one year: Jno. R. Williams, president; J. H. Richardson, vice president; Wm. G. Lindsay, secretary and treasurer; Fred S. Walker, county organizer; executive committee, Horace Moore, John Barnes, W. F. Burton, J. R. Carroll, and J. C. Carter.

AVERAGE PRICE PER POUND OF TOBACCO TO THE PRODUCER ON DECEMBER 1, BY STATES: 1910 TO 1919.

[Compiled from the reports of the Bureau of Crop Estimates, Department of Agriculture.]

STATE.	AVERAGE PRICE PER POUND DEC. 1 (CENTS).									
	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910
United States	39.0	28.0	24.0	14.7	9.1	9.8	12.8	10.8	9.4	9.3
Massachusetts	46.3	40.0	38.4	25.0	14.5	17.7	21.0	23.9	20.0	15.0
Connecticut	46.3	44.0	38.4	27.0	17.0	18.5	21.0	24.1	20.5	16.5
New York	22.5	18.0	22.0	13.0	9.5	12.0	12.2	12.6	10.4	8.5
Pennsylvania	17.0	14.0	21.0	14.2	9.2	8.5	7.5	8.5	9.5	9.3
Maryland	30.0	30.0	20.0	16.0	8.5	8.0	9.3	8.0	7.5	7.7
Virginia	47.4	27.0	26.5	14.6	9.4	9.0	13.9	12.0	9.6	9.0
West Virginia	50.0	36.6	26.0	15.0	10.0	11.0	12.0	11.0	8.0	10.3
North Carolina	53.6	35.1	31.5	20.0	11.2	11.5	18.5	16.0	11.6	10.6
South Carolina	22.8	31.1	23.1	14.0	7.0	9.7	13.8	10.9	12.6	8.6
Georgia	21.5	46.0	57.0	27.0	23.0	25.0	31.0	30.0	28.0	20.0
Florida	54.5	46.0	57.0	30.0	23.0	30.0	31.0	30.0	28.0	23.0
Ohio	33.7	19.5	25.0	13.0	9.0	8.8	11.4	9.1	7.6	8.5
Indiana	35.2	20.7	20.0	13.0	7.3	9.0	11.0	9.0	7.8	9.5
Illinois	20.0	17.0	19.0	10.0	9.0	12.0	11.5	9.0	7.8	9.5
Wisconsin	22.2	22.0	17.5	12.5	6.0	11.0	12.0	11.0	10.0	7.5
Missouri	36.0	25.0	21.2	15.0	12.0	13.0	12.7	12.0	12.0	12.0
Kentucky	38.2	26.3	20.0	12.7	7.8	8.4	10.0	8.7	7.7	8.7
Tennessee	25.1	21.4	17.0	10.1	6.3	7.5	8.4	7.1	8.5	8.4
Alabama	30.0	30.0	35.0	30.0	22.0	28.0	25.0	35.0	25.0	20.0
Louisiana	65.0	65.0	35.0	28.0	30.0	35.0	25.0	30.0	31.0	25.0
Arkansas	35.0	25.0	23.2	20.0	17.0	18.0	16.4	18.0	12.0	16.0



"Philip Morris Christmas Packages have become a National Institution"

PHILIP MORRIS

for your Christmas Trade

A LIMITED quantity of Philip Morris Cigarettes will be packed in beautiful holiday boxes, containing 10 regular packages of Philip Morris 10s (100 cigarettes) Cork or Plain

No Extra Charge for Xmas Packing

Order from Your Jobber

NOW!

MURAD

THE TURKISH CIGARETTE

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

Trade Notes From Near and Far

The "Little Tobacco House" used to be one of the show places in the royal park at Potsdam, Germany. When the housing situation became serious, the new government turned over the "tobacco house" to a family that had been driven out by some profiteering landlord. The new tenants, it seems, had no reverence for historical landmarks. The poplar under which Frederick the Great had been contemplating the quaint beauty of the "Little Tobacco House's" Dutch architecture they chopped up for firewood. The ancient fence enclosing the house also went into the stove. Modern barbed wire has taken its place. The knee of an old stove pipe protrudes from one window. The rest of them are screened with rags. Curtains, formerly guarding the interior against the eyes of the inquisitive, have long since ended their career by serving as shirts on the backs of some of the unsophisticated newcomers. That beautiful lawn has been converted into a dung heap. But, taken all in all, the present "Little Tobacco House" is a true counterpart of Germany as it is today.

—

Thomas F. Ryan, the multi-millionaire tobacco man, who arrived from Europe last week on the White Star liner Olympic, in an interview said: "We should let Europe alone. She will work out her problems on a sound basis, but she must do it in her own way. Belgium and France are recovering nicely. The crops in France are particularly good. Altogether things look better in Europe than I expected to find them. With the exception of the coal strike situation in England and uncertain conditions in Russia, Europe shows great improvement." Relative to France, Mr. Ryan mentioned that the French had made a great deal of money in francs, but they do not take into account the depreciation of the exchange. Concerning the situation in France and the rumored purchase of the French tobacco monopoly Mr. Ryan would make no statement.

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Increasing trade in leaf tobacco and its manufactured products between the United States and Porto Rico is indicated by the official Government statistics for the last fiscal year. For the month of June imports of unmanufactured leaf from Porto Rico show an increase of 1,012,346 pounds, or 107 per cent, compared with the same month last year; stems and trimmings increased 165,192 pounds, or 216 per cent; cigarettes increased 35,000; cigars and cheroots increased 22,744,000, or 932 per cent. For the entire fiscal year unmanufactured leaf increased 4,322,453 pounds, or 34 per cent; stems and trimmings increased 187,817 pounds, or 5 per cent; cigarettes decreased 10,598,000, or 58 per cent; cigars and cheroots increased 77,441,000, or 52 per cent.

—

The Continental Tobacco Co., at 111 Broadway, New York, was incorporated under the laws of this State and has a capital of $100.000. The company will engage in the export business, being prepared to forward cigarettes to any important market in the world. All the directors of this company have traveled extensively abroad, being men of wide and varied experience in foreign trade. Because of its personnel and connections the Continental Tobacco Co. is in a position to conduct export business efficiently. The president of the company, Wm. L. Nederhold goes abroad again, in the near future, to complete and extend the foreign organization of the corporation.

According to the official report made by H. B. Johnson, supervisor of sales, during the week ending October 7, there were sold on the tobacco market at Wilson, N. C., 2,916,976 pounds, which brought $612,636.47, an average of $21 per hundred pounds, as against 3,337,972 pounds for the previous week, which sold for $695,157.10, an average of $20.70. This report shows a decrease of 440,976 pounds and decrease of $82,520.63 in money paid out, but an increase of 30 cents on the hundred pounds. Total sales to date, 11,578,550, which sold for $2,543,996.51, which averaged $21.97 per hundred pounds.

—

Reduction of commodity prices should not be taken as an excuse for the cancellation of orders contracted for under prices greater than the ones prevailing from manufacturers and jobbers by retail merchants, is the text of a letter which will be sent to retailers by members of the merchants' and manufacturers' division of the Chamber of Commerce at Memphis, Tenn. Retailers must take their medicine and pay for goods ordered, was the verdict of the organization Friday at the regular weekly meeting of its directors.

—

Reports from the different sections of the burley belt of Kentucky, Ohio, Indiana and West Virginia indicate that the new crop of burley tobacco, with the exception of the districts damaged extensively by wildfire and other causes, has gone into the barn ahead of the frosts. The outlook is for a crop of generally fine quality, as well as a yield that will exceed that of last year. The early curing in most sections is said to substantiate the claims for good quality in the new crop.

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The export of Japanese matches, which during the war almost monopolized many of the world's markets, is now steadily decreasing, according to the *Japan Chronicle*. Most of the trade now goes to Hongkong and the southern part of China. Exports during July reached a value of $84,399, which was a decline of $25,693 below the previous month and of $41,126 below July, 1919. Enormous stocks have accumulated on the Kobe market, where the prices in August showed a slight increase over the low figures in July.

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The Continental Airline Corporation, organized in Delaware with a capital of $1,000,000, will start air passenger and freight service next month between New York, Washington, Albany, Buffalo, Boston, Toledo and Chicago, and from Miami to Key West, Palm Beach, Jacksonville and other Southern points. Aeromarine West Indies Airways, Inc., and the Florida West Indies Airways, Inc., will operate a line of aeroplanes between Key West and Havana.

—

Germany wants Richmond manufactured tobacco, according to an inquiry received by the Chamber of Commerce at Richmond, Va., Saturday, direct from an importing agency in Bremen. The letter states that previous to the war one of the members of the firm resided in the United States and recognized Richmond as the center of the tobacco industry in the United States. The chamber has advised tobacco firms of the inquiry.

—

Denmark is not going to establish a tobacco monopoly. Some time ago a commission was appointed to look into the matter. According to Copenhagen papers the commission was not favorably impressed with the workings of monopoly in countries that have adopted the system. So there will be no tobacco monopoly in Denmark, at least not for some time to come.

—

The annual loss to the American public through purchase of fraudulent securities was estimated at $500,000,000 by Charles J. Andre, secretary of the National Association of Securities Commissioners, in testimony before the special State "Blue Sky" Law Commission at Boston, last week. Andre said that about 10 per cent of the stock offered to the public is worthless.

—

Big railroads set a new high record for the year in the volume of freight traffic handled during the week ended September 25, it was announced Saturday by the American Railroad Association. Cars loaded with commercial freight numbered 994,687, compared with 987,041 in 1919 and 991,980 in 1918. The best previous record for this year was the week of August 28, when 985,064 cars were loaded.

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Prospects of the Rumanian tobacco crop are considered good. While in 1919 only 3,000 hectares were devoted to tobacco planting, the area in 1920 was increased to 4,500 hectares. The present crop is expected to yield from 4,500 to 5,000 tons. Hungarian leaf tobacco and Turkish Yaca were this year cultivated for the first time in Rumania.

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One of the biggest signs ever placed in San Francisco will advertise Palo cigars. The sign is located 150 feet north of the Key Route pier and will cover S. P. overland trains leaving Sixteenth street, the Berkeley Loop and 600 trains daily on the Key Route. The sign is one hundred feet long and twenty feet high. The letters are twelve feet high.

—

The Tobacco Products Corporation has declared a dividend of $1.50 per share on the outstanding common capital stock of the Corporation, payable on November 15, to stockholders of record, on October 29, which dividend is payable in scrip maturing on November 15, 1922, and bearing interest at the rate of 8 per cent per annum.

—

Belgium is rapidly increasing her cigarette exports to China, according to an Antwerp report. Belgian exporters expect to soon equal American exports amounting to 4,659,092,000 cigarettes during the 11 months to which the report refers. Belgians claim that America does not expect to maintain the volume of exports to China.

—

Briar pipes for women have made their appearance in jewelry stores in London, England. They are dainty in appearance, graceful in outline, with tiny bowls, some of which are shaped like an egg or bell. Some have plain gold bands for mounting, while others have valuable circlets of jewels about the bowl.

—

The Dolbear Mfg. Co., capitalized at $10,000, will engage in the cigar business at Mobile, Ala. The officers of the new company are M. Browdner Dolbear, president; Alfred Nodal, vice-president and treasurer, and Edward H. Dolbear, secretary.

—

The North Carolina Tobacco Growers Association has opened offices in Raleigh. The campaign, to obtain new members and otherwise strengthen the organization, is under the direction of Dr. Joyner and Col. Grimes.

RESOURCES

IT took half a century to build up the huge resources of The American Tobacco Company. Stone upon stone this immense structure was raised to give SERVICE to the users of tobacco in America.

Nor was the building plan a haphazard one. The best brains were employed, the greatest architects of modern business called into consultation in order that the completed edifice might be the best in the world.

This we believe it to be.

THE foundation of this structure is the factory, or rather fourteen factories, buiit at strategic points throughout the country. They are capable of enormous output as their whirring machinery testifies.

On this foundation are built the warehouses, shipping depots, sectional, regional and territorial distributing depots—even to the little Ford automobile that carries the salesman and his supplies.

THE capping-stone of all this is the great administrative office in New York.

In financial resources The American Tobacco Company stands secure and sound, inspiring confidence in its customers that it can and will make good every promise it makes.

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York City

Around and About

Henry Gibbons will open a cigar store and billiard hall in Lake Crystal, Minn.

—

George Themelis, of the Themelis Bros. Co., returned to New York Monday from Atlanta.

—

If it takes *pull* to open the door of opportunity from one side it takes *push* to open it from the other.

—

R. T. Cole, representing John E. Hughes & Co., of Danville, Va., leaves New York this week for Europe.

—

In England the use of tobacco by women has now become sufficiently popular for George Bernard Shaw to hate it.

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According to the Manco *Record*: "A fat man has the advantage of knowing where his cigar ashes are going to fall, anyway."

—

L. M. Whelan, G. Rubenstein and E. Austin have incorporated the Whelan Cigar Co. at Syracuse, N. Y., with a capital of $25,000.

—

The Standard Cigar Mold Corporation, having a capital of $50,000, has been organized by T. E. Fearon, J. Bauhofer and L. Buckner of New York.

—

B. Wasserman Co., one of the most active and successful cigar importing concerns in New York, has increased its capital from $100,000 to $300,000.

—

R. Kliethermes & Sons, Inc., capitalized at $100,000, has been incorporated to carry on a tobacco, pipe and wood novelty business at Spring Valley, N. Y.

M. S. Frieder, of S. Frieder & Sons, Cincinnati cigar manufacturers, and importers of Manila, is in San Francisco on a visit and will next month continue his trip to the Philippines.

—

F. J. Haley, manager of the Baltimore office of W. O. Smith & Co., is in New York this week, at the head office of the firm, taking up various matters pertaining to increasing business.

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At Sunderland, Mass., this year a yield of 1,750 pounds of extra good tobacco per acre, is reported. Eighty per cent of the crop has been sold at prices ranging from 38 to 45 cents a pound.

—

T. L. Hughes, of John E. Hughes & Co., a very important tobacco export house of Danville, Va., arrived in New York this week on his way home, after a sojourn of nine months in Europe.

—

Although the tobacco crop estimates for the United States showed a loss during September of 75,000,000 pounds in the expected yield, the forecast of 1,478,788,000 pounds is 89,000,000 pounds larger than last year's production.

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Around Deerfield, Mass., the 1920 tobacco crop averaged 1,600 pounds per acre, as compared with a yield of 1,200 pounds per acre, last year. Farmers who have sold their tobacco received from 38 to 46 cents per pound.

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Some good prices have been paid for tobacco in Wisconsin, 35@40c, and occasionally as high as 45c per lb. is quoted, with less desirable grades at 30@39c, and fillers 10c. This active buying was followed by a lull, with some recent dullness prevailing.

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The average American farmer clears only $9.61 a week, says a Department of Agriculture expert. He adds that proportion of Americans engaged in agriculture dropped from 87.1 per cent in 1820 to 32.9 per cent in 1910 and might go to 30 per cent in 1920.

—

F. W. Mack, of Andrew Chalmers & Co., leaf tobacco merchants of London, England, is in the United States taking note of crop conditions and other things associated with possible increases of tobacco business between the United States and the United Kingdom.

—

Elias Bunzleman, of the Standard Leaf Tobacco Co., of 244 Pearl Street, New York, will start packing shortly at Ellington, Conn. The packing is to be done in the warehouse of Max Lavitt, and under his supervision. Broad leaf is mainly the product to be packed for Mr. Bunzleman.

—

The Camozzi-Hackett Co., with an authorized capital stock of $10,000, with shares fixed at $100 each, has filed incorporation articles at Louisville. The concern will engage in the candy and cigar business. The debt limit is $20,000. The incorporators are: Lawrence Camozzi and Louis Hackett, twenty-seven shares each; Sarah Camozzi and Lucy Hackett, three shares each.

—

The board of directors of the United Cigar Stores Co. have declared a stock dividend of 10 per cent payable in common stock of the company on November 15, 1920, to common stockholders of record at the close of business on October 29, 1920. Fractional shares will not be issued, but suitable warrants have been authorized therefor. The transfer books will not be closed.

—

James Willing, an expert on Sumatra and Java tobacco and manager for the American-Malaya Trading Co., returned to New York from Holland last week. While in the Netherlands he attended the various inscriptions and was successful in obtaining notably good to-

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

PERFECT CIGARS

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York

QUICK SALES
Made By LIVE DEALERS

Our humidors obtain the appreciation of smokers who buy good cigars by the box.

We can suit the most exacting customers.

Write for catalogue and price list.

THE MUNDLER CORPORATION
318 East 75th Street, NEW YORK
Tel. Rhinelander 2090
HUMIDORS AND SMOKERS' STANDS

A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

bacco, exactly the sort of leaf to please the large clientele of the American-Malaya Trading Co. in the United States and Canada.

—

In New York Friday one of the big tobacco companies took out a $5,000,000 insurance policy, covering tobacco all over the country, with 100 per cent co-insurance and 10 per cent limit in any one location, rate 1 per cent, premium $50,000.

—

An importer of tobacco in Liverpool, England, reports that warehouse room there is still being apportioned pro rata, so tobacco merchants can only obtain from America the quantity for which room it allotted. Lack of available warehouse space as well as adverse conditions of exchange continue to prevent the sending of large orders. But business is expected to improve a bit before the first of the year.

—

Nova D. Creemans, manager for the United Cigar Stores Co. in Dayton, O., is alleged to be short in his accounts. The Dayton *News* says that Creemans was arrested in Crawfordsville, Ind., on a warrant charging him with embezzling $2,000 or more from the United Cigar Stores Co. in Dayton, while he served in the capacity of manager. Creemans left Dayton but was located Saturday in Crawfordsville.

—

The Dunedin Cigar Co. has moved to Tampa, Fla., and is now located at No. 106 Fortune street. The company has joined the manufacturers' association and claims to be working a full force of men despite the strike in progress against factories of the association. The business is increasing and the concern may be compelled to take additional quarters adjoining the present location. M. Smith is the proprietor of the business.

"Our warehouses are still crammed with tobacco and we expect that little will come forward this season. Merchants here have so much unsold stock that it is not strange if they have scant inclination to import. Provided there were warehouse room for the tobacco after it got here, something might be done. But existing rates of exchange are discouraging." So a London tobacco merchant writes to an American correspondent.

—

Retailers throughout the country desirous of increasing sales and gaining additional good will during the holiday season are offered an opportunity to feature Philip Morris cigarettes (Cambridge size only) in handsomely decorated containers. Philip Morris & Co., Ltd., are packing a limited quantity of these cigarettes 10s/100, cork or plain, ten boxes of regular stock 10s in a fancy container. Last year this special Christmas packing proved to be a great trade winner.

—

Before returning from his business trip to Europe, Wm. Quanjer, of Wm. Quanjer, Inc., made a rather inclusive tour through the devasted districts of Belgium. He visited Dixmunde, Louvain, Ypres, Leige and other places where "war's red furrow" was plowed so terribly. Despite the lapse of time the scenes of destruction and ruin continue to be indescribably sad. "Unless one actually sees what was inflicted, it is almost impossible to realize how horribly Belgium suffered."

—

Page K. Gravely, of the China-American Tobacco & Trading Co., returned to New York last week, after spending several months in Europe on business. He was in England, Norway, Sweden, Denmark, Germany, Holland, Belgium and France. And he improved each opportunity to become posted regarding the tobacco situation in each country. Though trade at present is not free from discouraging circumstances, the chances are fair for a larger demand for tobacco of the better grades in the comparatively near future.

—

Arthur C. Frost, American Consul at Algiers, in presenting Algerian trade statistics, reports that the tobacco imports of Algeria, during the first quarter of 1920, comprised 600 metric tons of manufactured tobacco valued at $414,757 and 285,000 cigars having a value of $18,721, cigarettes valued at $22,388 and other tobacco items to the amount of $193. During the same period tobacco exports from Algeria were 2,278 metric tons of unmanufactured tobacco valued at $1,758,423, cigars to the number of 2,147,000, having a value of $103,641, cigarettes (666 metric tons) valued at $1,618,691 and other tobacco items of a value of $372,876.

—

There was a strike, or a walkout, or a something, which caused various vacancies in the cigar factory of Gans Bros., at 417 E. 76th Street, New York, two weeks ago; but the "vacancies" have not caused any signs of "blueness," in the office. In fact, J. M. Gans, of the firm, says that now is a most propitious time to begin a readjustment of affairs, and to make a start back toward normal conditions, then get there as quickly as possible, so that cigars may be sold at reasonable prices. The trouble, if it should be called trouble, in the Gans factory arose because of excessive dampness, cigar making had to be suspended for a day and a half, for which time the cigarmakers wanted pay. But this was refused. J. M. Gans says that it was refused on principle, for to have met the demand would have been to establish a disconcerting precedent. The cigarmakers were told that the lost time could be made up by working on Saturday. But this proposition was "disdainfully" declined. So, "out they went."

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

A Window Display That Brought Business

Observer in the *Manco Record.*

The other day I passed a cigar store. It was on a side street, and not a very pretentious looking place, as stores go. But one glance into the window made me feel an irresistible impulse to go in and buy some cigars. Yet the window contained only a single, solitary box of cigars, and the only printed matter displayed was a small placard bearing two words.

The window was fitted up just like a bachelor's den. There was a large bear rug on the floor, and the big, comfortable looking Morris chair, with its footrest invitingly extended. Beside the chair was a table, on which lay a book, open face downward, a couple of magazines, an ash tray, and an open box of cigars. At the back of the window was the finishing touch,—a fireplace, its glowing interior diffusing the whole picture with a ruddy, cheery glow. And on the floor, leaning against the leg of the table,—just at the focal center of the window, by the way,—was a card with the words, "Tomorrow's Sunday." The proprietor of that store understood the psychology of suggestion. Not a detail had been overlooked, even to the ashes upon the ash tray. The whole picture spelled *comfort*, and the appeal of it drew like a magnet. They stopped, they looked, they grinned or sighed, and then they went into the store. And nearly every man that come out had a box under his arm.

Suggestion is a powerful factor in advertising. The whole world is human, and it will respond to the appeal that strikes nearest to its own personal, human impulse, every time. The merest hint, a slight unspoken suggestion, is often all that is needed, if that suggestion strikes just the right note.

A great many merchants realize the value of suggestion in their window displays, but they overdo it. How much suggestion is there in a window jammed full of cigars, cigarettes, and pipes of all sizes and kinds, apparently tossed in there without rhyme or reason, and the whole plastered over with glaring red figure price signs? You can't sell cigars, or any other merchandise, by these brass band methods. Men sometimes get fed up on too much of this sort of promiscuous profusion. The single box of cigars in the window, the cozy, homelike, human atmosphere of the whole window, spoke volumes. It struck just the right note, and such a window would make a hundred sales where one would result from the mixed-up, hit-or-miss window full of smokes.

R. J. Reynolds Real Estate Co. Formed

WINSTON-SALEM, N. C., Oct. 9.—On motion for interpretation of the will of the late R. J. Reynolds, multi-millionaire tobacco manufacturer, who died here two years ago, Judge Finley, in the Superior court today, in the case of Safe Deposit & Trust Co., of Baltimore, executor of the will and trustee of the estate of R. J. Reynolds vs. his widow, Mrs. Katherine S. Reynolds, executor of the estate, and guardian of the infant children of the deceased, defendants, an order was entered authorizing the organization of a million dollar corporation, to be known as the R. J. Reynolds Real Estate Co., to take over and maintain and also develop property involved in complaint. George W. Orr, who was private secretary to Mr. Reynolds for several years before his death, was named commissioner to transfer said property to the corporation in consideration of $795,000. The property involved comprises several hundred acres adjoining the city.

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St.. Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 128. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St.. Hartford. Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St.. Hartford. Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin. Treas.
Connecticut Leaf Tobacco
West Suffield. Connecticut

Statement of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of TOBACCO, published weekly at New York, N. Y., for October 1, 1920.—State of New York, County of Kings. Before me, a notary public in and for the State and County aforesaid, personally appeared Leslie R. Palmer, who, having been duly sworn according to law, deposes and says that he is the business manager of TOBACCO, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations. 1. That the names and addresses of the publisher, editor, managing editor and business manager are: Publisher, TOBACCO Trade Journal Co., 10 East 39th street, New York, N. Y.; editor, D. F. Morris, 10 East 39th street, New York, N. Y.; managing editor, D. F. Morris, 10 East 39th street, New York, N. Y.; business manager, Leslie R. Palmer, 10 East 39th street, New York, N. Y. 2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock). Tobacco Trade Journal Co., 10 East 39th street, New York, N. Y.; Stockholders: Leslie R. Palmer, 10 East 39th street, New York, N. Y.; Estate of Charles H. Jones, 10 East 39th street, New York, N. Y. 2. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities, are:—There are none. 4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two parargaphs contain statements embracing affiants' full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

LESLIE R. PALMER, Business Manager.
Sworn to and subscribed before me this 29th day of September, 1920.
[SEAL] EDWARD H. LAWTON, Notary Public.
(My commission expires March 30, 1921.)

For Men Who Want Quality
ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

How Largely Will the Tobacco Grower Be Rewarded?

When the Money Crop of Lancaster County Changes Hands

Relative to the value of the 1920 Pennsylvania tobacco crop, or rather pertaining to prices Lancaster County farmers may receive for their leaf this Fall, the *Garden Spot News*, the official organ of the Lancaster County Farm Bureau, says:

"We have now come to the period when the 'money crop' of the county in large measure is to change hands. With a few minor exceptions, the vast number of tobacco fields of the Garden Spot came through the growing season unscathed. There was a minimum of hail damage, and little if any more rust, or calico, or foxy, than in the average year. By the time these lines are read the crop will have been harvested, and, though the acreage was perhaps slightly decreased over the past few years, one of the best and largest crops in the history of tobacco-growing in Lancaster county will have been safely hung in the sheds.

"What will the price be? We state it this way rather than in the usual phraseology, 'What should the price be?' It requires no great logic to show that, with Pennsylvania seedleaf (Lancaster county seedleaf, if you will) in constantly-growing demand for the higher-priced cigars, and a general market begging for the goods, the tobacco grower can be master of the situation if he will. Let him caution himself against the many traps that are set in his way. Let him assume a broad perspective rather than be carried away by momentary conditions that may affect the general markets of farm goods from time to time. The fact that the Government report of September 1 sees an increased production of 165,000,000 pounds over last year is not disturbing in the least. It is, furthermore, gratifying that the same Government report puts the condition of tobacco the country over at 84.6 per cent, as against 71.8 per cent on September 1, 1919, and 78.1 per cent as the ten-year average.

"However, with all the figuring and estimating about the size of a crop, and its condition, and even as to what it will probably bring, the warp and woof of the fabric is missing and always will be missing until the farmer can demand a fair price based on the cost of production—which as yet he knows only in the most meager way. The trouble with the Lancaster county farmer's system is that he has no system. He can grow the best of crops, work them 'double shift' (himself doing both shifts), compete with the factory in price of labor when he can get it, have his crop 'ruined on paper' with extravagant stories of anything from rain to hail and back again, and often after all is said and done, and he comes to the end of a season with a crop that he knows has cost him a great deal to grow and should bring a good price, he listens to the siren voice of doubt and fear and distrust and 'sells his birthright for a mess of pottage.'

"The Lancaster County Farm Bureau would not attempt arbitrarily to set a price on this year's tobacco, but it does hope that the farmer himself will not be his own worst enemy, and stampede the market. To a large extent the evil of the secret 'bonus' system has been eradicated; why cannot we do the same with precipitate selling? The wonderful network of banks in every section of the county stands as an invitation for the farmer who needs ready money from his crop. Why not embrace it where needed? Why not all yoke together as brothers in a common cause and maintain a firm stand to the end that the crop may bring what it deserves. To speak of such a determination in an organized, collective way may present formidable obstacles; but each man can act as his own agent, and, acting so, will be acting for the good of all."

TOBACCO FROM HOLLAND

Per S. S. Nieuw Amsterdam. Arr. Oct. 12.

Consignees:

New York—	Bales
Herzog & Sarluy	26
Universal Leaf Tobacco Co.	4
E. Rosenwald & Bro.	440
H. Duys & Co., Inc.	671
Irving National Bank	53
Cullman Bros.	212
S. Rossin & Sons	76
W. Van Doorn & Co.	278
	Cases
General Cigar Co.	182
Hugo Muller & Co.	583

Per S. S. Noordam. Arrived Oct. 7.

Consignees:

New York—	Bales
Morris Rosenberg & Co. (Sumatra)	9
H. Duys & Co.	375

Per S. S. Noordam. Arrived Oct. 7.

Consignees:

New York—	Bales
Herzog & Sarley	20
	Cases
Herzog & Sarley	23
General Cigar Co.	166
E. Rosenwald & Bro.	144
	Bales
S. Rossin & Son	140
Irving National Bank	601
	Baskets
Markled & Reed	2
	Boxes
Cullman Bros. (samples)	1
Herzog & Sarley (samples)	1
Morris Rosenberg & Co. (samples))	1
General Cigar Co. (samples)	1
Wm. Quanjer (samples)	2
Amer. Malaya Trading Co. (samples)	1
Frankau & Co., Inc. (unstemmed leaf samples)	1
	Bales
Amer. Malaya Trading Co.	104
Quanjer & Co.	103
	Barrels
Amer. Sumatra Tob. Co.	109

Per S. S. Edgar F. Luckenbach. Arrived Oct. 7.

Consignees:

New York—	Bales
Amer. Malaya Trading Co.	129
Quanjer & Co., Inc.	100
	Cases
L. Schmid & Co.	60

Per S. S. Noordam. Arrived Oct. 7.

Consignees:

New York—	Bales
Chas. Waxelbaum & Co.	20

TOBACCO FROM JAVA

Per S. S. Karimoen. Arrived Oct. 11.

Consignees:

New York—	Packs
H. Duys & Co., Inc.	505

CIGARS FROM ROTTERDAM

Per S. S. Nieuw Amsterdam. Arr. Oct. 12.

Consignees:

New York:	Cases
Kern Commercial Co.	6

CIGARETTES FROM HOLLAND

Per S. S. Zirkel. Arrived Oct. 11.

	Cases
Tobacco Products Export Corp.	772
	Packages
Tobacco Products Export Corp.	379

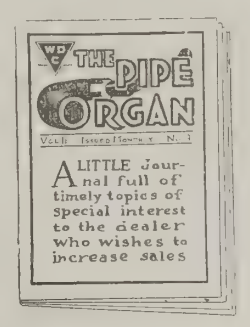
WDC PIPE HEADQUARTERS TRADE WDC MARK

They Fight To Get In

Make your store W D C Headquarters. Then the everyday "smoke" sale will bring in crowds that will make a fire sale look like a pile of wet cinders.

Do You Get "The Pipe Organ"?

Put your W D C cases on your counter and in your windows. Have a few of the attractive W D C display cards properly placed in the store.



It's a live little magazine with a bunch of interesting information for the tobacco merchant. Sent free upon request.

Then enlarge your entrance to keep the crowd from sticking. For there is sure some big demand for W D C Pipes and Triangle Tubes.

And the demand is growing. W D C quality is bringing back the smokers who know. W D C advertising is creating a bunch of new business.

So check up stock and send your jobber a hurry-up order for refills.

WM. DEMUTH & CO., NEW YORK

World's Largest Pipe Manufacturers

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.

Established 1873 Manufacturers New York

PERFECT LITHOGRAPHY

CIGAR LABELS BANDS

American Box Supply Co.

383 Monroe Avenue Detroit, Mich.

Exclusive Selling Agents For

THE CALVERT LITHOGRAPHING CO.

L. KEHLMANN CO.

229-239 WEST 28TH STREET

NEW YORK CITY

PRINTED AND EMBOSSED

LABELS, WRAPPERS, ETC.

FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

HIGH GRADE CIGAR LABELS

We have just purchased the entire stock of the exceptionally fine line of Labels formerly lithographed and carried by Louis E. Neumann & Co. This complete line together with our own and those formerly made by Krueger & Braun is now being offered at exceptionally low prices to close them out. Editions run from 2,000 sets upwards. GOOD OPPORTUNITY TO OBTAIN A PRIVATE LABEL IN SMALL LOTS. Samples furnished on application.

WM. STEINER SONS & COMPANY

257 to 265 West 17th Street NEW YORK CITY

CIGAR BOX LABELS

BANDS AND ADVERTISING

American Lithographic Co.

NEW YORK

EL DALLO

"Each Cigar In Its Own Humidor"

Made ONLY by

WERTHEIMER BROS. Baltimore, Md.

CIGARS FROM PORTO RICO

Per S. S. Mohawk. Arrived Oct. 12.
Consignees:

New York—	Cases
Chatham & Phoenix Bank	25
United Cigar Stores Co	233
Pedro Costa	5
Porto Rico-American Tobacco Co.	394
Gradiaz Annis & Co	4
Cien Porciento Co	6
Welcher Bros.	39
Porto Rico Express Co	5
A. Philippi & Co	1
Infanzon & Rodriguez	14

Per S. S. Clare. Arrived Oct. 7.
Consignees:

New York—	No. of Cigars	Cases
P. R. Amer. Tob. Co	51,300	107
United Cigar Stores Co.	42,500	93
Total	93,800	200

Per S. S. Porto Rico. Arrived Oct. 7.
Consignees:

New York—	Cases
F. Bonilla	1

TOBACCO FROM PORTO RICO

Per S. S. Mohawk. Arrived Oct. 12.
Consignees:

New York—	Barrels
M. Gans & Sons	119
Rosenstadt & Waller	50
Hamburger Bros. & Co	49
American Cigar Co	167
Durlach Bros.	197
Porto Rican-American Tobacco Co.	55
Universal Leaf Tobacco Co	162
F. Bonilla	17
International Planters Corp	125
M. A. Sola & Co	77
Villar Lanza & Co	50
	Bales
American Cigar Co	700
R. Gans	11
Rosenstadt & Waller	83
Hamburger Bros. & Co	40
Durlach Bros.	36
A. Campesino	47
M. A. Sola & Co	6
P. Lorillard Co	200

Per S. S. Clare. Arrived Oct. 7.
Consignees:

New York—	Barrels
General Cigar Co	50
Julius Klorfein	75
Total	125

Per S. S. Porto Rico. Arrived Oct. 7.
Consignees:

New York—	Barrels
Lanza Rucabado & Co	120

Classified Advertisements

GEORGIA SHADE GROWN, Crop 1918 First Size, Light Equals Imported, Sumatra, 3 lbs. to M. 10 to 1,000 lbs., price $1.55 per lb. Net cash delivered. No order less than ten lbs. considered. P. J. Sullivan, 161 Pierrepont St., Brooklyn, N. Y.

TEXAS, OKLAHOMA, ETC. SALESMAN WANTED

WANTED—Salesman to represent us in Texas, Oklahoma and other Western States with a high Class A Cigar. Commission only, write to P. O. Box 136 Elwood, Indiana.

HIGH GRADE LABELS FOR SALE

FOR SALE—Small and large lots of high grade labels and edgings. Will sell them cheap. Write P. O. Box 136, Elwood, Indiana.

FOR SALE—55 cases French cigarette paper. $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,

Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

LEAF TOBACCO FROM PORTO RICO

Per S. S. Porto Rico. Arrived Oct. 7.
Consignees:

New York—	Barrels
Phoenix National Bank	27

SCRAP TOBACCO FROM PORTO RICO

Per S. S. Porto Rico. Arrived Oct. 7.
Consignees:

New York—	Barrels
W. O. Smith & Co	5

CIGARETTE PAPER FROM FRANCE

Per S. S. Easterley. Arrived Oct. 7.

	Cases
P. J. Schweitzer	88

Per S. S. La Lorraine. Arr. Oct. 12.

	Cases
American Tobacco Co	56
Rose & Frank	65

PIPES FROM HAMBURG

Per S. S. Beursplein. Arrived Oct. 6.

	Cases
United States Forwarding Corp.	1

PIPES FROM LONDON

Per S. S. Lyttleton. Arrived Oct. 11.

	Cases
To order	4

PIPE HEADS FROM FRANCE

Per S. S. Lorraine. Arrived Oct. 11.

	Cases
A. Frankau & Co	1

CUT TOBACCO FROM LONDON

Per S. S. Lyttleton. Arrived Oct. 11.

	Cases
To order	3

CIGARETTES FROM LONDON

Per S. S. Lyttleton. Arrived Oct. 11.

	Cases
To order	1

CIGARETTES FROM COLUMBIA

Per S. S. Pastores. Arrived Oct. 11.

	Boxes
British-American Tob. Co	9

CIGARETTES FROM PORTUGAL

Per S. S. Asia. Arrived Oct. 9.
Consignees:

New York—	Cases
B. E. Hale	87

CIGARS FROM KINGSTON, JAMAICA

Per S. S. Tivives. Arrived Oct. 8.
Consignees:

New York—	Cases
L. W. & P. Armstrong	3
Amer. Trading Co	4

CIGARS FROM ST. THOMAS

Per S. S. Parima. Arrived Oct. 11.
Consignees:

New York—	Cases
J. Rosenberg & Co	1

CIGARS FROM JAMAICA

Per S. S. Carillo. Arrived Oct. 1.
Consignees:

New York—	Cases
Brit.-Amer. Tob. Co	5

TOBACCO FROM LONDON

Per S. S. Bardic. Arrived Oct. 4.

	Cases
Alliance Transport Co	57

TOBACCO FROM GREECE

Per S. S. Megali Hellas. Arr. Oct. 5
Consignees:

New York—	Cases
National City Bank	47
To Order	28

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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"The Measure of Success is Service"

Address of Joseph H. Defrees, president of the Chamber of Commerce of the United States, at the Bankers' Convention in Washington.

WASHINGTON, D. C., October 21.—Business must correct its own "misdemeanors" if its voice of protest is to have a larger influence in correcting those of others, said Joseph H. Defrees, president of the Chamber of Commerce of the United States, in an address delivered today at the convention of the American Bankers' Association in session here.

"One of the most fruitful sources of the unrest in this country at the present time," said Mr. Defrees, "is the belief on the part of a great number that business in many instances is securing an inordinate profit. It is the theme of the agitator, and is used as justification for various unfair exactions which are put upon business. We are quite ready to complain in the public interest, about excess profit taxes and inadequate production for a fair wage. Let us do all we can to correct our own misdemeanors and then our voice of protest will have a larger influence in correcting those of others. Here is a service to the public, and, in the long run, to business as well, a program not for the gain of today but the prosperity and well being of the future."

Mr. Defrees said that in these days of unrest and readjustment, it behooves every man to give much thought as to how he should conduct himself for his own and the common good in the affairs with which he may be connected. He said that he subscribed to the advice given by Harry A. Wheeler, the Chicago banker, to business men of the country as to the measure of profit that should be taken by business during this period of readjustment. Mr. Defrees was so much impressed with the soundness of the words of the banker, that he quoted him as follows:

"We are in great danger of forming a habit of regarding the per cent of profit of the past few years, no matter how abnormal, as desirable to maintain as a present return and to feel discontented if asked to share these profits with the government or to so shade our prices as to fall back to the profit level of the pre-war years.

"There is also a tendency to maintain prices and profits in order that, notwithstanding the tax demands, we may retain as our share of the rewards of business a higher profit than we were accustomed to expect before the era of high prices began, I wish to present this tendency most frankly for your consideration, and to set out clearly that unless certain principles are recognized and acted upon, our period of readjustment will be made exceedingly difficult, and will witness many economic conflicts that can be avoided by anticipating the limitations under which American business in the future must operate.

"The principles which we must recognize is a fair return upon capital actually invested, which return must vary with the risk incurred and is always demonstrable,—liberal allowances for depreciation and obsolescence, liberal reserves to bridge periods of depression and stabilize employment.

"Profits beyond these limitations cannot be justified as a charge against the ultimate consumer, and should be applied to the reduction of prices as a first step toward correcting inflation and restoring normal conditions."

Turning from his discussion of business, Mr. Defrees took up the question of how a service organization can be useful and helpful to the whole public instead of confining its activities to the special interests it represents. He pointed out that the day of the "put-over" organization is gone.

"In the beginning and for many years," he said, "the organizations of business men were devoted exclusively and unfortunately, sometimes selfishly, to a particular business interest. But, now a great change has come about in the methods of such of these organizations, as are really influential. It has come to be recognized that many of the problems of a business organization have sympathetic relation to the problems of the community and must be dealt with by the organization in the public interest. Every good citizen should support such of these organizations as are normally related to his vocation and to his duty as a citizen. No greater truth can be stated than to say that every man's rating as a citizen should be in proportion to his services to the public, whether in private or public effort, or in both."

"All such organizations not only must but should depend for their support upon public opinion. Our civilization and our government is founded upon regulation by public opinion. If a society and government is to function as contemplated, there must be a sound public opinion. If it is to be sound, it must be based upon the study and education which brings understanding. Such study and the dissemination of information for educational purposes should be a major element in the effort of all service organizations concerning such subjects as are reasonably related to their basic purposes.

"The organizations which have this conception of their functions and which are truly representative, are entitled to and will have an increasingly profound influence upon all measures to which they have given such attention. The day is disappearing for the autocratic organization with a high-sounding and comprehensive title, which, though it may have a considerable membership, represents in its operations only the arbitrary judgment of the few men who at the time may have its control.

"The day of the 'put over' organization is gone.

"The way is open for the true American—that American who individually and in association puts country before personal interests and desires above all things a sound and enlightened Government. Those in authority and the public want information, not direction. The true relation of the service organization to government, national, State and local, is informative, not authoritative. No organization should arbitrarily demand the adoption of its program. In legislative matters, the ultimate responsibility is with the legislator. I have found from a considerable experience that he is very keen to receive and give careful consideration to the representations of informed agencies which are based upon study and have the support of an informed constituency.

"Unhappily at times there has been considerable basis for the belief that the threatening and dictatorial attitude of some organizations in legislative matters has had an undue influence. Such action, however, always meets with the resentment of the legislator and the number who yield to it is increasingly smaller. It is vicious in principle. It has come to be recognized that such threats have little effect at election time. With proper publicity more votes will be changed in opposition to the man who yields to threats than will be changed in his favor by his cowardly action.

"The measure of success of a service organization is not in what it can point to as having been 'put across' by dominance as distinctly its own program. It rather is in that for which it has been able to secure proper and adequate consideration with a resulting conviction upon the merits of the proposition of those who have the duty to represent the whole public and not merely the comparatively small fraction which may urge the action.

"Let us be understood by all commer-

(*Continued on page* 18)

HON. N. A. McMILLAN OF MULLINS

President of the South Carolina Tobacco Association

N. A. McMillan is a man honored throughout South Carolina. In farming and in other business he has achieved substantial and deserved success. But people do not look up to him chiefly because of his prosperity. He has their respect and confidence; they appreciate his ability, they acknowledge his good judgment, they are convinced that his advice is entirely dependable, they know that he is disposed to do right. In some respects, he is conservative. However, when any good move is suggested to aid the State or the community, McMillan always is willing to assist in accelerating progress. From a whistling station, Mullins has developed into a thriving city. It is one of the largest and liveliest tobacco markets in South Carolina.

When the South Carolina Tobacco Association was organized, the unanimous desire of the members was that McMillan should accept the presidency.

Showing the Solidity of Tobacco Investments

The Big Companies All Have Substantial Increases

Working capital of seven principal tobacco manufacturing and retailing companies stood at $240,786,942 Dec. 31 last compared with $141,089,145 Dec. 31, 1914, an increase of $99,697,797 or 70.6%, according to Dow, Jones & Co.'s compilation, "Industrial Expansion 1915-1919."

Of this increase, $50,938,880 was from corporate financing and the remaining $48,758,917 came from earnings.

Following table shows working capital at the close of 1919 and 1914:

	Dec. 31, '19	Dec. 31, '14	Increase	% Inc.
American Cigar	$27,055,497	$19,341,532	$7,713,965	40
American Snuff	7,048,295	4,915,508	2,132,787	43
American Tobacco	91,999,338	55,705,092	36,294,246	65
Liggett & Myers	*66,220,330	33,215,560	33,004,770	99
Lorillard	*35,079,711	22,745,287	12,334,424	54
Tobacco Products	3,652,851	1,729,067	1,923,784	111
United Cigar Stores	9,730,920	3,437,099	6,293,821	183
Total	$240,786,942	$141,089,145	$99,697,797	70.6

Before 1919 Federal taxes.

In the period under review, Tobacco Products Corporation and United Cigar Stores Co. of America, which show increases in working capital of 111% and 183%, respectively, were changed from holding companies to operating companies.

While working capital of American Snuff increased $2,132,787, or 43%, capital liabilities were reduced by $110,000.

Of the increase of $36,294,246 shown by American Tobacco Co., $17,353,430 was from corporate financing. The increase of $33,004,770 shown by Liggett & Myers Tobacco Co. was accompanied by an increase in capital liabilities amounting to $26,520,900, while with the increase of $12,334,424 in P. Lorillard's working capital, capital liabilities went up $5,646,550.

While the increase in working capital of United Cigar Stores Co., from $3,437,099 in 1914 to $9,730,920 in 1919, is attributable to a change in bookkeeping incident to the converting of the concern from a holding to an operating company, nevertheless a large part is earnings put back into property. United Cigar Stores, in the five years from 1915 to 1919, put back the equivalent of $13.59 a share on the 271,620 shares outstanding December 31 last.

The old company was capitalized at $9,000,000 and following the dissolution of the American Tobacco combine, shareholders were given three shares of new stock for one of old, bringing the outstanding capitalization up to approximately $27,000,000. The only additional capital that went into the business was through the issue of $4,500,000 of preferred proceeds of which were used to the retirement of $3,600,000 bonds outstanding.

In 1912, the year following dissolution, sales of the United Cigar Stores Co. amounted to $26,718,281. In 1920 they will probably exceed $80,000,000. Notwithstanding this increase of approximately 200%, not a new dollar has been put into the business from the issue of securities, except for the preferred issue which amounted to little more than conversion of outstanding bonds.

From 1914 to 1919, Tobacco Products Corporation showed an increase in capital liabilities amounting to $1,528,000. This is accounted for chiefly by the issue of $1,248,000 scrip in payment of dividends in 1918 and 1919.

Inventories of five leading manufacturers stood at $218,626,881, an increase of $123,473,743, or 129% over 1914. Following table gives comparison of inventories:

	Dec. 31, '19	Dec. 31, '14	Increase
American Cigar	$17,288,560	$7,354,408	$9,934,152
American Snuff	4,159,007	4,067,165	91,842
American Tobacco	90,611,434	41,074,349	49,537,085
Liggett & Myers	70,976,931	25,749,422	45,227,509
Lorillard	35,590,949	16,907,794	18,683,155
Total	$218,626,881	$95,153,138	$123,473,743

Unlike other industries, tobacco manufacturers are not likely to suffer any loss through depreciation of inventories.

The *Wall Street Journal* thus shows amount earned a share and surplus put back into property, 1915 to 1919 inclusive, based on outstanding common shares December 31 last together with current market prices of stocks:

	Earned per share	Added val. per share	Market price
American Cigar	$74.26	$42.26	131 B
American Snuff	65.69	8.69	103
American Tobacco	133.23	*14.92	134
Liggett & Myers	131.78	51.78	144
P. Lorillard Co.	84.35	*32.23	140½
Tobacco Products	30.08	17.26	67
United Cigar Stores	53.84	13.59	170

* Computed on shares outstanding September 30, 1920.

Organization Work Advancing

RALEIGH, Oct. 16.—Organization of North Carolina tobacco growers goes on from the offices of the commission of agriculture with Dr. J. Y. Joyner, former state superintendent of public instruction, directing the campaign as president, and E. G. Moss, as secretary. Dr. Joyner, who made more on last year's crop than he had done in 30 years as superintendent of teachers, became the head of the tobacco state executive committee at its recent meeting in Raleigh. The immediate purpose is to organize a tobacco growers' association in all tobacco counties of the state.

"NOTHING DOING" IN HAVANA

"Conditions in Cuba," declared Robert E. Lane, the Partagas man, who returned to New York from Havana, Tuesday, "have changed, decidedly, since sugar emulated the example of McGinty. The establishment of a moratorium, was effective, in helping financiers to extricate themselves. But, otherwise business, with particular reference to the cigar industry is almost at a standstill. Last week with the exception of Partagas and the various factories of the Henry Clay and Bock & Co., the cigar manufacturers in Havana, perforce were exemplifying the theory of 'nothing doing.' The hotels had ceased to cash checks, tobacco men from the country were scouting for cash with which to pay their help, the harbor was crowded with vessels awaiting discharge, and Havana wasn't so merry as one might imagine."

American Buyers Obtained the Best

Special Cable to TOBACCO

AMSTERDAM, Holland, October 16.—Though much of the tobacco offered at the inscription here today could be rated as poor, there were a number of parcels that proved to be very desirable. American buyers were particularly careful in making selections. And, though they paid high prices, they succeeded in getting practically all of the really good tobacco placed on sale.

Purchases for the United States market were made as follows:

Joseph Holzman.....140 bales
American Cigar Co. .... 96 bales
H. Duys & Co., Inc..... 70 bales
Cullman Bros. ..... 69 bales
General Cigar Co..... 68 bales
Schmid-Muller Co., Inc. 55 bales

Constantinople's Future

Constantinople has a future part to play as one of the greatest trade centers of the Near East. The tonnage trading with Constantinople itself is very heavy. In addition to this, most of the thousands of ships that yearly cross the Straits, going or coming from Black Sea or Mediterranean ports, touch at some port of the Golden Horn.

In the tobacco trade today, because of shipments of tobacco grown in back districts of the Ottoman Empire, some importance attaches to Constantinople.

Men who have watched developments in the Near East for years are unanimous in predicting that in the next few decades the Black Sea and eastern Mediterranean ports will be a phenomenal development never before equalled in the annals of that part of the globe. With them Constantinople is bound to develop with unprecedented swiftness.

Practically the only spot in the Golden Horn where careful and systematic dredging has been done is that next the landing place of Galata, on the seaward side of Galata Bridge. But this area is so restricted that only a few ships at a time can be accommodated there.

With the resumption of steamship passenger traffic in the eastern Mediterranean cargo boats rarely find berths at the landing. Indeed, most of the time only a small proportion of incoming passenger liners unload directly ashore, anchoring instead out in the Horn and resorting to the services of the traditional little four-oared caiques for both passengers and their baggage.

Harbor building on any appreciable scale has not been among the strong points of Turkish administration. Cranes, modern warehouses, and grain elevators are conspicuously absent from the landing places of the Golden Horn. Yet several sets of cranes could handle the day's tonnage in from two to three hours of work, minus the vast amount of labor now necessary and the enormous expenditure of steam power involved in keeping the lighters on the move.

One of the arguments which the Turks employ, in urging American investors to come now to Constantinople, is that specimens of American "pep" displayed in the work of the Red Cross have convinced the Turks that America is the nation who can give Turkey the docks and harbors she will need in the near future. Moreover, they point out, America is the only country with sufficient capital to invest in harbor improvements.

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In the financial district of old Constantinople—Where modern progress encounters oriental apathy

Feeling the After Effects of the Great War

Lower Prices for Tobacco Are But One Result of a World-Wide Endeavor to Return to Normal—The Markets Here Reflect Conditions in Europe—Depreciated Exchange—High Freight Rates—The Conservatism of Bankers and Other Things Exert a Downward Pressure—Not Done by the Big Companies.

An interview with Frederick De Pilis, president of the Matoaka Tobacco Company

Because he is an important manufacturer, an extensive exporter and a noted grower of tobacco, Frederick A. De Pilis, president of the Matoaka Tobacco Co., is in a position where he can obtain more than ordinary information. Concerning conditions in the tobacco trade in the Unitel States and abroad he is unusually well posted. To wide and diversified experience he adds up-to-date and accurate knowledge. Overseas his business as an exporter and distributor extends to Sweden, Denmark, Finland, Courland, Livland, Esthonia, Poland, Germany, Austria, Czeco-Slovakia, Yugo Slavia, Hungary, Switzerland, Holland, Luxembourg, Roumania, Greece and Russia. Associated notably with the introduction, sale and wider distribution of United States and Cuban tobacco products, one way or another, either wholly or partially, in the countries named; both before and since the great war, he has made frequent trips to Europe, he has traveled "over there" quite as much, perhaps, as any American engaged in strictly commercial pursuits. Because of his connections, acquaintances and ability to get the facts, he is possessed of a vast fund of information pertaining to the actualities of tobacco business in Europe today. And he doesn't ignore nor neglect an opportunity that will aid him to be better informed relative to the tobacco situation in this country.

Especially, pertaining to developments in Virginia and the Carolinas he is keenly interested. Recently he made a little tour through the Old Belt the more surely to inform himself concerning crops and prices there. Then he tarried in Richmond for days carefully investigating.

In an interview, given in New York Saturday, speaking of what he had seen and heard while in the South, President De Pilis said: "It is only too easy to understand that the small farmers as well as the larger planters are badly hurt.

"By the drop in tobacco prices the hopes of the growers have been transformed almost into despair.

"Surprise, immediate indignation and then a strong determination to see what could be done to save the situation.

"But lower prices for tobacco, cotton, sugar and grain were not unforeseen.

"Observations of mine, published in Tobacco July 8, may be called to mind. Discussing European exchange and suggesting what effect the reduced purchasing power of money in Europe would have on markets this side of the Atlantic, I selected sugar prices in Cuba as one illustration. How quickly my predictions became true it is unnecessary now to say.

"At least, to some extent, a fall of prices was inevitable.

"In the world wide endeavor to return to normal no commodity selling unusually high could escape price depression.

"For tobacco growers, of which I am one, perhaps the most distressing feature of depressed prices is the loss inflicted on planters who, in producing this year's crop, were compelled to pay abnormally for fertilizers, farm labor and everything incidental to production.

"The sharp reduction of prices paid to farmers, the unwelcome drop that occurred after the tobacco markets opened in South Carolina, may be ascribed largely to conditions in Europe; undeniably it was an after effect of the war. But some tobacco planters in the South, as I had opportunity to learn, rather easily were persuaded to believe that the downfall of prices directly was a result of agreement and manipulation by big tobacco companies.

"Unhesitatingly I say that lower prices paid to farmers are not the result of any action taken by the big tobacco companies.

"Financiers, men of common sense, do not willfully reduce the value of their own securities.

"The big companies bought many millions of pounds of tobacco at the unusually high prices prevailing last year. Most of this tobacco they have now stored in their warehouses. For in the manufacture of cigarettes and smoking tobacco, to obtain the best results, the leaf is allowed to age in the wood for two or three years.

"Farmers who sold tobacco last year generally got phenomenal prices. With their tobacco money many paid off mortgages, others acquired additional land, property was improved, farm machinery purchased; in dozens of ways, aside from the liquidation of old indebtedness, the farmers were enabled to place themselves in more advantageous positions.

"Though it may heighten the contrast, past prosperity assuredly assists Southern farmers to endure the present stress and strain caused by lower tobacco prices.

Houston Offers Scant Consolation

Washington, October 14.—In arguing the case of the North Carolina tobacco growers, at the conference with the Secretary of the Treasury here today, former Senator Marion Butler said, in part: "With the rest of the country, the farmer responded during the war. After the war he was urged to produce to feed the world. He complied and today faces ruin while no relief is afforded him by the reserve system. If forced to dump his products on the market today only the speculator will be benefitted. He ought to be enabled to hold until the factories are ready to take his product. Our tobacco business stretches over the year. If you are going to finance the speculator you ought to finance the farmer, without calling him a profiteer.

The farmer cannot produce at less than cost. He has never struck and doesn't want to strike, and will not, but you cannot ask him to go into bankruptcy."

In his answer, Secretary Houston, in effect, informed the farmers that their local banks must meet the situation, that the treasury could not be a party to holding the products for better prices, and the war finance corporation was an impracticable means of encouraging exports at this time. In addition, he said, exports would run $8,000,000,000 this year, one-half agriculture products, and the finance corporation was presumed to function only when there was a cessation of exports.

J. S. Wannmaker, president of the American Cotton Association, told of his fruitless efforts to sell cotton or to raise money on it.

"It is the first time in 30 years as a banker and cotton grower," he said, "that I have been unable to convert cotton into cash."

Fred Roberts, of Texas, another large cotton grower, said he could not even obtain a cash offer of seven cents a pound on cotton that it cost him nearly 40 cents to produce.

John Tromble, of the wheat fields and live stock ranges of Kansas, said wheat has dropped a dollar a bushel and corn almost as much.

The impassioned speakers for agriculture said the farmers of the country were willing to break even, even to take a slight loss, but they could not stand the present prices. Both merchants and farmers in the agricultural regions, speak after speaker asserted, are 'on the verge of bankruptcy."

Throughout the morning Secretary Houston heard these pleas with expressions of sympathy for the farmer, but offset these statements by a cold, analytical review of the functions of the treasury department, the reserve system and the banks of the country.

There was a hint of an investigation by Congress when Senator Ellison D. Smith, of South Carolina, dramatically told the Reserve Board he would not again appear "before this board," intimating that action would be sought elsewhere. Previously Senator Smith had engaged in a sensational tilt, at a morning conference with Secretary Houston, who vetoed the suggestion that the war finance corporation be established again to aid exports to central Europe. Secretary Houston also bluntly said that "the treasury cannot go into the banking business" to aid agriculture, and there was a difference between financing the making and marketing of crops and the extending of loans to enable farmers to hold for better prices.

On his second appearance before the reserve board today, Senator Smith asked if the reserve board had become a Frankenstein, greater than the power (Congress) which created it. Why, he asked, should not special consideration be given to agriculture, upon which the whole world, not alone this nation, was dependent? He then added:

"I do not want to say anything rash, but I merely want to tell you gentlemen this in conclusion: I shall not appear again here, before this board. I know the extent of relief given to agriculture in the dark days of 1914 and 1915. It can be done again. This relief can be extended. God help you if you do not see as I do."

TOBACCO MERCHANTS URGED TO ATTEND THE MEETING

Notice is hereby given that on Saturday, October 23, beginning at 9 a. m., the Bureau of Markets, United States Department of Agriculture, will hold a public meeting on the tentative regulations for tobacco warehouses under the United States Warehousing Act at the offices of the Tobacco Merchants Association of the United States, 5 Beekman street, New York.

The United States Warehouse Act and the tobacco regulations to be issued thereunder provide for a system of federally licensed and bonded warehouses which will be operated under government supervision. The Act is specifically framed so as not to conflict with or limit the enforcement of any state law.

It is *permissive* in its application and no warehouse will be licensed except under the *voluntary* application of the warehouseman, and then only after it has been found that the warehouse is suitable for the proper storage of tobacco, and the warehouseman has agreed to comply with all of the provisions of the Act and the tobacco regulations thereunder.

The purpose of the United States warehouse Act, with respect to tobacco, is to establish a system of warehouses in which tobacco may be safely stored and through which the industry can be more easily financed and tobacco more advantageously marketed. This purpose the Act aims to attain by licensing warehouses, under bond, to be operated under government supervision and inspection.

It is claimed that the financing of the tobacco industry will be materially assisted by providing for a warehouse receipt of unusual integrity and a means whereby reliable evidence can be had as to the condition, quality, quantity and ownership of tobacco stored in a licensed warehouse. Such a receipt would, it is claimed, greatly facilitate the selling and transferring of the ownership of tobacco and should be readily acceptable as collateral for loans.

As the establishment of such government controlled warehouses would be quite an important innovation in the tobacco industry, it is respectfully urged that the hearing be well attended, and that those who are unable to attend submit their views in writing addressed to the T. M. A.

Filipino Workers Stringing Tobacco in the Cagayan Valley

Van Swearingen Isn't Satisfied

Tampa, October 16.—Van C. Swearingen, attorney-general of the State of Florida, reached the city last night for the purpose of entering suit against the Cigar Manufacturers' Association of Tampa, similar to the suit which he recently filed in the supreme court of Florida and which was dismissed.

The suit previously filed as quo warranto proceedings, alleged that the Cigar Manufacturers' Association of Tampa is a combination in restraint of trade and would have commanded the manufacturers to appear in court to show cause why their charters should not be forfeited as the result of their alleged illegal organization. The supreme court decided that the suit should have been filed in the court of original jurisdiction, Hillsborough county, and dismissed the proceedings without prejudice.

Philippine Trade Builders.

Importance of the business being done by the old reliable House of Kelly is shown by convincing figures. Horace R. Kelly & Co. will receive shipments comprising 2,754,000 Manila cigars, all due to arrive November 1. But the prominence of Kelly in the Philippine trade is not dependent only on big quantities. Superior quality is an outstanding feature. Of the millions of cigars the pioneer importers are obtaining from Manila, especially desirable sizes of brands widely known to be very good, form a large percentage.

Throughout the country, the demand for Manilas of the better grades is steadily increasing. And Horace R. Kelly & Co., however big their shipments may be, now, must arrange for even larger importations in future, to make sure that they will be able to supply customers.

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NEW YORK, THURSDAY, OCTOBER 21, 1920

IN FAIRNESS TO WAREHOUSE MEN

In the South, some tobacco growers, made resentful by the fall of prices, are attributing blame to operators of tobacco warehouses. Such procedure is manifestly unfair. For no intelligent man, knowing how warehouse men work, would say that they were at fault because tobacco now is selling lower than it did last year.

Instead "of oppressing the farmer," the warehouse man has been, is and must be the dependable friend of the grower. To be successful at all, to remain in business, to build up trade, to persuade growers to bring their tobacco to his place, a warehouse man has to be very attentive, fair and liberal.

Though his resources are adequate, even large, for the market on which he operates, of course a warehouse man couldn't speculate to the extent of purchasing all the tobacco offered for sale in his locality.

Yet, by bidding, constantly he assists in keeping up prices. Whether they represent "big companies," smaller concerns, or are acting independently, buyers in a warehouse are encouraged, almost forced at times, by the warehouse men, to pay higher prices.

Unless prices go so high that buying is stopped or seriously retarded, it is to the warehouse man's advantage to have prices away up; his earnings are proportionate to sales totals; high prices add to the prestige of his house. Most of the risk a warehouse man takes, the greater part of the loss inflicted on him if he is unlucky, is chargeable directly to buying tobacco at a price higher than other buyers would offer.

Because of the depreciation of exchange, because of the sadly diminished possibilities of export trade, more than one warehouse man has on hand now tobacco that he bought at a very high price a year ago.

To the extent of his ability and resources, every warehouse man is a stimulator of trade, he exerts himself to assist the farmer to obtain a market, the most profitable to be had.

Practically without exception, the operators of tobacco warehouses are unusually fine men, honest, shrewd, judicious, reliable, business like and possessed of proper courage.

Almost invariably, they are men of excellent standing, leading citizens, "square men," individuals who have the respect and confidence of the entire community. Also, many of them are important tobacco growers. Through the depression of prices they, too, are big losers.

Long before the 1920 crop was planted, warehouse men met at Wilson, N. C., and solemnly warned the farmers that an increased tobacco acreage would be productive of lower prices. Not because of any premediated "conspiracies" but surely and solely because conditions in Europe were becoming so bad, financially, that the customary amount of tobacco could not be exported.

Instead of defamation, the warehouse men are entitled to high praise.

HOW CONDITIONS AFFECT INSURANCE

The congestion at Havana and South and Central American ports has raised a serious problem for marine insurance underwriters. Ships are held in harbor for months in some cases, and meanwhile large quantities of goods are pilfered. In addition there is constant danger of fire. Shippers generally assume that their insurance holds until cargoes are disembarked, or, where there is a "warehouse to warehouse" clause in the policy, until shipments are delivered at the warehouse. Underwriters are inclined to doubt whether this is true under present conditions.

Legally insurance remains in force where delay is beyond control of the master or his employer, but there is a question, according to underwriters, whether delay of a ship starting for Havana in recent months, can be considered beyond control, in view of the common knowledge of port coditions.

Claims resulting from delay in ports are likely to be large. Pilfering in Havana has been so heavy that rates on pilferage policies have been raised from ½ of 1% to 3% during the last month by some companies, and there is a tendency to reject this business altogether.

The congestion originally resulted from strikes of harbor workers, but of late heavy cancellations by consignees have caused shipments to be held on board pending new sale or reshipment to the United States.

A SWEET PROPOSITION

If the festive manufacturer of candy doesn't care to become a profiteer, perhaps he will reduce prices, immediately and considerably.

Certainly sugar is much cheaper and more easy to obtain.

Justification for the present high price of confectionery is not found so readily.

It may be urged that sugar is not the chief ingredient of the "delicious" chocolate cream or the toothsome marshmallow. Yet, admittedly, various materials of comparatively low cost now are used in the manufacture of confectionery. And the prevailing price per pound of sweets is causing the public to be somewhat soured.

At reasonable prices, the enterprising confectioner is sure of a ready sale for an increased output. Since prohibition became effective, Americans are consuming greater quantities of sweets. Given a bigger, better and more certain market, the candy manufacturer should not be blind to everything except opportunities to obtain abnormal profits.

Too often, to-day, a purchase of confectionery is associated with the payment of an excessive price.

If he hopes to satisfy a craving, an erstwhile toper may not demur; a young man, eager to get a beribboned package for his best girl, may pay, unhesitatingly; a child ignorant of values will exchange money for candy, any day. But most people, having an idea of what things are worth, will be in no hurry to enrich the confectioner unjustly.

As the holiday season approaches, tens of thousands of storekeepers, among them many cigarists and druggists, will be importuned to increase and feature stocks of candy.

And every shrewd retailer will demand an opportunity "to buy right." Appreciating the probability that spending will be less free, in months to come, he doesn't desire to be "loaded up" with goods bought at inexcusably high prices.

RED CROSS "BUDGET" SHOWS DECREASE FOR 1921

The American Red Cross has outlined a "budget" for its program of relief and service for the fiscal year ending July 1, 1921, which calls for the expenditure of $48,200,000. This is $21,000,000 less than the amount spent in 1919-20, which was $69,400,000.

In this budget $31,500,000 is for relief in foreign lands, included in which is $11,000,000 in purchased supplies on hand and not distributed. Appropriations for domestic activities total $16,700,000. The largest item of this "home" budget is $7,800,000 for civilian relief work, $5,900,000 of which is to be held in reserve for carrying out of actual relief. For assistance to soldiers, sailors and marines in hospitals and in camps this year $1,900,000 has been set aside. For improvement of health and prevention of disease throughout the United States during the current twelve months $4,200,000 has been appropriated, and $1,000,000 has been set aside for developing the peace time program of the Red Cross by service to its chapters in all regions. The remaining $1,800,000 will go for administration expenses as against $2,300,000 so spent last year.

The Fourth Roll Call is not a campaign. It is merely the yearly opportunity for American men and women to pay their annual dues and renew their membership in their Red Cross, that the obligation of the Red Cross to America and to suffering humanity may be discharged.

Do your part to enable the American Red Cross to fulfill its obligation, undertaken at the will of the American people. Renew your membership promptly during the Red Cross Roll Call, November 11-25.

COMING HIGH ENOUGH

Eight hundred and five million dollars represents the amount of wages last year that would have been paid except for strikes. Two and one-half billion dollars' worth of goods would have been produced in excess of what was produced, but for strikes.

The latter is sheer loss; the former was fractionally made up by increased pay. Also, 134,000,000 days of labor lost is sheer loss. But in addition to the pay lost by reason of strikes, the pay that would have gone to men who were actually on strike, billions in wages were lost because of strikes. Also, to the two and a half billions shortage of production on the part of persons actually on strike, perhaps as much more production loss was actually due to strikes.

These items, running into the billions and representing a considerable sum for every man, woman and child in the country, must be charged to the account of labor costs. They constitute a factor in the analysis of the cost of living, along with wages actually paid for labor, and profiteering, and excessive brokerage—numerous middlemen—and basic costs of materials and legitimate profits.

This is the organization, or collective bargaining account. It is an account the public has already paid in part, and one that the public eventually is expected to pay in full. It is what, under the present system and management of labor organization, the public pays in order that labor may function in an organized way, and may bargain collectively.

All economists admit that collective bargaining is highly valuable to labor. It ought to be. It is costing enough.—*Greensboro News.*

Striking cigar makers in Milwaukee find difficulty in obtaining a suitable site for their projected co-operative cigar factory.

Cultivating a Turkish Tobacco Field.

Fine Turkish Leaf— What Makes It?

Soil first of all—that favorable soil of the Black Sea region which nature has supplied with just the right amount of sunlight and humidity.

Notice in the above picture how the natives cultivate a Turkish Tobacco field. Men are plowing the field with crude plows hitched to primitive ox-teams. What these tobacco planters lack in modern farm machinery is more than made up in climatic advantages and painstaking work.

In obtaining Turkish Leaf for manufacturers of pipe and cigarette tobaccos, the Standard Commercial Tobacco Company begins its work at the fields where the Turkish Leaf is grown. To produce the quality of leaf desired, we direct, wherever necessary, the fertilizing of the soil. Our native employees in the Levant watch over the process from the plowing of the field to the shipping of the leaves, all graded and baled ready for the manufacturer.

Each of these processes will be shown in our future announcements.

THE STANDARD COMMERCIAL TOBACCO COMPANY, INC.

The World's Largest Dealers in Turkish Tobacco

120 BROADWAY

NEW YORK

The Farmers and the Federal Reserve Board

Arthur Richmond Marsh in the Economic World

Representatives of much the most numerous and important single class of producers in the United States, the farmers, appeared in Washington last wee kto express to the Federal Reserve Board face to face their extreme discontent with the Board's so-called "deflation" policy, to criticize the measures adopted and the recommendations made by the Board with the object of rectifying the banking situation, and to demand that the policy be given up and the measures changed immediately in such wise that the resources of the Federal Reserve System and of the Government itself may be made available virtually without limit for a campaign to stay the declines in the prices of agricultural products and to restore those prices to the profitable levels at which they stood a few months ago. Among the farmers' representatives were spokesmen of the grain growers, the cotton growers, the tobacco growers, the wool producers and other producers of foodstuffs and essential agricultural raw materials, all of whom have seen the prices of their products decline violently of late, to their enormous loss if not positive impoverishment, and who hold the chief cause of what has occurred to their harm to be the indefensible attitude and the unwarranted methods of the Federal Reserve Board and the Reserve Banks in dealing with the matter of bank credit. In the statement of their case to the Reserve Board the farmers' representatives, after describing the desperate plight to which the farmers of the country as a class have been reduced by the recent loss of nearly half the market value of their chief products, declared it to be their conclusion that the present situation has been brought about by the following official acts: (1) Restricting of credits; (2) raising the rate of discount on farm products; (3) discontinuance of the War Finance Corporation; and (4) the statements given out by the Secretary of the Treasury, the Governor of the Federal Reserve Board and the Federal Reserve Banks, which have been construed to the effect that commodity prices, particularly prices of farm products, are too high, and that a pre-war basis, or an approximation of a pre-war basis, of prices must be reached within a short time. These being the primary and principal causes of their present troubles, in the opinion of the farmers, they demand in effect that there be at once a reversal of official policy in respect of each of them. In the last analysis, however, what is of course demanded is that through the Reserve Banks a sufficient supply of credit be created, irrespective of the actualities of the banking situation from the standpoint of safe and sound banking theory and practice, to enable the principal products of the farms to be withheld from the market until the satisfactory prices of the past Winter and Spring can be realized for them.

It would be idle to deny that the case of the farmers is an exceedingly hard and distressing one and one deserving the sympathy of all right-thinking people. Throughout the past five years they have worked harder, more conscientiously and more effectively on the whole than any other class of producers in the country, as their record for production amply demonstrates; and while the prices of their products rose sharply during the period of inflation, they by no means advanced proportionately with the remuneration of numerous other classes of producers, though the greater part of their costs was determined by the price levels attained by the products and services of those other producers. And now, as is unhappily always the case in the economic order of events, they are exposed to the principal shock of the great decline in prices which has come about, not as they think chiefly through the policies and acts of the Federal Reserve Board, but by reason of an irresistible change of the tide of the country's and of the world's economic affairs. It is, in truth, not to be wondered at that tney are desperately discontented with the lot that falls to them. While their own already disproportionately small income is cut in half by the fall in the grain and commodity markets, they see industrial wages still at their peak, and the prices of the things they must buy at retail still not perceptibly below their very topmost level. The seeming gross injustice of it all can not fail to rankle in their minds and to move them to cast about for whatever remedies come first to hand.

And yet nothing is more certain than that in the long run the acceptance by the Federal Reserve Board of the farmers' present proposals would work to their harm and not to their benefit. What they ask in effect is a renewal of credit and price inflation, but inflation given a fresh start at a time when the expansionary possibilities of our banking system are virtually exhausted—unless, indeed, we are frankly to come under the régime of the note-producing printing-press, after the fashion of the bankrupt countries of Europe.

Even in the far-off Fiji Islands the tobacco industry is becoming more important. The Fiji Tobacco Co. of Suva is advertised as the first up-to-date cigarette and cigar manufacturing company in the Fiji Islands. Doing an excellent business now, the company is planning to extend its trade considerably.

Notwithstanding disturbed business conditions which have caused unemployment and curtailment of operations, tobacco business continues to grow. Sales of United Cigar Stores Co. of America in first 14 days of October showed an increase of $715,000 or 30% over corresponding period last year.

The Hartmann Pacific Co., Inc., made an important deal last week when arrangements were concluded whereby the Joseph P. Manning Co. becomes the New England distributor of the Will-o-Wisp brand. In addition to doing a tremendous business, the Manning Co. makes a point of being identified with the distribution of goods of standard quality. The merit of Will-o-Wisp cigars is attested indeed when the House of Manning features the brand.

With regard to the Havana situation, a leading tobacco and cigar exporter in the Cuban Capital, writing under date of Oct. 14, to a large New York cigar jobbing house, said: "Owing to the financial stringency prevailing due to the Moratorium decreed by the President of the Republic, it is feared that the work in most of the cigar factories may be affected; but hopes are entertained that a majority of them will be able to continue working."

The Stout Cigar Co. is now established at Rice Lake, Wis. The officers of the company are: C. F. Stout, president; B. Shimanowitz, vice-president and factory superintendent; C. O. Stout, secretary and general manager. Mr. Shimanowitz was proprietor of the Mi Senorita cigar factory at Milwaukee, which has a large established trade with several jobbers, manufacturing private brands of cigars. The new firm will manufacture Uhlan, Bearcat and Mi Senorita cigars, and will employ about forty hands, half of whom will be experienced cigarmakers.

Eugene A. King, a life-long resident of Thompsonville, Conn., died recently at his home on Connecticut avenue, near the State line. He was born in Thompsonville fifty-eight years ago last May, a son of Austin N. and Laura (Steele) King. Mr. King, who was well known as a tobacco grower, lived in the Hazardville section for thirty years before moving, seven years ago, to the State Line. Death resulted after a six months' illness, being due to a complication of diseases. Besides his wife, who was Miss Louisa A. Bowen, he leaves one son, Newman J. King, of Enfield, and one daughter, Mrs. Amy Amidon, of Springfield. He also leaves a brother, George King, in Springfield, and five grandchildren.

WE HAVE A WIDE ASSORTMENT OF SUMATRA AND JAVA TOBACCO OF THE 1918 AND 1919 CROPS SUITABLE FOR CIGARS AT EIGHT CENTS AND UPWARD.

We Invite Your Inspection

JOSEPH HOLZMAN, 185 Water St., New York

Cable Addresses: {"Chimerica," Rocky Mount / "Chimeritob," New York

China American Tobacco and Trading Co.

Rocky Mount, N. C., U. S. A.
2 Rector Street, New York

Packers, Importers and Exporters

LEAF TOBACCO

OF ALL DESCRIPTIONS

Enabled by our packing plants to meet all requirements of the tobacco trade

Wood F. Axton Tells the Secret of His Success

Kentucky Tobacco Manufacturer Attaches Especial Importance to the Welfare of Employees—Contented Workers Are More Competent —The Axton-Fisher Co. Never Had a Strike—A Factory That Doesn't Have to Advertise for Help—A Human Interest Story.

Philosophers tell us that we can learn from stones, but W. F. Axton, president of the Axton-Fisher Tobacco Co., of Louisville, Ky., says that the greatest lesson he ever learned was taught him by a glass of beer and a plate of thin soup. In fact, the beer and soup proved to be the turning point in his career and showed him and his partners how to develop a small tobacco factory into "the largest independent tobacco plant in Kentucky."

Twenty-one years ago W. F. Axton and his brother, E. D. Axton, pooled their savings of $7,000 and started to manufacture "Old Hillside" brand in a tiny shop in Louisville. They worked long and hard, but at the end of three years they hadn't any profits to show. Then business began to pick up, and when it did, W. F. Axton set out to hire help for as little as possible and work it for all it was worth. Judging from what he had seen of other employers' methods, this, he felt, was the only way to conduct business at a profit.

One noon hour, however, his theary received quite a jolt. On his way home to luncheon he has occasion to drop into a nearby saloon to see the proprietor. Inside, seated at small round tables, some of his men were making a meal of cold beer and thin "free lunch" soup. No one looked up to greet him with a smile. Every man kept his head bent over his soup plate until Axton went out.

Down the roadway Axton came upon more of his men eating dry bread and cold sausages, washing them down with water. Once out of their sight he began to think. He wondered how they would be able to turn out a good afternoon's work on such poor nourishment. It didn't seem possible. And a half hour later, when he entered his stable and watched his well-kept working horses munching on a generous supply of oats, he realized that his theory relative to capital and labor was all wrong, and that the health and productive ability of his help were vital to his success.

"It all came to me in a flash," Axton said. "I saw that I had been cheating my help of its just dues, and in so doing, I had been cheating myself. I realized that the men went to the saloon or ate the bread and cold sausage because they couldn't afford a better meal on the wages I had been paying them. Most likely they hated me and my partners, and if they did, they were justified. But I can assure you that from that day I was completely cured of trying to get a whole lot for nothing. What I wanted and needed was their good will, their friendship, and a good day's work from each, and I knew the only way to get it was by paying them a living wage and making their working conditions satisfactory. I wanted my men to be well-fed, contented and happy."

As a starter, Axton had a dining-room built in the factory, where at noon a luncheon, consisting of soup, meat, vegetables, bread, butter and coffee was served to white and colored help of both sexes. Every employee was given all he could eat, and the meal didn't cost the employee a penny. There was to be no half-way about anything the firm did for its employees in the future. Axton and all the officers of the company sat down to the first luncheon, and they have been doing the same ever since The company now employs about two hundred men and women.

"When your employees realize that what's good enough for them is good enough for the bosses," Axton said, "it changes their attitude toward you. Now when we meet them in the dining-room or in any other part of the factory they greet us with smiles. And the food we serve to them is good enough for any one connected with us, and if it isn't, he isn't good enough to be on our payroll."

The Axton-Fisher Co., however, did not stop at the dining-room. Today it carries an insurance policy, ranging from five to fifteen hundred dollars, the amount depending upon the length of service, on every one of its employees. No employee has to pay a cent to obtain this insurance policy.

"When you insure a man," Axton remarked, "you lift a load of worry from his shoulders. The man, if he happens to be a family man, knows that if anything should happen to him, his wife and children won't be left in want. As a result we get a better and more contented worker. And this applies to women with dependents."

After the dining-room had been fitted up, Axton put in ten shower baths, some for white and some for colored help, a branch library, and a rest room with music. Two recesses are given every day.

The shower baths are well patronized, especially by the colored employees. Every colored man and woman takes at least one bath a day. In fact, every colored worker is expected to bathe once a day, and if one is caught trying to dodge it, he or she is taken in hand by a committee and put under the shower, clothes and all. The colored committee also insists that every one must wash up and make himself presentable before coming to the table.

Whenever a workman's wife is ill, or about to become a mother, flowers for her room come with the compliments of the company. From time to time a private car and a chauffeur are ready to take her and some of her neighbors out for a ride.

"Can't you imagine how that woman's husband will feel when he knows that his employer is taking the trouble to give his sick wife a little pleasure—taking her away from her daily grind to see the blue sky, the flowers, the sunshine, and hear the birds sing?" Axton asked. "I know, because I've had the men come to me with tears in their eyes to thank me and my partners. And it brings more real joy to us than when we get a smashing big order. The feeling that you've done some real good for an appreciative fellow being is something that can't be described. The people I have working for me now are my friends; I know it; I read it in their every word, look, and action. And they're loyal. You know the labor troubles that the tobacco industry has had during the past five years. Well, I've never had a strike, or anything that looked like one. People as a rule are clean at the core, they don't hunt trouble, and you won't have any if you meet them fifty-fifty."

The Axton-Fisher Co. not only never had a strike, but it never has to advertise for help. Word has but to go out that the company needs help and it gets all it can use. One reason is the wages paid. No girl or woman is put to work at less than twelve dollars a week, while the men start in at a minimum piece work rate.

"We look upon our plant as the home of one big family," Axton declared "where no one person, from the president down, is so important that we can't get along without him. And to carry out this idea successfully the men directly under me should know what we are doing, and those under them should know what they are doing and planning. And we won't stand for bullies or people with swelled heads. Any time we catch an executive or a foreman trying to bully some one under him, we warn him, and if he repeats the offense, we let him go. If we can't have harmony and contented workmen in our plant we don't want the plant."

Axton and Fisher take special pains in selecting unskilled labor. Their idea is to pick intelligent unskilled employees and train them so that they will be able to fill better and more important positions when vacancies occur or new jobs are made. As a result of this method they are never caught short-handed for skilled workers; first because of the reserve on hand, and secondly because their employees stick as long as it is possible. And Axton is mighty glad that they do, for he says that when he enters the factory now he feels like "a boy going into the old school play ground, where everybody knows everybody and everybody is smiling and happy."

"The High Cost of Production"

WASHINGTON, October 20, 1920.—The following report of the Committee of Tobacco was adopted by the national convention of farm organizations held here, in the home of the National Board of Farm Organizations, to consider the condition of agriculture in respect to credit and market problems:

"Your committee on tobacco submits the following report on conditions in the tobacco growing industry of Virginia and the Carolinas, together with some suggestions regarding the solution of marketing problems.

"Approximately one-third of the cost of producing the 1920 crop, on the basis of 1919 prices, is invested in fertilizer. The cost of fertilizer in 1920 is 25 per cent more than in 1919, while prices being offered for the tobacco are 50 per cent less.

"The average cost of production is 35 cents per pound for bright tobacco and 20 cents per pound for dark tobacco, while the average prices now being paid to farmers are in every case below those figures.

"In the matter of facilities for financing, every available dollar that the farmers could get from the warehousemen has been used in making the crop; these obligations, together with the fertilizer bills, must in large measure be liquidated by December 1. Without further facilities for financing, the tobacco growers must throw their tobacco on the market within the next sixty or ninety days, whereas it should be gradually marketed over a period of at least six months.

"The tobacco growers are in exactly the same condition as the cotton, wheat and corn growers and the livestock raisers of every part of our country. They are confronted with a speculative market which is offering less for the tobacco than the cost of production, while the world needs it and will consume every pound raised.

"Solution of tobacco marketing problems lies largely in a readjustment of credits and the ownership by the growers of the marketing and storage facilities.

"We join with all other wealth producers of the country in demanding that the Federal Reserve Board shall function, as authorized and empowered by the Federal Reserve Banking Act, to furnish the necessary credit facilities to meet the needs of all legitimate business and to relieve the present inexcusable financial stringency.

"For the present crop we favor gradual marketing, so far as possible.

"For the future we recommend that each tobacco state enact a law providing for a state tobacco bonded warehouse system similar to the cotton warehouse system of the respective cotton states, under which tobacco can be officially graded and stored, with one re-drying plant and sufficient storage warehouses in each county, and a negotiable warehouse certificate issued thereon, which shall be a first class security for credit through the Federal Reserve Banking system."

A Restraint on Production

Farmers who appealed to the Federal Reserve Board get not so much as a word of encouragement. In the latest statement of the board there is discernible no ray of hope. It is disappointing but in no wise surprising in view of the recent statements of Secretary Houston and Governor Harding.

The result of the conference of agricultural organizations with the government is nil. The reserve board repeats its assertion that credit is plentiful for all seasonal requirements, bank holdings of agricultural paper have in fact been vastly increased, and legitimate credit is not being withheld. The whole complaint on the part of the farmer, as the board sees it, is due to the inexorable functioning of the law of supply and demand incident to the readjustment period.

But the belief of the farmers is as strong as ever that coincident with the bottom falling out of the markets for their crops, produced at top cost, credit is being denied them, not credit for speculative purposes, but for their legitimate running expenses. Whether it is being withheld on order of the reserve board or is a voluntary attitude on the part of their local banks they neither know nor care. They do know that debts incurred in producing their crops are unsatisfied, that money to satisfy them is unobtainable, and in their plight they are forced to a sacrifice that is ruinous.

The result? The farmers are going back to their homes disheartened, discouraged and resentful. On every side they hear the urgent plea that they produce, produce, raise larger and still larger crops. To that plea they are likely to turn deaf ears. "Why," they argue, "should we labor to produce more and more only to sell at a loss?" That attitude, forced upon them, means a greatly reduced acreage next year. Already the cotton growers, the wheat raisers, the tobacco planters, all who till the ground for the markets, are talking of decreased planting. Many of them may raise only enough for their own needs. No one can blame them, but right there, with supply lessened, the old vicious circle of high living costs will start all over again.

To the country at large the outlook is not promising. If the farmer strikes, not as an organization, but as an individual, in defense of his own pocketbook, the effect will be disastrous. No business could hope to escape the blight. Reasonable financial aid to carry him over his tight place now would enable him to readjust himself to the new conditions, satisfy him and keep him busy and prosperous. But the Federal Reserve Board says, No.

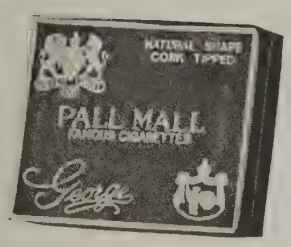
Much of the farmer's present difficulty is traceable directly to the high cost and minimum production of labor. That is as yet unaffected by tobogganing prices. He is paying double, treble, in many cases 1,000 per cent more, for his labor and for every tool and piece of machinery that enters into his business than he did a few years ago. These prices still are ascending while the fruits of his toil bring hardly one-half of what they did a few months ago. He is caught between the two extremes. When the immoderate prices of labor are reduced, either in the cash wage or through labor itself giving an honest day's work for an honest day's pay, and not until then, will the adjustment following the war be complete. In the meantime the producer is helpless and the country which looks to him for food refuses to heed his cry of distress.—*Richmond Times-Dispatch.*

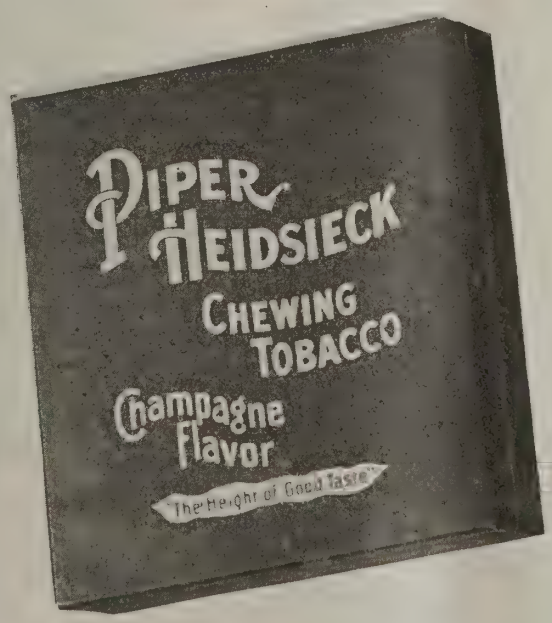
The New Belgian Tariff Law

WASHINGTON, October 15.—Belgium's new tobacco law which went into effect on October 1 imposes import duties on cigars and cigarettes of 1,200 francs per 100 kilos, according to advices from Trade Commissioner Cross at Brussels to the Department of Commerce. Raw tobacco, if stemmed, pays 120 francs per 100 kilos, while other sorts, as well as tobacco substitutes, are charged 60 francs per 100 kilos.

Packing House Burned at New Bern

NEW BERN, N. C., October 15.—A tobacco packing house owned by J. S. Miller and located opposite the main entrance gate at the fair grounds was burned to the ground early yesterday morning following a fire of unknown origin. Mr. Miller, C. D. Lancaster and one or two growers had tobacco in the building at that time.





PAPER BOXES

We are showing a variety of styles and sizes of cardboard Neck boxes, which we are manufacturing for the trade.

We have the facilities for producing cigar and cigarette boxes of any style in large quantities.

We are small box specialists and invite an opportunity to prove the advantage of proper sources of supply for your requirements.

We are always willing to give our services for the perfection of any new style package which you may desire.

"You See Our Boxes Everywhere"

HEFTER AND COMPANY

342 West 14th Street
New York City

The Wages That Cigar Makers Get

Figures of the Bureau of Statistics, Department of Labor

WASHINGTON, October 20.—The Bureau of Labor Statistics of the Department of Labor has issued a bulletin containing a summary report on the wages and hours of labor in various cigar factories.

If a similar survey should be made today, the showing would be greater, for the comparative statistics, given below, were collected in the middle part of 1919.

CIGARS.

MALES.

[Pay-roll period: One week

Locality.	Number of establishments	Number of employees.	Average hours worked per week day.	Employees whose average hours worked per week day for the pay-roll period were— Under 4.	4 and under 5.	5 and under 6.	6 and under 7.	7 and under 8.	8 and under 9.	9 and under 10.	10 and under 11.	11 and over.	Average earnings per hour worked.	Employees whose earnings per hour worked were— Under 20 cts.	20 and under 25 cts.	25 and under 30 cts.	30 and under 35 cts.	35 and under 40 cts.	40 and under 45 cts.	45 and under 50 cts.	50 and under 60 cts.	60 and under 70 cts.	70 and under 80 cts.	80 and under 90 cts.	90 cts. and under $1.	$1 and over.
BUNCH MAKERS, HAND.																										
Baltimore	4	19	8.5	....	....	....	....	1	3	11	5	....	$0.175	....	1	1	1	1	2	3	10	....	....	....	....	....	....
Binghamton	3	6	8.0	....	....	....	....	4	1	1	....	....	.163	....	2	....	1	1	2	....	....	....	....	....	....	....	....
Chicago	4	109	8.1	....	1	2	2	22	79	3	....	....	.194	....	....	1	....	4	4	11	21	44	20	2	4	....	....
Dayton	2	2	6.2	....	1	....	....	....	1	....	....	....	.164	....	....	....	....	1	1	....	....	....	....	....	....	....	....
Detroit	2	15	7.2	....	....	1	1	12	1	....	....	....	.194	....	....	....	....	2	1	2	4	4	....	1	....	....	....
New York	13	144	8.0	4	3	1	9	24	84	19	....	....	.209	1	1	....	7	21	27	34	28	10	7	1	....	....	....
Philadelphia	3	79	8.2	2	....	....	5	12	37	22	....	....	.253	....	....	6	13	19	18	2	5	....	1	....	....	....	....
Reading	3	162	8.7	....	1	1	5	10	92	40	11	....	.206	2	1	2	8	....	11	23	73	32	....	1	....	....	....
Tampa	3	21	6.9	3	....	2	1	3	8	4	....	....	.170	2	....	....	7	1	2	....	1	....	....	....	....	....	....
Other cities	5	21	6.9	3	....	2	1	3	8	4	....	....	.170	2	....	....	7	1	2	....	1	....	....	....	....	....	....
Total	34	557	8.2	9	6	7	24	90	313	94	14	....	.199	5	5	21	36	55	71	85	145	90	35	6	2	....	....
BUNCH MAKERS, MACHINE (HAND OR FOOT POWER).																										
All cities	6	48	8.2	1	....	1	2	9	22	13	....	....	$0.423	....	....	4	5	10	12	8	7	2	....	....	....	....	....
CASERS.																										
Allentown	2	10	9.2	....	....	....	....	....	....	1	7	2	....	$0.343	....	....	1	5	4	....	....	....	....	....	....	....	....
Baltimore	3	7	9.4	....	....	....	....	....	3	2	2	....	.302	....	1	2	3	1	....	....	....	....	....	....	....	....	....
Binghamton	3	26	8.8	....	1	2	....	1	1	13	8	....	.304	....	2	12	9	1	....	....	....	2	1	....	....	....	....
Boston	3	7	7.2	....	....	1	....	5	1	....	....	....	.402	....	....	1	....	1	....	1	2	1	3	2	....	....	....
Chicago	5	9	8.3	....	....	....	....	2	7	....	....	....	.487	....	....	1	....	....	....	2	1	....	....	....	....	....	....
Cincinnati	4	7	7.7	....	....	....	1	3	3	....	....	....	.327	....	....	3	1	....	....	....	....	2	....	....	....	....	....
Cleveland	3	9	8.2	....	....	....	....	1	2	3	....	....	.357	....	1	....	....	1	....	2	1	....	....	....	....	....	....
Dayton	3	12	9.3	....	....	....	....	....	2	9	....	....	.357	....	....	....	5	5	1	1	....	....	....	....	....	....	....
Detroit	6	10	8.2	....	....	....	2	1	4	2	....	....	.444	....	....	....	1	2	3	1	1	2	1	....	....	....	....
Evansville	2	35	9.3	2	....	1	1	....	3	1	27	....	.402	2	13	15	1	....	....	....	....	....	....	....	....	....	....
Key West	3	8	9.0	....	....	....	....	....	....	4	4	....	.269	1	2	2	1	2	....	....	....	....	....	....	....	....	....
Lancaster	2	4	8.7	....	....	....	....	1	....	3	....	....	.317	....	....	....	1	....	....	....	....	....	....	....	....	....	....
Newark	2	2	11.0	....	....	....	....	....	....	....	....	....	.344	....	....	....	1	1	....	....	....	....	....	....	....	....	....
New York	10	40	8.1	....	....	....	1	2	6	28	....	....	.296	2	7	17	6	6	1	....	....	1	....	....	....	....	....
Philadelphia	5	16	8.9	1	1	....	....	1	....	3	8	1	.313	....	1	6	6	1	2	....	....	....	....	....	....	....	....
Reading	3	7	8.7	....	....	....	....	1	....	1	4	....	.317	....	....	3	1	2	1	2	1	....	....	....	....	....	....
Tampa	3	23	9.3	1	....	....	....	....	....	18	4	....	.317	....	....	3	11	2	4	2	1	....	....	....	....	....	....
Total	64	232	8.8	6	3	5	7	18	34	97	60	2	.319	6	30	71	60	31	12	8	11	3	....	....	....	....	....
CIGAR MAKERS.																										
Baltimore	3	25	7.2	2	1	....	2	15	4	1	....	....	$0.435	....	1	1	6	3	6	1	4	3	....	....	....	....	....
Binghamton	3	390	6.1	2	14	13	70	293	....	....	....	....	.565	....	....	4	5	15	27	84	83	83	36	37	15	....	....
Boston	4	158	6.3	1	2	2	4	10	116	21	....	....	.584	....	1	3	5	7	12	21	39	36	17	10	1	3	....
Chicago	3	216	6.5	5	11	28	69	135	....	....	....	....	.399	1	18	13	52	50	40	38	23	2	....	....	....	....	....
Cincinnati	3	48	7.0	2	1	....	4	38	3	....	....	....	.474	....	2	3	4	7	5	6	10	8	3	....	....	....	....
Cleveland	4	761	8.3	13	7	21	55	132	299	190	42	....	.548	19	82	149	172	132	98	59	33	11	1	....	....	....	....
Dayton	3	29	8.0	1	....	....	1	3	8	7	8	1	.369	....	....	3	3	7	6	7	2	1	....	....	....	....	....
Detroit	5	206	7.2	9	4	14	39	63	77	....	....	....	.435	1	8	13	29	40	32	35	28	11	10	....	....	....	....
Philadelphia	2	160	8.3	7	....	2	5	21	37	78	....	....	.398	3	8	13	24	36	33	21	18	3	....	1	....	....	....
Reading	4	126	8.5	3	2	2	9	12	37	57	4	....	.393	....	6	9	27	27	37	16	2	2	....	....	....	....	....
Tampa	6	723	8.5	22	11	9	46	121	144	293	77	....	.340	58	92	134	158	125	89	38	30	11	4	1	....	....	....
Other cities	3	65	6.8	2	2	3	11	47	....	....	....	....	.520	....	....	3	2	6	10	11	16	14	3	1	....	....	....
Total	42	2,934	7.7	84	54	152	546	718	629	627	124	....	.424	62	221	342	490	447	394	273	294	185	121	49	38	18	....
LABELERS.																										
Key West	3	4	9.0	....	....	....	....	....	....	3	1	....	$0.400	....	....	2	2	....	....	....	....	....	....	....	....	....	....
Tampa	4	12	9.3	....	....	....	....	....	....	2	10	....	....	....	....	1	1	....	3	....	....	....	....	....	....	....	....
Other cities	4	5	9.0	....	....	....	....	1	1	2	....	....	....	....	1	1	1	....	....	....	1	....	....	....	....	....	....
Total	11	21	9.2	....	....	....	....	1	1	7	11	1	....	....	1	4	4	10	....	3	1	....	....	....	....	....	....

MALES—Concluded.

Locality.	Number of establishments	Number of employees.	Average hours worked per week day.	Employees whose average hours worked per week day for the pay-roll period were— Under 4.	4 and under 5.	5 and under 6.	6 and under 7.	7 and under 8.	8 and under 9.	9 and under 10.	10 and under 11.	11 and over.	Average earnings per hour worked.	Employees whose earnings per hour worked were— Under 20 cts.	20 and under 25 cts.	25 and under 30 cts.	30 and under 35 cts.	35 and under 40 cts.	40 and under 45 cts.	45 and under 50 cts.	50 and under 60 cts.	60 and under 70 cts.	70 and under 80 cts.	80 and under 90 cts.	90 cts. and under $1.	$1 and over.
PACKERS.																										
Baltimore	4	23	7.1	....	1	2	8	9	1	2	....	....	$0.432	....	2	....	3	5	5	3	2	2	1	....	....	....	....
Binghamton	4	35	8.0	....	....	....	2	1	8	18	6	....	.413	....	....	....	3	5	7	9	8	2	1	....	....	....	....
Boston	3	36	5.8	....	2	21	12	1	....	....	....	....	.315	....	....	....	....	....	....	....	....	....	9	17	11	3	3
Chicago	5	38	7.0	2	....	1	8	26	1	....	....	....	.341	....	....	....	....	....	....	2	5	11	6	4	3	....	2
Cincinnati	4	35	6.2	1	3	9	14	1	....	....	....	....	.294	....	....	....	8	2	13	7	10	....	....	....	....	....	....
Cleveland	2	8	6.5	....	....	....	2	1	....	....	....	....	.311	....	....	....	....	....	....	....	3	....	....	....	....	....	....
Dayton	2	8	7.9	....	....	....	....	....	1	....	....	....	.350	....	....	....	....	....	....	....	1	....	....	....	....	....	....
New York	3	20	7.2	2	....	2	2	10	2	1	....	....	.375	1	....	....	....	....	1	1	3	9	5	9	1	....	....
Pittsburgh	2	7	7.6	....	....	1	1	1	3	1	....	....	....	....	1	....	2	2	1	....	....	....	....	....	....	....	....
New York	9	111	7.1	7	8	1	14	71	11	1	....	....	.325	....	....	2	3	1	2	2	4	2	2	1	....	....	3
Philadelphia	3	16	7.6	....	....	1	1	7	6	....	....	....	....	....	....	1	3	6	7	7	3	....	....	....	....	....	....
Reading	4	27	7.6	....	....	1	1	8	13	10	....	....	.416	....	....	1	3	6	7	7	3	....	....	....	....	....	....
Tampa	3	55	8.1	....	....	1	11	7	22	....	....	....	.300	....	....	....	....	....	....	2	3	20	24	....	....	1	....
Other cities	3	8	7.7	....	....	....	....	3	4	....	....	....	.340	....	....	....	....	....	....	....	....	1	....	....	1	....	....
Total	55	420	7.2	15	10	41	77	169	91	89	....	....	.372	1	3	9	19	29	47	40	67	83	70	49	14	8	....
ROLLERS, HAND.																										
Baltimore	4	34	8.1	1	1	....	....	5	10	7	....	....	$0.499	1	....	....	2	1	9	5	9	6	1	....	....	....	....
Binghamton	4	47	7.0	5	....	4	7	15	16	....	....	....	.343	....	4	18	10	11	2	1	6	....	....	....	....	....	....
Chicago	4	158	7.8	3	4	5	10	24	113	....	....	....	.555	....	4	....	2	8	12	23	54	40	13	3	....	....	....
Detroit	2	3	7.6	....	....	....	....	2	1	....	....	....	.623	....	....	....	....	....	1	....	....	....	....	....	....	....	....
Key West	3	29	8.1	....	....	....	....	11	14	3	....	....	.357	2	3	1	1	3	3	0	3	....	....	....	....	....	....
New York	10	394	7.5	24	7	11	60	95	143	55	....	....	.471	2	3	15	36	57	68	66	96	10	15	2	....	....	....
Philadelphia	2	11	7.0	1	....	1	2	3	4	....	....	....	.312	3	2	4	1	3	1	....	....	....	....	....	....	....	....
Tampa	3	229	8.6	1	....	....	5	17	151	41	8	....	.434	3	10	15	22	32	8	41	47	48	7	2	2	....	....
Other cities	5	19	7.7	1	....	....	....	5	5	7	....	....	.395	....	1	3	5	5	4	3	....	2	....	....	....	....	....
Total	37	924	7.7	35	11	21	86	167	407	115	8	....	.464	8	20	51	85	125	148	139	216	93	31	7	....	....	....
ROLLERS, SUCTION.																										
New York	3	18	8.1	....	....	....	1	1	15	....	....	....	$0.469	....	....	....	....	1	1	....	7	2	5	....	....	....	....
Other cities	4	4	8.1	....	....	....	....	....	3	1	....	....	....	....	....	....	1	....	....	....	....	....	1	....	....	....	....
Total	7	22	8.1	....	....	....	1	1	18	1	....	....	.444	....	....	....	1	1	1	....	7	2	6	....	....	....	....
STEMMERS OR STRIPPERS, HAND.																										
Baltimore	1	10	8.5	....	....	....	....	....	5	5	....	....	$0.217	4	1	5	3	....	1	....	....	....	....	....	....	....	....
Evansville	2	13	9.2	....	4	2	....	....	....	6	1	....	....	1	2	....	....	....	....	....	....	....	....	....	....	....	....
New York	1	13	8.1	....	....	....	....	....	5	8	....	....	....	1	2	3	3	1	....	1	....	....	....	....	....	....	....
Philadelphia	1	11	8.1	2	....	2	....	....	3	4	....	....	....	2	1	....	....	1	....	....	....	....	....	....	....	....	....
Other cities	1	4	8.1	....	....	1	2	....	5	2	....	....	....	2	1	....	....	....	....	....	....	....	....	....	....	....	....
Total	6	51	8.4	2	4	5	2	1	18	25	1	....	....	10	7	8	7	....	1	1	....	....	....	....	....	....	....
STEMMERS OR STRIPPERS, MACHINE.																										
Philadelphia	2	3	9.2	1	....	....	1	....	....	1	....	....	$0.464	....	2	....	....	....	....	....	....	....	....	....	....	1	....
Other cities	2	2	8.2	....	....	....	....	1	....	....	1	....	....	....	....	2	....	....	....	....	....	....	....	....	....	....	....
Total	4	5	8.4	1	....	....	1	1	....	1	1	....	....	....	2	2	....	....	....	....	....	....	....	....	....	1	....

FEMALES.

Locality.	Number of establishments	Number of employees.	Average hours worked per week day.	Employees whose average hours worked per week day for the pay-roll period were— Under 4.	4 and under 5.	5 and under 6.	6 and under 7.	7 and under 8.	8 and under 9.	9 and under 10.	10 and under 11.	11 and over.	Average earnings per hour worked.	Employees whose earnings per hour worked were— Under 12 cts.	12 and under 14 cts.	14 and under 16 cts.	16 and under 18 cts.	18 and under 20 cts.	20 and under 25 cts.	25 and under 30 cts.	30 and under 35 cts.	35 and under 40 cts.	40 and under 45 cts.	45 and under 50 cts.	50 and under 60 cts.	60 cts. and over
BANDERS, HAND.																										
Allentown	2	21	7.2	1	2	1	1	7	....	18	....	....	$0.255	1	....	1	1	7	5	8	2	2	....	....	2	....
Baltimore	3	14	6.8	1	2	1	1	6	1	2	....	....	.291	....	....	1	2	1	2	1	4	3	1	....	....	....
Binghamton	3	12	6.6	1	3	1	1	3	....	3	....	....	.291	....	1	2	1	2	3	....	1	2	....	....	....	....
Chicago	3	26	8.1	....	....	....	....	....	9	11	....	....	.361	....	....	....	....	....	3	4	....	....	....	....	....	....	....
Chicago	3	15	8.1	....	....	....	....	....	6	....	....	....	.194	....	....	....	....	3	6	2	2	1	....	....	....	....	....
Cincinnati	3	15	8.1	10	4	5	5	7	4	....	....	....	.272	....	....	....	1	2	3	11	8	3	4	2	3	1	....
Cleveland	3	13	7.6	....	....	....	....	1	4	3	....	....	.240	....	....	....	....	1	2	1	1	6	3	2	1	....	....
Dayton	2	39	7.1	1	3	2	9	6	17	1	....	....	.198	1	1	1	1	5	2	2	1	1	1	1	....	....	....
Evansville	3	35	8.9	13	5	8	1	4	4	....	....	....	.263	....	1	2	1	4	5	5	11	6	5	....	....	....	....
Key West	2	10	8.2	1	....	....	....	....	1	5	3	....	.213	1	....	2	1	....	2	2	1	....	....	....	....	....	....
Lancaster	2	8	8.2	1	....	....	....	....	6	1	....	....	.339	....	....	....	....	....	1	1	8	8	3	2	3	....	....
Philadelphia	5	45	8.3	15	7	3	2	1	8	10	....	....	.251	1	2	1	....	....	....	1	2	4	1	1	....	....	....
Reading	4	26	7.6	1	....	....	....	3	3	8	1	....	.265	....	....	....	....	....	1	2	1	3	....	....	....	....	....
Tampa	2	12	7.6	1	....	....	....	....	....	5	5	....	.240	1	....	....	3	4	3	2	1	3	....	....	....	....	....
Other cities	5	53	6.7	2	....	2	21	3	23	1	2	....	.206	1	....	....	....	3	4	3	21	10	9	3	....	....	....
Total	1	4	8.7	....	....	....	....	2	1	....	....	....	.191	....	....	....	....	....	....	....	....	....	....	2	....	....	....
Total	53	370	8.6	46	24	56	45	89	84	26	....	....	.264	4	11	14	23	35	86	74	52	36	10	3	5	....	....
BANDERS, MACHINE.																										
New York	5	28	7.9	1	....	2	1	5	13	6	....	....	$0.238	....	....	....	1	1	15	11	....	....	....	....	....	....	....
Other cities	3	11	7.8	2	....	....	1	....	2	1	....	....	.239	....	....	....	....	3	4	2	2	....	....	....	....	....	....
Total	8	41	7.9	3	....	2	3	5	15	7	....	....	.239	....	....	....	1	4	19	13	2	....	....	....	....	....	....
BUNCH MAKERS, HAND.																										
Baltimore	5	91	6.8	12	3	1	11	33	31	....	....	....	$0.193	....	....	....	....	1	4	2	8	10	20	13	13	11	3
Binghamton	4	141	7.5	9	1	....	1	20	57	34	17	....	.251	....	....	....	....	1	2	4	17	9	6	22	16	6	....
Chicago	2	47	7.5	....	2	....	....	1	1	3	....	....	.330	....	....	....	....	....	....	....	....	1	2	6	7	20	11
Cleveland	3	52	6.6	5	....	....	....	16	15	....	....	....	.337	....	....	....	....	....	1	2	1	2	1	2	1	1	....
Dayton	2	62	8.0	5	4	....	....	18	10	....	....	....	.293	....	....	....	....	....	....	....	....	....	....	....	....	1	....
Detroit	6	309	7.1	23	11	15	32	245	62	....	....	....	.400	....	....	2	1	2	2	17	50	53	64	52	67	43	14
Evansville	2	110	8.4	21	20	5	25	77	101	363	....	....	.233	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Lancaster	3	18	8.4	....	....	....	....	3	11	4	....	....	.306	....	....	....	....	....	....	....	....	....	....	....	....	....	....
New York	8	779	8.0	14	2	12	8	168	454	78	....	....	.238	....	....	....	....	....	2	3	25	78	137	172	167	97	75	24
Philadelphia	3	215	6.3	20	15	28	74	54	22	....	....	....	.422	....	....	....	....	....	1	8	17	21	39	49	43	29	8
Reading	2	83	7.6	2	1	5	....	17	46	3	....	....	.429	....	....	....	....	....	....	1	1	11	14	27	14	10	2
Tampa	3	194	8.0	....	....	2	10	23	103	19	2	....	.348	....	....	....	....	....	1	3	7	14	24	44	43	38	6
Other cities	1	64	7.7	1	....	....	....	1	31	27	....	....	.282	....	....	....	....	....	....	2	24	15	11	5	4	....	....
Total	44	2,964	7.5	112	85	103	425	770	1049	523	2	....	.332	1	15	26	73	106	357	413	443	468	447	300	244	57
ROLLERS, SUCTION.																										
Allentown	2	203	8.3	10	1	5	1	14	19	142	....	....	$0.417	....	....	....	....	1	1	3	8	31	56	42	29	25	8
Baltimore	2	153	6.8	15	8	16	9	52	47	....	....	....	.157	....	1	....	1	1	0	7	21	39	31	26	11	10	....
Cleveland	2	141	7.3	9	3	5	2	37	71	....	....	....	.304	....	....	....	....	....	1	5	17	34	44	30	5	6	....
Dayton	2	121	7.1	5	5	9	3	97	80	....	....	....	.309	1	....	2	1	3	2	1	43	38	32	3	2	5	....
Lancaster	2	73	7.4	1	2	8	7	25	37	8	....	....	.340	....	....	....	....	....	....	1	7	16	20	10	2	....	....
New York	7	495	7.8	15	8	11	11	82	300	8	....	....	.381	....	....	....	1	....	3	10	63	99	108	78	53	47	3
Philadelphia	2	270	8.3	11	6	2	8	8	8	223	....	....	.306	4	....	....	....	1	2	10	58	58	51	40	24	13	4
Other cities	2	196	7.5	7	5	6	46	42	70	18	....	....	.345	....	....	....	....	3	3	22	34	43	33	36	16	6	....
Total	21	1,658	7.7	76	48	68	101	357	559	394	....	....	.337	5	1	2	3	11	27	140	261	352	364	249	134	102	13

FEMALES—Concluded.

Pay-roll period and locality.	Number of establishments	Number of employees.	Average hours worked per week day.	Employees whose average hours worked per week day for the pay-roll period were— Under 4.	4 and under 5.	5 and under 6.	6 and under 7.	7 and under 8.	8 and under 9.	9 and under 10.	10 and under 11.	11 and over.	Average earnings per hour worked.	Employees whose earnings per hour worked were— Under 12 cts.	12 and under 14 cts.	14 and under 16 cts.	16 and under 18 cts.	18 and under 20 cts.	20 and under 25 cts.	25 and under 30 cts.	30 and under 35 cts.	35 and under 40 cts.	40 and under 45 cts.	45 and under 50 cts.	50 and under 60 cts.	60 cts. and over
STEMMERS OR STRIPPERS, HAND.																										
Allentown	5	81	7.9	7	3	2	1	3	12	51	....	....	$0.215	1	2	5	11	10	29	19	....	1	....	....	....	....
Baltimore	5	38	7.4	5	1	....	....	4	25	1	....	....	.192	1	5	8	6	3	7	6	2	....	....

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Near the Northern Limit of Tobacco Culture

In Canada Tobacco Growing Has Become More Important in Recent Years—Besides What Is Done in the Provinces of Ontario and Quebec, Success Attends Experiments Made in British Columbia and Alberta—The Okanagan Valley District—Demonstrations at Lethbridge.

Tobacco culture in Canada is an industry of comparatively recent date. Extensive development has taken place in the past twenty-five or thirty years, and recent seasons have proved the adaptibility of widely separated sections of the Dominion to this profitable line of agriculture.

The two principal provinces where tobacco has been successfully grown for many years are Ontario and Quebec. Very successful results have been obtained at Kelowna, in the Okanagan district of British Columbia and the growing of tobacco may be said to be firmly established as an industry there. Recent experiments in the Lethbridge irrigation area in Southern Alberta would indicate great possibilities for the growth in the prairie province, and more extensive experimentation is being undertaken to discover the advisability of commercial development.

Tobacco, in Ontario, is grown in the counties of Essex, Peele, Kent, Prince Edward, Elgin and Lincoln. A total of 9,226 acres among these counties was devoted to the cultivation of the tobacco plant in 1919 producing a yield of 10,709,400 pounds or an average of 1,150 pounds per acre.

The Burley variety, suitable for chewing, is grown in five counties, seed leaf in Essex, snuff in Kent; and Havana in Lincoln. Maryland tobacco has been introduced into Prince Edward County with success. During the past few years the growing of bright tobacco (flue cured) has extended rapidly on the light, sandy loams near the shores of Lake Ontario, and some gravelly hills with good drainage. The annual production of this variety is nearly 1,000,000 pounds with the yearly demand increasing. A limited amount of seed leaf and fire cured leaf of the heavier type is grown in certain sections. The cost of cultivation in the province, including the labor of the grower has been estimated at from $50 to $75 per acre, and the average yield about 1,300 pounds per acre.

The demand, the higher prices of recent years have given tobacco growing in Ontario a considerable impetus. The provincial Board of Agriculture realizing this, instituted a tobacco station at the Harrow experimental farm, which has done valuable work in proving species of plants adapted to the various soils of the province, and encouraging limited production and improvement in quality rather than a large acreage and mediocre quality, by improved methods of culture.

The tobacco production of the province of Quebec for the year 1919 was about 10,000,000 pounds and there were 22,404 acres under cultivation. As a tobacco growing area the French-Canadian province has been coming more to the fore every year. This is illustrated from the fact that in 1911 there were only 12,134 acres devoted to this culture. In the counties of Berthier, Joliette, L'Assumption, Montcalm, Pontneuf, Richelieu, Rouville, Terrebonne, Vercheres and Yamaska the industry is carried on on a very large scale. There are Federal Government stations at Saint-Jacques de l'Achigan county of Montcalm, and at Saint-Cesaire, Rouville. In many counties the tobacco plant is grown for cigar manufacture, the principal species sown being Havana, Connecticut, Pennsylvania, Ohio, Wisconsin, Comstock, Simmers Spanish, Canelle and Persian Rose; but greater success is achieved with pipe tobacco, such as white burley, red burley, blue prior, yellow prior, hester yellow mammoth and Tennessee Red.

The planters of the Yamaska Valley have formed a cooperative society and established at Saint-Cesaire a large warehouse for the curing and sale of Comstock Spanish tobacco as fillers and binders for cigars. The society sells annually from 500,000 to 600,000 pounds of tobacco at from 30 to 45 cents per pound. The purchase of tobacco according to quality has greatly improved methods of cultivation and treatment.

The growing of tobacco in British Columbia is practically confined to the area surrounding Kelowna in the Okanagan Valley. The total 1919 output, which amounted to about 120,000 pounds, was sold at 20 cents per pound to a Quebec manufacturer. Interest in tobacco production in the Pacific province is on the increase and in many sections of its area can be found warm, sunny, well-drained slopes of sandy deposits well adapted to the cultivation of tobacco plants of the heavier type.

The possibility of successfully growing and curing tobacco in Southern Alberta has been clearly demonstrated by the experimental farm at Lethbridge. Sixty plants, grown in the season 1919, produced prolific foliage which was cured on the farm and made into cigars. Experiments will be carried on on a more extensive scale with a view to establishing the industry as a commercial proposition in the irrigation belt.

The successful growing of tobacco calls for rich and light soils containing a good supply of vegetable matter, and will yield the best results. Soils deprived of humus, however rich in mineral elements are not suitable for its growth. Good drainage of the subsoil water is essential. The soils of hillsides, with a gentle slope, generally give excellent results, mainly on account of the rapidity with which an excess of water drains off. The best soils for successful growing are those which contain a sufficient proportion of clay and humus to enable them to retain a good supply of moisture, known as "loamy soils." Stiff clay soils are the least suitable.

The success of tobacco growing in Canada in the past few years, with the increasing prices has stimulated activity in this branch of agriculture, and increasing numbers of manufacturers, previously prejudiced against native growth have been favorably impressed to the extent of utilizing practically all the output. With more extensive experimentation, into soils, species and adaptability there will doubtless be an expansion of the industry in Canada and areas not previously thought of in this connection, as for instance Southern Alberta may in future years produce quantities of tobacco.

Wisconsin Notes

EDGERTON, Wis., October 15—The crop reporting service October 1 estimate of Wisconsin tobacco production in 1920 puts te figure at 62,426,000 pounds. This is five million pounds above the September 1 estimate, and 1 1/3 million pounds more than the 1919 production, and 11 million pounds higher that the five year average. This agrees with the estimates made by The *Reporter* earlier in the season. The total tobacco production of the U. S. in 1920 is placed at 1,478,788,000 pounds, or about 80,000,000 pounds more than in 1919.

There is nothing whatever of interest to record in the southern Wisconsin 1920 market. While the weather conditions prevented any frost damage to tobacco, the continuous dryness of the air has not given the late harvested tobacco the most favorable conditions for curing. It has taken the moisture out of the stalk and leaf without promoting the true process of curing. The conditions this week have been somewhat more favorable as the summer heat of last Sunday was followed by greater humidity in the atmosphere. Remembering last year's dearth of case weather, the growers are pretty certain to want to take advantage of the earliest good damp coming along to get whatever of the tobacco is properly cured down and into the bundle; and the warehouses are not averse to having the assorting season open earlier than it did last year. While it is well known that some lots of the 1918 tobacco are still unsold in southern Wisconsin, so far there has been no serious effort made to clean up this remnant.

A. J. Ross and wife of Germantown, Ohio, were in Edgerton a couple of days last week. Mr. Ross is with H. Fendrich & Co., whose local representative is Chas. Sweeney & Sons.

It is reported that Halverson & Bitters, Stoughton, sold their 1919 packing.

Sam Grundy and Janesville called on the trade last Saturday.—*Edgerton Reporter.*

The Situation at Janesville

Only an isolated purchase by a local buyer of tobacco has been reported during the past week. While no confirmation can be had, it is believed that the price paid was from 15 to 25 cents for a poor grade. No other trading on the local market took place, the situation still being one of marking time. From Stoughton, however, come reports that isolated sales are being made at 25 to 35 cents for this territory.

While there is talk that prices will take a slump when buying does commence, tobacco men have nothing much to say. Nobody is buying and no one is selling. Any come down in prices will be due to a combination of two things—overproduction and a low grade.

The light frosts of the past week did no damage to the crop. All harvesting is over and the tobacco is in the sheds, which the farmers are keeping closed so as to permit the chemical process of curing to proceed with the moisture evaporating naturally. Sampling of 1919 stock is continuing and now awaits transportation in most places to get it before the manufacturers.—*Janesville Gazette.*

Cigar Making Machinery a Decided Success

El Pano Cigar Co. Now Boasts "the Most Up-to-Date Plant on the Pacific Coast"—Increased Demand for El Christofero —Maximum and Minimum Prices for California Grown Tobacco Are $1 and 60 Cents Per Pound, Respectively—San Francisco Notes.

SAN FRANCISCO, October 12.—El Pano cigars made by the El Pano Cigar Manufacturing Co., Inc., have been reduced from $95 per thousand to $90 to brokers. The reduction, although small, is being widely discussed throughout the city by jobbers and retailers.

Pano Belesott, head of the El Pano factory, where new cigar making machinery has been installed, claims the new plant is the most modern on the Pacific Coast. After a period of protracted strikes which were only settled recently after the open shop plan had been inaugurated, the Pano company is increasing its output daily.

In order to allay all possible discontent among employees and offset radical propaganda, the El Pano Cigar Manufacturing Corp. has inaugurated a profit-sharing plan whereby all employees who remain with the concern for one year receive five per cent of the net profits of the firm, as a bonus for faithful service. The new system will take effect November 1.

A large shipment of Havana tobacco has been received by the El Pano concern and attractive boxes of 13s have been made for the Christmas trade. Herbert Byrd, traveling specialty man, is in Sacramento for two months on business.

The demand for El Cristoforo cigars is reported to be greater than the available supply. M. Black is making this brand, he having recently taken over the factory at 344 Front street. Ide Black is busy now presenting El Cristoforo to the local trade and as soon as a larger supply can be made, more representatives will be added to the sales force.

P. Bricci, vice-president and general manager of the Testa Cigar Co., is in New York on a business trip. The factory is busy turning out El Palencias and other brands.

Mack A. Horn, of the Golden State Leaf House, just returned from a trip through the Northwest, reports large sales of their stripped tobacco, Horntex, cured by their own process. Horn will leave next week for a trip to Southern California and Arizona. The firm has just received three carloads of Connecticut broadleaf.

Pursuant to to an agreement with tobacco growers, the Golden State Tobacco Co., Woodland, Cal., has fixed the minimum price for tobacco at 60 cents and the maximum at $1 per pound. The company plans to buy up all tobacco grown in Woodland, Esparto and the vicinity, according to James Chiflakos, a grower and president of the company. The company has a capitalization of $250,000, of which $14,000 has already been subscribed.

With poor deliveries of bands and boxes and a shortage of cigarmakers and other help, all Frankel, Gerdts & Co. salesmen have been taken off the road temporarily, while the plant is manufacturing cigars to capacity. Jake Marcuse is enjoying a vacation at San Diego and A. Czarnecki is staying in the San Francisco office.

Robert N. Bode, former representative of the United Cigar Manufacturing Co., who is well known throughout the Pacific Coast territory, will again work here representing Walter E. Olsen & Co., of Manila, as general agent.

A large colored Palo sign will be completed soon, 150 feet north of the Key Route pier in San Francisco bay. It will be 100 feet long and 20 feet high, with letters 12 feet high. The sign will be visible from 600 trains daily.

Labor and manufacturing conditions in the East are reported bad by M. S. Frieder, of S. Frieder & Sons, cigar manufacturers of Cincinnati, who is here en route to the Philippines, where he will remain for two months.

Leo Michaels, head of the Schinasi business of the "Product," met Jerry Epstein in Los Angeles last week and came on to San Francisco with him. Mr. Michaels expects to remain here about two weeks, looking over the field.

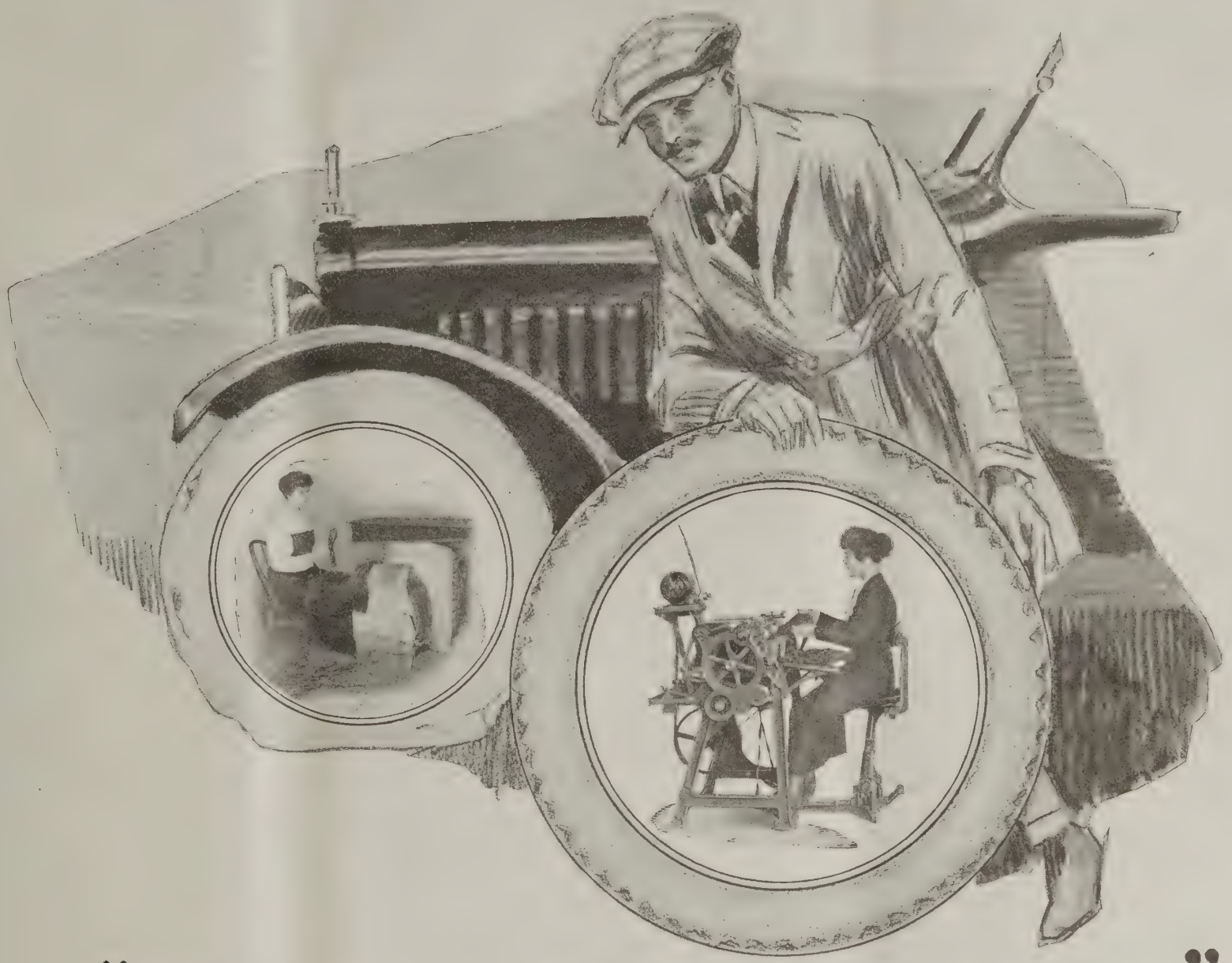
Levy & Green, owners of the Mart in Vallejo, have purchased the cigar store of Carlos Rockwood in that place and will operate both establishments.

A. Dallman, representing Demuth pipes, is in Los Angeles for a short stay.

Better Business in Sight

Better business looms ahead. Our business body had become fat, overfed It is now reducing. The process is disagreeable, sometimes painful. But it makes for greater strength and vigor. Had not corrective measures been taken, business would have collapsed from hardening of the credit arteries. At the opening of 1920 we were heading toward trouble. At the opening of 1921 we should be heading toward sound prosperity. Every fundamental development is making for greater solidity and stability. We have the greatest wealth of resources in the world; we have the greatest body of intelligent, progressive manpower in the world; we have the greatest system of transportation in the world; the greatest stock of gold in the world; the greatest amount of confidence and optimism and enterprise of any nation in the world; and the least amount of worries and handicaps of any people in the world.

We have the material, the men, the money and the will to prosper. Everything combines to indicate that, after the disagreeable but necessary readjustments now under way we shall prosper.—*Forbes Magazine.*



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Slowly Prepared Swiss Tobacco Trade Statistics

Show That Greatly Increased Business Was Done in 1919—"Speculative Production" of Cigarettes—Summary of Tobacco Exports—Declining Prices on Raw Tobacco—Cost of Labor and Other Expenses Mounting Higher.

BERNE, Sept. 24.—The Swiss are pre-eminently interested in statistics. They have a large number of officials employed in the different state departments killing time and adding up figures. It takes quite a long time for those diligent officials to publish the essence of their laborious work, but the Swiss are used to taking their time. They are ready to digest figures, any old time.

Thanks to particular diligence on the part of officialdom last year's tobacco statistics have just been published. The figures show an enormous increase, both as to export and import, over the previous year, although there were erratic fluctuations which should warn calculators against basing their conclusions wholly upon the totals for 1919.

The import totals, referring to raw tobacco, were: 1918—Weight in quintals (100 kilo.), 62,896; value in francs, 32,042,537. 1919—Weight in quintals, 125,835; value in francs, 73,164,415.

The export figures were, for cigars: 1918—2,351 quintals, worth 3,726,479 francs. 1919—13,770 quintals, worth 26,142,058 francs. For cigarettes: 1918—2,229 quintals, worth 2,725,563 francs. 1919—8,584 quintals, worth 14,826,775 francs.

Germany, Poland and Italy bought most of the exported cigars, Poland, France and Germany most of the cigarettes. For the last two months of 1919 the export business was cut down to an almost negligible item by the rate of exchange, and at the beginning of the present year it had ceased almost entirely. Thus, while the Swiss tobacco business had a good year, the export trade was almost dead at the beginning of 1920.

The export boom, during the earlier part of 1919, led to speculative production of cigarettes. When foreign exchanges dropped, there was no longer any market for those cigarettes at profitable prices. The "stumpen" (cheap grade of cigar) continued to sell pretty well and at the end of 1919 there were none of them left, which is partly due to the expert activities of smugglers. The "stumpen" are still selling pretty well, in spite of increased taxation.

Prices of raw tobacco declined during the year, as a result of large stocks being held by speculators. Only North American tobacco and Sumatra and Java wrappers held their price. There was an increased demand for the latter. Java and Sumatra are being shipped from the Dutch East Indies directly to Genoa and from there by rail to Switzerland.

South American tobacco also declined. Large quantities of tobacco entered the country from France and Belgium. This tobacco was rather cheap, compared with previous prices.

But lower prices of raw materials cannot cheapen the cost of the production while labor and other expenses are mounting higher. Smokers now have to pay a pretty stiff price for all grades of cigar, so much more so as the government has seen fit to put another additional tax on tobacco.

Still, the books of manufacturers and dealers show a handsome profit for 1919, although the present outlook is less roseate.

Dominican Tobacco Exports for Two Years

C. H. Baxter, general receiver of Dominican customs, in a report just made public, tabulates the tobacco exports of Santo Domingo, as follows:

Articles and countries	Jan. 1, 1918, to Dec. 31, 1918		Jan. 1, 1919, to Dec. 31,1919	
	Quantity *Kilos*	Value *Dollars*	Quantity *Kilos*	Value *Dollars*
Tobacco, and manufacture of:				
Leaf tobacco—				
United States	10,081,103	2,279.649	5,594,029	1,755,792
Porto Rico	663,349	190,025	547,533	178,820
United Kingdom	.....	.....	110,000	40,000
France	1,846.377	432,982	5,573,796	1,883,453
Spain	2,390,627	682,198	1,500,153	605,684
Virgin Islands	1,295	423	1,287	350
Haiti	16,159	1,613	13,698	1,898
Dutch West Indies	55,330	8,890	87,817	35,095
Netherlands	.....	.....	6,591,782	2,039,945
French Africa	52,000	10.000	282,000	120,000
Gibraltar	93,600	18.000	.....	.....
Total	15,199,840	3,623,095	20,302,095	6,661.033
Cigars—	*Number*		*Number*	
United States	4,000	160	.....	.....
Haiti	45,410	1,221	16,900	405
British West Indies	500	5	.....	.....
Dutch West Indies	550	26	.....	.....
Total	50,460	1,412	16,900	405
Cigarettes—	*Number*		*Number*	
United States	300,000	437	600,000	1,000
Porto Rico	.....	.....	600,000	740
France	120,000	100	.....	.....
Virgin Islands	1,330,800	1,928	1,207,200	1,880
Haiti	1,705,140	3,953	2,222,280	2,915
Other British West Indies	24,000	21	.....	.....
Dutch West Indies	1,190,940	1,562	1,320,000	2,574
Total	4,669,940	8,001	5,949,480	9,109
All other—				
United States	.....	200	.....	.....
Spain	.....	350	.....	40
Haiti	.....	6,582	.....	160
Dutch West Indies	.....	75	.....	129
Total	.....	7,207	.....	329

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American Mach. & Fdy....	150	160
American Snuff	104	105
American Snuff pf.....	79	87
American Sumatra	86½	87½
American Sumatra pf....	85	89½
American Tobacco	132½	135
American Tobacco B....	128¼	129⅛
American Tobacco pr. new	89¾	91½
American Tobacco Scrip..	110	113
Conley Foil (new)	20	23
Consolidated Cigar	72½	73
Consolidated Cigar pf.....	81	83
General Cigar	63	63½
General Cigar deb.....	82	85
General Cigar pf.....	88	92
Geo. W. Helme Co.....	160	170
Geo. W. Helme pf.....	90	97
Imperial Tobacco	8	9
Johnson Foil	100	115
J. S. Young	130	140
J. S. Young pf.....	80	90
Liggett & Myers	140	145
Liggett & Myers B.....	128	138
Liggett & Myers pf.....	100	106
Lorillard P.	143	144
Lorillard P. pf.....	99	105
McAndrews & Forbes	108	114
McAndrews & Forbes pf..	75	80
Porto Rico Amer. Tob...	110	116
R. J. Reynolds 'A'.....	80	90
R. J. Reynolds 'B'.....	40	42
R. J. Reynolds pf.....	99	100
Tobacco Products	66¼	66½
Tobacco Products pf.....	86¾	90
Tobacco Products Scrip...	96	98
United Cigar Stores 130		170
United Cigar Stores pf..	101	104
United Drug	105	109
United Drug 1 pf.....	44½	47
United Retail Stores.....	73¾	74¼
Weyman Bruton Co.....	165	172
Weyman Bruton pf.....	88	94

From a Wall Street Point of View

Since prices declined, tobacco growers have not received much sympathy from certain financiers on Wall Street.

Voicing the opinions of its clientele, the *Wall Street Journal*, says: "Recent declines in leaf tobacco in Kentucky and eastern North Carolina, which were forecast by Dow, Jones & Co., two months ago, prompt the belief among tobacco men that peak of high prices has been passed. They do not expect to see prices again climb to the undreamed of levels reached under stimulus of war conditions.

"From the standpoint of manufacturers, this is the most bullish development in five years. Outlook for bumper crop and lessened export demand due to exchange rates have combined to bring down prices.

"It came at a most opportune time. Though certain grades of leaf had advanced 600 per cent in the last five years, paper, tin, labor, freight rates and other production items had shown large increases, popular brands of domestic cigarettes had been advanced about 100 per cent. For instance, a package of twenty cigarettes formerly sold at ten cents, of which slightly less than 3 cents was for the internal revenue tax. Now this package sells at 20 cents, of which six cents is required to cover the tax.

"It was impossible for companies to advance prices further without experiencing a reduction in sales. Therefore they had to depend on increased volume to offset the smaller margin of profit.

"There is no likelihood that declines in leaf will make it necessary for manufacturing companies to take a loss through depreciating inventories. Recently, manufacturers have broken away from the practice of carrying several years' supply of leaf. The beginning of the buying season finds supplies at a low ebb, which affords an opportunity to replenish depleted stocks of raw materials at lower prices. This serves to reduce working capital requirements, which is the first time since 1914 that conditions have drifted in that direction.

"In sharp contrast to the decline in the Southern markets, are the advances recorded in Wisconsin and Connecticut markets. Prices there are 30 per cent above last year. These grades are used by cigar manufacturers. Cigar manufacturers still face rising costs and further advances in prices are likely. United Cigar Stores Co. has not recently advanced brands which it controls nor is any advance expected before the end of the year, but open brands have been advanced at frequent intervals.

"No reduction in cigarette prices is looked for at present. However, prices for these grades of leaf are slumping, but tobacco being purchased will not go into manufacture until 1921.

"Turkish leaf markets for the new crop will open in December or January. The outlook there is for lower prices. There is a large crop. Following the armistice both the United States and Europe were large purchasers of grades which were not available during the war. These stocks having been replenished, the outlook is for a lessened demand."

For "A Cost-Plus-Fair-Profit" Return

DANVILLE, Va., October 18.—The Virginia Tobacco Growers' Association has reached the stage where "results are expected to appear," according to J. H. Wadren, president of the State organization, in a statement to the representative of TOBACCO. The preliminary work is completed, the various county units are established and it now remains to be seen what the combined growers can accomplish in the way of bringing up prices high enough to obtain a cost-plus-fair-profit return. Mr. Warren attributes the recent increase of prices to the agitation which has been going on for a month. Others say that the better quality of the weed now being brought to market is the cause of better prices.

At another meeting of the association held here Saturday and attended by a thousand growers, a committee was appointed to meet with another committee of the North Carolina Association with a view to preparing a permanent plan of co-operation. This committee is composed of fifteen men, one from each county in the Old Belt.

At this meeting a resolution was addressed to Governor Westmoreland Davis and to the Virginia Senators and Representatives, calling on them to use their good offices in securing a more liberal policy from the Federal Reserve Board.

The resolution adopted is as follows:

"We do hereby most earnestly request and petition your excellencies to do all possible in your respective official capacities to aid in every fair and legitimate way all tobacco growers of our country to secure a living price for the present crop of tobacco. This crop represents in the main not only the actual living, but all possibilities for education and civic improvement of these people and at prices offered and prevailing these people cannot meet their assumed obligations. In that this very great industry does, and has in the past afforded far more revenue than any other, we feel that we are entitled to some measure of relief in our present dire extremity.

"We believe a more liberal policy of the Federal Reserve Board would be extremely beneficial not only to the tobacco growers, but to all farmers who have put forth an almost superhuman effort to produce a crop at the behest of the Government itself."

At the close of Saturday's meeting, President Warren issued another urgent appeal to farmers calling on them to continue to hold their tobacco until prices on the market can be standardized and not to let the increased prices now in evidence deter them from their unionization plans. G. T.

Speech of Defrees

(*Continued from page* 3)

cial and trade organizations that if a project is not for the good of the public, it is not for the good of business. Action upon this basis will inevitably result in a growing consciousness on the part of the public that if a measure is opposed to the business interest of the nation, it can scarcely be for the good of the public. The interdependence of the two propositions I have just stated becomes apparent.

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BUYERS ON ALL WESTERN MARKETS

North Carolina Tobacco Sales in September

Reported by the Cooperative Corp. Reporting Service.

RALEIGH, N. C., Oct. 15.—Tobacco sales on North Carolina markets during September, 1920, are tabulated by the Cooperative Crop Reporting Service, here, as follows:

Summary of September sales:
193 warehouses operated on 64 markets during September.

Producers' sales reported for month	40,480,056 pounds
Estimated producers' sales not reported	8,040,000 pounds
Total producers' sales for month	48,520,056 pounds
Total resales reported for month	5,458,041 pounds
Total sales, including estimates	54,962,097 pounds
Average price September sales	$19.21
Average price September, 1919 (last year)	41.10

North Carolina loose leaf sales—Bladen, Columbus, Robeson (closed September).

Producers' Sales	Total Sales	Average Price
1919	24,797,397	$24.77
1920	25,709,345	25.00

SALES BY COUNTIES AND MARKETS

Counties Markets	Houses Reporting Number	Producers Sales	Total Sales	Average Price 1920	Average Price 1919
Alamance—					
Burlington	4	159,944	169,383	$21.72	$42.04
Mebane	3	231,927	243,927	23.65	41.87
County	7	391,871	413,310	22.68	41.95
Beaufort—					
Washington	5	1,211,535	1,387,216	14.97	38.25
Bladen—					
Clarkton	2	84,252	98,072	14.68	
Craven—					
Newbern	3	839,875	896,874	16.46	34.10
Vanceboro	3(1)	417,157*	476,770	16.36	46.14
County	6(1)	1,257,032	1,373,644	16.43	40.12
Cumberland—					
Fayetteville	1	57,638	61,218	14.28	
Duphin—					
Wallace	3	985,693	1,095,883	15.70	33.69
Warsaw	3	1,444,498	1,572,182	15.71	36.47
County	6	2,430,191	2,668,065	15.71	35.08
Durham—					
Durham	4	398,694	487,698	21.50	35.21
Edgecombe—					
Pinetops	2	405,976	458,646	21.03	41.25
Rocky Mt.	1	147,302	224,574	19.00	38.69
*	3(2)	553,278	683,220	20.62	38.31
(See Nash for Rocky Mt. Totals.)					
Forsythe—					
Winston-Salem	5	2,653,181	3,066,666	19.60	38.43
Franklin—					
Louisburg	3	70,043	77,273	14.76	37.87
Youngsville	3	199,942	207,502	19.91	
County	6	269,985	284,775	18.19	37.87

Counties Markets	Houses Reporting Number	Producers Sales	Total Sales	Average Price 1920	Average Price 1919
Granville—					
Oxford	5	211,510	242,879	$21.90	$42.95
Greene—					
Snow Hill	3	214,932	223,726	19.55	44.44
Guilford—					
Greensboro	2	121,558	124,726	16.70	37.52
Halifax—					
Enfield	2	581,648	602,770	19.31	35.10
Hertford—					
Ahoskie	2(1)	270,602	293,784	16.50	
Iredell—					
Statesville	2(1)	70,722	78,972	18.03	32.00

Counties Markets	Houses Reporting Number	Producers Sales	Total Sales	Average Price 1920	Average Price 1919
Johnston—					
Benson	2	46,020	49,134	16.87	28.65
Smithfield	3	1,027,278	1,073,178	17.40	35.87
County	5	1,073,298	1,122,312	17.38	32.26
Jones—					
Maysville	2	230,308	271,688	13.50	30.58
Lenoir—					
Kinston	6	4,699,409	5,211,104	19.91	40.39
La Grange	4	1,211,706	1,373,960	17.31	37.50
County	10	5,911,115	6,585,064	19.48	39.80
Martin—					
Williamston	3	761,756	804,846	16.22	
Robersonville	2(1)	358,896	388,054	17.32	38.76
County	5(1)	1,120,652	1,192,900	16.52	38.76
Moore—					
Aberdeen	2	96,428	103,200	18.24	38.00
Carthage	2	134,504	139,844	17.60	34.30
County	4	230,932	243,044	17.92	36.25
Nash—					
Bailey	2	364,906	400,124	20.43	
Spring Hope	3(2)	39,616	39,616	13.75	34.25
Rocky Mt.	4	2,349,363	2,660,845	20.82	38.69
*County	9(2)	2,753,885	3,100,585	20.66	36.47
Rocky Mt. Totals..		2,496,665	2,885,419	20.79	
Onslow—					
Richlands	2	365,374	397,048		36.70
Pender—					
Burgaw	1	114,347	129,659	13.66	24.00
Person—					
Roxboro	4	199,881	224,127	19.16	43.52
Pitt—					
Ayden	3(1)	100,112	106,188	15.18	40.79
Farmville	3	1,582,907	1,779,073	19.98	44.39
Greenville	7(2)	3,677,678	4,157,402	18.75	41.87
County	13(3)	5,360,697	6,042,663	19.03	42.35
Robeson—					
Fairmont	3	1,292,391	1,490,738	17.46	15.76
Lumberton	3(2)	171,677	191,189	13.24	
Rowland	2	129,619	151,781	16.03	
St. Paul	1	110,535	134,018	14.30	
County	9(2)	1,704,222	1,967,726	16.65	15.76
Rockingham—					
Madison	3	177,196	188,894	$20.80	$35.50
Reidsville	3	279,321	290,874	18.43	41.02
Stoneville	4	25,600	26,361	18.76	39.40
County	10	482,117	506,129	19.00	38.43
Surry—					
Elkin	2	99,956	103,618	15.10	30.16
Mt. Airy	4(3)	148,594	180,009	18.77	29.67
County	6(3)	248,550	283,627	17.29	29.91
Vance—					
Henderson	6(1)	206,472	233,757	19.18	42.30
Wake—					
Apex	3	59,778	65,930	16.90	39.29
Fuquay Springs	3(3)	47,390	49,542	23.29	33.45
Wendell	4(1)	524,496	575,784	18.89	35.99
Zebulon	5	381,484	412,976	18.51	37.51
County	13(4)	1,013,148	1,104,232	18.86	36.60
Warren—					
Warrenton	3	99,960	100,546	16.99	37.01
Washington—					
Plymouth	2	74,053	91,081	14.51	
Wayne—					
Goldsboro	5(1)	1,179,168	1,404,012	16.23	34.64
Fremont	2(1)	110,058	110,058	18.32	
County	7(2)	1,289,226	1,514,070	16.40	34.64
Wilson—					
Wilson	6	7,223,200	8,737,098	22.52	42.73
State Totals	183(32	40,480,056	45,938,097	19.21	41.10

Note: Figures in parentheses indicate the following houses failing to report:

Bertie Warehouse, Windsor, N. C.
Vanceboro Warehouse, Vanceboro, N. C.
Clark's Warehouse, Tarboro, N. C.
Ruffin's Warehouse, Tarboro, N. C.
Globe Warehouse, Creedmoor, N. C.
Star Warehouse, Creedmoor, N. C.
Planter's Warehouse, Littleton, N. C.
Banner Warehouse, Littleton, N. C.
Farmers' Warehouse, Ahoskie, N. C.
Planters' Warehouse, Statesville, N. C.
Hughes Warehouse, Sanford, N. C.
Yarborough Warehouse, Sanford, N. C.
Taylor's Warehouse, Robersonville, N. C.
Bright Belt Warehouse, Vass, N. C.
Banner Warehouse, Spring Hope, N. C.
Planters' Warehouse, Spring Hope, N. C.
Planters' Warehouse, Ayden, N. C.
Johnston Foxhall No. 1, Greenville.
Johnston Foxhall No. 2, Greenville.
Big Banner, Lumberton.
Star, Lumberton.
King's, Leaksville.
Banner, Mt. Airy.
Farmers', Mt. Airy.
(1) ————, Mt. Airy.
Adcock, Fuquay Springs.
Aiken, Fuquay Springs.
Farmers' Union, Varina.
Northside, Wendell.
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Larger Companies Buying Freely at Wilson

WILSON, N. C., October 16.—W. J. King, president of the Wilson Tobacco Co., says: "Sales have been very light for the past week. The quality of the sale has not improved a great deal. The prices have advanced on all grades from $1.00 to $5.00 per 100. The market is more active than at any time during the season, and we have no tobacco offered that there is not a ready buyer for it.

"All the larger companies are buying very freely, and the dealers are buying more than at any time during the season. There is a general feeling that things will be better from now on, and there is certainly less dissatisfaction among the farmers than at any time since the market opened."

SALES ON WILSON, N. C. MARKET, 1920 CROP

Date	Total Pounds on Sale	Value	Average	Weekly Average
Oct. 8..	500,788	$100,425.32	$20.05	.....
Oct. 11..	688,692	171,216.17	24.85	.....
Oct. 12..	574,999	126,838.59	22.06	.....
Oct. 13..	483,696	122,457.45	25.32	.....
				$23.17

REPORT OF SALES FOR WEEK ENDING OCTOBER 14, 1920

	Pounds	Average	
Sold this week.	2,248,175	$23.17	$520,937.53
Sold last week.	2,916,976	21.00	612,636.47
Sold to date...	13,826,725	22.16	3,064,934.04

Growers in Better Humor at Danville

DANVILLE, Va., October 18.—The tobacco average on the Danville market last week took a sharp upward turn which has put the growers in far better humor than that evidenced at the opening of the season.

There was little increase in the quantity, 1,423,227 pounds being sold at an average of $27.67 against 1,569,126 pounds sold the week previously at the rate of $21.84.

Indications point to the fact that all priming grades have been disposed of and the offerings now are largely stalk cured types. Prices on all grades are showing a material increase and the outlook is better generally.

The crop is so much heavier this year than last that it is expected that forty million pounds will be disposed of on this market. Discerning statisticians go so far as to say that the tobacco grower will this year get as much for his tobacco per acre as he did last year even though there is such discrepancies in prices. If the crop is sold at its present rate, sales will be running full blast until next May. G. T.

Light Sales of Bright at Lynchburg

LYNCHBURG, Va., October 16.—Light sales of bright tobacco ruled here during the week, because the farmers are busy with other fall crops and a decided tendency to hold for better prices. The sales aggregated only 22,100 pounds during the week, this bringing the total sold for the season up to 502,500 pounds, a decrease of 144,000 pounds, when compared with last year.

The prices for bright stock took a decided jump during the week for the better grades, but there was no change in the demand for the common stock.

Dark tobacco will not move until after November 1 and before it can start, rainy weather will be necessary to condition it for the market.

Indications are that the crop will be an ordinary one, as much of it has been fired.

Larger Sales at Greenville

GREENVILLE, N. C., October 16.—The sales of leaf tobacco on this market this week amounted to 1,500,000 pounds, a very large per cent of the offerings being of low grades, which kept the average down to around $21. Good tobaccos, only a small percentage of which appeared in the breaks, have advanced from $5 to something like $20 per hundred. The top notch reached this week on such goods was $81 per hundred, while many piles brought from $50 to $60.

The big concerns are bidding more actively and they seem to be anxious for the really good tobaccos that have color and body.

A Bigger Market at South Boston

SOUTH BOSTON, Va., October 16.—The sales of leaf tobacco on the South Boston market have been much larger this week than they have at any time so far this season. The offerings have been of a much better grade and the prices have been firmer on all of the grades.

While there have been no extra fine grades offered in this week's sales, yet the general run has been good, which indicates that this is a good working crop, with good weight and body.

The sales for this week have amounted to 1,078,351, which has averaged about $24 per hundred.

Prizes Offered at Burlington

BURLINGTON, October 15.—With the opening of the tobacco market season here, Burlington merchants and business men have instituted a campaign to encourage the sale of tobacco in this city. Prizes ranging in value from over $300 to $5 will be given away to the hundreds of farmers who dispose of their crop of the weed on that market. The contest is being conducted under the auspices of the Burlington Chamber of Com-

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The prizes are being awarded, not only but for the purpose of bettering the of tobacco on the Burlington market, but for the purpose of bettering the of tobacco on the Burlington market, grades raised in this section, it was recently announced from the Chamber of Commerce headquarters. It is pointed out that only the production of the better grades of tobacco will materially increase the prices paid for the weed, and that if only the higher grades reach the market, it will force the buyers to pay better prices.

In view of the present situation, which is thought to be steadily growing better, the awards to be made at the end of the season have been divided into groups. The Chamber of Commerce office in Burlington is busy answering inquiries received from tobacco growers in the outlying territory regarding this group division. It is expected that Burlington will profit greatly by this campaign to better this market.

Small Sales of Sun Cured

RICHMOND, Va., October 18.—Just now the farmers in many sections of Virginia and North Carolina are busy seeding wheat and for this reason the deliveries of loose leaf tobacco in some of the markets were smaller last week than they otherwise would have been. However, in at least two of the bright markets of Virginia and two or more in North Carolina the sales were large—even larger than they have been of late. In all the bright markets the growers obtained better prices than heretofore and, of course, are better satisfied than they have been at any time since the opening of the selling season.

In Richmond the sales of sun-cured primings were smaller than the warehousemen had expected, amounting to not over 15,000 pounds. There was no change in the prices offered for these goods, the figures ranging from $2 to $10 per hundred.

At Hutcheson Warehouse there was a 5,000-pound sale of brights, three small lots having come in from Chesterfield, Cumberland and Charles City counties to test the market. It was not the best of the brights grown in those regions this year, consisting mainly of lugs, common cutters and two or three small piles of wrappers. The tobacco sold well, averaging for the entire lot $26.25 per hundred.

Shockoe Warehouse also had a load of brights that were grown in Goochland County. They were good brights, too, and the load averaged $35 per hundred, one pile going as high as $55.

"These sales of brights," says the *Times-Dispatch*, "small though they were, show that the farmers in the counties around Richmond are getting interested in brights and it is evident that they want to market their production in Richmond. It begins to look as if Richmond is to become a bright market as well as a sun-cured and long dark market." It certainly will if the buyers choose to make it so and will encourage the growers. That they seem disposed to do. The next sale of brights on this market is scheduled for October 26.

Sales Smaller and Prices Lower

RALEIGH, N. C., October 14.—Tobacco in September, 1920, ran more than $20 a hundred behind September of 1919, according to Crop Reporter Frank Parker's figures made public here today.

The showing isn't encouraging; Mr. Parker paints no rose-tinted picture of the situation in North Carolina. The average for September, 1920, was $19.21 and for September last year it was $41.10.

"There were 40,480,050 pounds produced tobacco reported sold during the month. The 32 warehouses failing to report are estimated to have sold 8,040,000 pounds, making a total probably sold during the month of 48,520,056 pounds, as compared with 79,220,071 pounds sold during September last year. The highest priced markets were Mebane; $26.65; Fuquay Springs, $23.29, and Wilson, $22.52. The Wilson market sold 7,233,200 pounds, which was valued at $1,626,665. The total state's sales during the month were valued at $9,320,703. This indicates that farmers are complying with their promises to hold the tobacco from the market. The tobacco organizations seem to have some weight. The lowest prices were shown on the following markets: Lumberton, $13.24; Maysville, $13.50; Burgaw, $13.66. (There was only one report from Lumberton.)

"It has cost over 30 cents per pound to produce the crop so that the present returns are showing a loss to the farmer. The product offered for sale so far has been of poor quality, mostly lugs and primings. Much of that marketed would have damaged on the farm. Farmers complain that they cannot meet expenses with the prices they are receiving.

"The mid-summer wet weather caused a rapid, tall growth. The late August and September hot and dry weather further hurt the development. The results are that a pile of tobacco will weigh but 60 per cent as much as last year. The texture is papery and crisp. The grade is low and faulty. The color is good. The estimated production fell from 424,000,000 to 381,000,000 pounds from August to September.

"The United States crop forecast is but six per cent more than last year's crop, even though the present acreage is greatly increased."

Good Sales at Greensboro

GREENSBORO, N. C., October 16.—The Greensboro tobacco market continues very good, according to figures given out by warehousemen here yesterday afternoon. One warehouseman stated that Friday was the best day he has had since the market opened this year; tobacco sold in his warehouse at an average of 27 cents per pound. The total sales of the two warehouses amounted to 27,963 pounds. Considerable amount of the lower grades were put on the market and brought good prices.

A few of yesterday's sales included: V. Martin, of Greensboro, 318 pounds at an average of 41.5 cents per pound; Lee Isley, of McLeansville, 166 pounds at an average of 33 cents; S. C. Stewart, of the McLeansville section, three piles at 50, 41 and 36 cents per pound, respectively; J. A. Johnson, of Randleman, three stacks at 60, 47 and 45 cents per pound, respectively, and Fry & Bigelow, of the Burlington section, three piles at 49, 47 and 33 cents.

It was stated that tobacco farmers from Randolph county here yesterday, attending the fair, said that the Greensboro market was selling at least one-third higher than markets in close proximity to Greensboro.

Tobacco of Better Character at Warsaw

WARSAW, N. C., October 16.—Total sales for the week, 420,210 pounds; average price per pound, $.1810; sold to date of 1920 crop, 2,705,542 pounds; average price per pound, $.1682. Tobacco of better character being marketed.

Prices Advanced Slightly at Winston-Salem

WINSTON-SALEM, N. C., October 16.—Total sales for the week, 2,356,500 pounds; average price per pound, $.2260. Sold to date of 1920 crop, 7,723,031 pounds; average price per pound, $.2114. Sold to same time last year, 14,781,299 pounds; average price per pound, $.4195. Remarks: Prices advanced slightly during the week. G. W. CORBIN.

Growers Will Meet at Lynchburg

BROOKNEAL, Va., October 16.—R. J. Marshall, of this place, president of the Tobacco Growers' Association, of Campbell County, has called a meeting of farmers of the dark tobacco belt to be held in Lynchburg, Thursday, October 21. The object of the meeting, as stated in the call, is to consider the tobacco situation and form a tobacco growers' association of the dark-belt territory.

Every farmer in the dark belt is invited to attend the meeting, and Mr. Marshall has reason to believe a great many of them will respond to the call. A complete plan of organization will be laid before the meeting by Mr. Marshall, and a committee appointed for that purpose.

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Louisville Tobacco Market Reports

LOUISVILLE, October 16.—Sales of tobacco, in the various warehouses here during the past week are reported by the Louisville Tobacco Board of Trade as follows:

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year, Jan. 1 to Date
Turner	37	1	38	3,626
Kentucky	374	2	376	11,494
Main Street	142	..	142	6,534
Planters-Farmers	511	8	519	9,498
Tenth Street	156	1	157	6,522
Louisville	131	8	139	7,897
Totals	1,351	20	1,371	45,571
Year 1919			2,106	50,788
Year 1918			465	52,071
Year 1917			237	37,705

CLASSIFICATION OF THIS WEEK'S SALES.

	Old Crops.	1919 Crop.	Total.
Burley	21	1,255	1,276
Dark	5	90	95
	26	1,345	1,371

CLASSIFICATIONS OF SALES, JAN. 1 TO DATE.

	Old Crops.	1919 Crop.	Total.
Burley	7,872	34,714	42,586
Dark	330	2,655	2,985
	8,202	37,369	45,571

CLASSIFICATION OF SALES TO SAME DATE IN

	1919.	1918.	1917.
Burley	44,355	46,891	33,513
Dark	6,433	5,180	4,192
	50,788	52,071	37,705

COMPARISONS WITH PREVIOUS YEARS

	1920.	1919.	1918.
Sales—			
Total sales of new crop to date	40,610	51,438	55,327
Sales of new crop to date. Original inspection	33,635	44,968	50,461
Rejections—			
Rejections this week:			
Burley	177	.....	.....
Dark	18	.....	.....
Total	195	245	160
Percentage of rejections to auction sales:			
Burley	14	.....	.....
Dark	20	.....	.....
Total	34	19	71
Rejections, Jan. 1 to date:			
Burley	10,701	.....	.....
Dark	740	.....	.....
Total	11,441	8,066	5,965
Receipts—			
Receipts this week	624	1,452	193
Receipts Jan. 1 to date	36,709	47,275	46,382

Official Quotations at Louisville

	Burley Dark Red	Bright Red	Colory	Manufacturing
Trash (Green or mix.)	4 to 5	.. to 6	7 to 8	5½ to 6
Trash (sound)	5 to 7	8 to 10	9 to 12	6 to 7
Common Lugs	8 to 10	11 to 14	14 to 17	6 to 7
Medium Lugs	11 to 16	14 to 17	19 to 24	8 to 9
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf (short)	9 to 12	16 to 20	18 to 22	8 to 9½
Common Leaf	13 to 15	20 to 22	24 to 28	9½ to 12½
Medium Leaf	17 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower. HELM GLOVER, Secretary.

More Activity in Common Grades

LOUISVILLE, October 16.—Some of the commoner grades of burley seemed stronger in price on the local breaks this week, according to warehousemen. The market was active for the period of the year, sales totaling 1,371 hogsheads. This makes an unfavorable comparison with figures the same week in 1919, when sales reached the unusually large total of 2,106. However, in the same weeks of 1918 and 1917, sales were only 465 and 237, respectively.

Common burley trash seemed to be $1 to $1.50 a hundred higher than the week before and common short leaf averaged about $2 higher. Better grades were firm. Rejections were the lightest of the summer, being but 14 per cent of auction sales, as compared with 19 per cent and 74 per cent for the like weeks of 1919 and 1918, respectively. Receipts were 624, against 1,452 and 193 for the like week of 1919 and 1918, respectively.

Total sales of new crop to date here have been 40,610, against 51,438 and 55,327 for the like periods in 1919 and 1918, respectively. Total sales to date this year have been 45,571, against 50,788, 52,071 and 37,705 for the like periods of 1919, 1918 and 1917, respectively.

A Federal representative was in Louisville this week compiling data for the investigation into alleged manipulation of prices by the large tobacco companies.

Expect 10,000 Members by December

LEXINGTON, Ky., October 16.—Hon. John W. Newman, president of the Burley Tobacco Growers' Association, who returned from Stanford, Ky., today, where a county unit was organized yesterday, reports that a total of 24 counties have been organized to date, and that by November 1 organization will be effected in 50 counties of the Burley district in Kentucky. The organizers will then go into Ohio, Indiana, Missouri, Kansas and West Virginia, where burley tobacco is raised in a number of counties.

Organizers report that much interest and enthusiasm in the movement is being manifested by the tobacco growers, and that a permanent organization of 10,000 members is expected to be in operation by December 1.

Relative to Tobacco Regulations

LOUISVILLE, October 17.—Government bonded warehouses in which tobacco may be stored, and for which receipts that may be hypothecated for loans would be issued, was discussed by Louisville tobacco men at the Tobacco Board of Trade, Eleventh and Main streets, yesterday.

The discussion resulted from a hearing held by Chester Morrill, F. B. Wilkinson and W. J. Ise, representing the Bureau of Markets, United States Department of Agriculture, for the purpose of obtaining views of tobacco men.

It developed at the hearing that warehousemen and others interested in the handling of tobacco will not be required to submit to the new law unless they wish to do so, and that they must register for membership before they can avail themselves of its privileges.

More than a score of warehousemen, growers and dealers attended the hearing, and many questions were asked the government agents, who explained the new act in detail.

The hearing was one of a series being conducted throughout the country, designed to acquaint the tobacco men with the new act, and to obtain any recommendations that may be offered to be embraced in regulations.—*Courier Journal.*

Tobacco Looks Good at Clarksville

CLARKSVILLE, Tenn., October 14.—The farmers have finished housing their tobacco and are curing it. While some small crops were slightly damaged by frost, most of it was cut and housed. The earlier cutting has been cured a splendid color and shows fine body.

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Paducah Market Report

PADUCAH, Ky., October 15.—The weather has continued warm and dry for the past week. All the new crop has been cut and housed. Firing has been general over the entire Western District. The crop has been hanging in the barns as dry as a bone since being cut, and firing is at a standstill until we have a good general rain. On account of the drouth and tobacco not having been in order, the leaf has not run any or the colors become fixed. Indications are that we will have a fair per cent of brown to light brown tobacco of good quality. Some of the early cutting which was damaged by rust will be of common quality, and also some of the later cutting which was cut before it matured will be of common quality. On the whole the crop will be a clean one.

A few straggling loads of old tobacco are still being delivered to the Association prize houses, but the bulk of old tobacco now left in farmers' hands will be carried over by them in the next crop.

W. B. KENNEDY.

Just the Sort of Weather for Curing

LEXINGTON, Ky., Oct. 16.—The tobacco is all in the house now, except for a very few straggling patches. Four weeks of dry weather has allowed it to cure up well, and it is in good order for stripping as soon as a moist season comes. Indications are that there will be a plentiful supply ready for the opening of the tobacco market in December, but the growers, many of them, are determined to have an adequate price for the weed, so that the market may be held back by some sort of organized movement among the farmers of Central Kentucky, until they and the buyers can agree as to the price.

The four weeks of dry weather has about put the entire tobacco crop in order for stripping. The only thing now needed is a season of moisture. Plenty of tobacco will be ready for the opening of the market in December. The county has about 15,000,000 pounds of tobacco to market. It will weigh light. Half of the crop might be said to be of a high quality, half of the remainder is indifferent while the balance will be decidedly off in quality.

Farmers are anxious to know what the weed will bring, for it is upon this summary that farm operations will be based for 1921. The uncertainty of tobacco values have caused prospective land buyers to hold off.

Tobacco Has Been Handled Well

AUGUSTA, Ky., Oct. 17.—Tobacco is all in the barn and the weather has been the very best for putting it in first class condition for market. Only a little has been stripped and as growers here are never in much of a hurry to sell, they are waiting until it is thoroughly cured. There is very little damaged tobacco and a great deal of it was as big as ever grown in the country. The tobacco was handled well, as both time and pains were taken in housing it.

Some Complaint of Houseburn

CARLISLE, Ky., Oct. 16.—Farmers in some sections are complaining that the warm weather is causing tobacco to houseburn, but in most instances the tobacco that is being damaged was cut too green.

A Considerable Crop Reduction

MAYFIELD, Ky., October 15.—The 1921 tobacco crop in West Kentucky will be only 60 per cent as great as the 1920 crop, this is the estimation of the tobacco dealers and growers here. The cause for the short crop is attributed to the low prices being paid for the tobacco, which has caused the farmers to plant light crops. The rust is doing considerable damage to the tobacco in Graves County.

Many Tobacco Barns Burned

HOPKINSVILLE, Ky., October 14.—The burning of three more barns with tobacco crops is reported in Christian County. E. K. Severance, Casky; Mrs. L. V. Adams, Churchill, and Lee Myer, Kirkmansville, had losses averaging about $2,500 each, only partly covered by insurance. Thirty-three tobacco barns have been destroyed in the county since firing season began.

Agree That Organization Is Needed

CLARKSVILLE, Tenn., October 16.—All tobacco growers of this county have been requested to meet at the court house in this city at 10:30 a. m., Saturday, October 23, to decide upon the question of organization.

There seems to be an opinion prevailing among farmers that without organization they will be forced to sell their tobacco this season at a price below cost of production, which, if true, would bring untold hardships to the growers in the Black Patch.

Farmers Willing to Organize

HENDERSON, Ky., Oct. 14.—Tobacco growers of Henderson, Union and Webster counties are planning to form an organization and have invited John W. Newman, one of the leaders in the new burley organization, to come to Henderson and meet with them. The growers say unless prices are above cost of production they intend to hold their crop off the market, prize it and cut out the crop next year.

North Carolina Presses Kentucky

North Carolina is rapidly becoming a rival of Kentucky in the production of tobacco. The estimates of the United States Department of Agriculture of the 1920 crop, made the first of September, indicate that North Carolina will fall very little short of Kentucky in its yield for the current year. The forecast also indicates a decrease in the production of Kentucky tobacco and a considerable increase in the production of North Carolina.

There is nothing in the forecast of the Department of Agriculture to show that the quality of the tobacco grown in Kentucky surpasses that of any State which might aspire to be a rival in the quantity of its output, bare figures as to the condition of the crop and the probable production in pounds being given. But it is known that Kentucky is not in danger of losing its supremacy as a tobacco growing State, even in view of the increased size of the North Carolina crop.

According to the estimates of the Department of Agriculture, Kentucky's tobacco crop for this year is expected to be 442,431,000 pounds compared with 456,500,000 pounds last year. But North Carolina's crop which in 1919 was 310,240,000 pounds, is expected this year to be 424,525,000 pounds, only about 18,000,000 pounds less than Kentucky's yield. Virginia ranks third among the tobacco growing states, with an estimated production this year of 177,586,000 pounds, compared with 131,100,000 pounds last year.

No Bad Results Reported

FLEMINGSBURG, Ky., Oct. 16.—Tobacco has cured up nicely and no bad results from barn burning or any other cause are known. There never was finer grazing weather for the stock for this time of the year, is the expressed opinion of many stock men.

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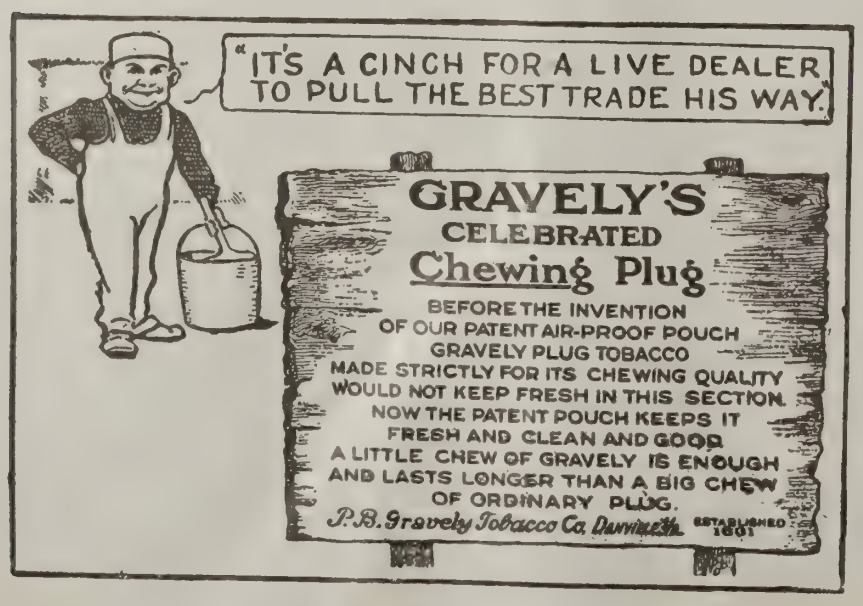

Good Grades in Demand at Lynchburg

LYNCHBURG, Va., October 16.—Another week of small sales on the Lynchburg tobacco market this week, the total being only 22,100 pounds, consisting altogether of brights.

The very light receipt this week is due in a measure to the farmers being busy harvesting their crops, but they also show an inclination to hold their tobacco back awhile.

The market for good grades of bright tobacco was very active, with prices higher than they have been since the season opened, and farmers who have desirable types may expect satisfactory prices. No change was noted, however, in common and nondescript grades.

Dark tobacco is slow coming in, but the farmers are preparing it for market and as soon as the buyers say they are ready for it they will bring it along.

Fair sales may be expected by the latter part of the month.

An Excellent Showing Made

BURLINGTON, N. C., Oct. 18.—With averages on individual loads of tobacco running to $40 and $50 and with general sales ranging from $29.40 to $31.30, Burlington warehousemen are confident that the future will bring forth even better prices for the weed. While the local market is far in advance of any nearby markets, it is pointed out that the price may go still better in this city.

Price Revival at Danville

DANVILLE, Va., October 14.—A price revival on the Danville tobacco market has been in evidence during the past two days. Prices paid yesterday compared favorabzly with those paid for the crop at this time two years ago. Some good leafy wrappers brought as much as $70 per hundred today and the general average was said to be about $28.

Sales Heavier and Prices Higher at New Bern

NEW BERN, N. C., October 16.—Total sales for the week, 323,759 pounds; average price per pound, $.1730. Sold to date of 1920 crop, 1,680,520 pounds; average price per pound, $.1586. Remarks: Sales much heavier and prices on all grades are much higher.

NEW BERN TOBACCO CO.

One of the Best Crops in Years

RICHMOND, Ky., Oct. 17.—With the growing season almost ended, except for the late tobacco and a small amount of late corn that is now maturing, the county's prospects indicate one of the best crops for a number of years.

United States Tobacco Crop Estimates

WASHINGTON, D. C., October 20.—The indications for the tobacco crop of October 1 were for 1,478,788,000 pounds, according to figures which have just been made public by the Bureau of Crop Estimates, Department of Agriculture. This is 75,024,000 pounds less than the estimate on September 1, while the estimate for the crop in December of last year was for 1,389,458,000 pounds. The five year average tobacco crop, 1914, through 1918, was 1,187,708,000. The total acreage this year was 1,859,700,000 pounds, which was 97.8 per cent of the 1919 crop.

Improving the Average

Tobacco breaks have been fairly good each day this week, but the market is not being rushed by the farmers. This is the best way to market the weed—in an orderly way. The quality of the breaks shows some improvement due to the lessening offering of the nondescripts. Prices have stiffened some this week and the general average is now two or three dollars above last week's average.—*Reidsville (N. C.) Review.*

The Quincy Creek Tobacco Co. has been incorporated at Quincy, Fla., with a capital of $250,000. G. H. Malont is president and D. C. Carmichael is secretary-treasurer of the company.

An Advantageous Service

The Richmond-New York Steamship Co., represented in New York by Harris, Magill & Co., Inc., now has two steamers on the route between New York and Richmond, Va. The steamers are the *Lake Francis* and *Lake Stirling*, with capacity of about 1,500 tons each. The sailing days are Tuesdays and Saturdays. The sailing time between New York and Richmond is about forty-eight hours. Freight is received week days—8 a. m. to 5 p. m.; Saturdays—8 a. m. to 12 noon.

The steamship company has announced the following rates in cents per 100 pounds, subject to Southern Classification:

Class	1	2	3	4	5	6	A	B	C	D
Rate	70	60	55	44	34	30	30	34	30	30

These rates represent a substantial saving to the shipper as compared with the all-rail rate.

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Chicago's New Slogan Is "Back to Business"

The Cigar Trade Is Getting a Share of Such Prosperity as There Is—Taylor Books Some Big Orders for Romeo and Julieta—Aaron White Now Represents the Benito Rovira Co.—The Englo Brand Becomes a Big Seller in Wisconsin—Old Time Druggists Are Principals in a Big Real Estate Deal—Manufacturers Voice Opposition to the Open Shop.

CHICAGO, Oct. 15.—At the meeting of the Illinois Manufacturers' Association here, "the open shop" was declared to be "a vital question" in American industry. John M. Glenn, the secretary of the association, is busy planning a "compact open shop campaign." The work initiated soon may extend throughout the entire State.

"It is hoped that holiday prices will do their dropping early."

The M. & M. Importing Co. of New York has opened an office here. It is located in the Monadnock Block. The company features the "Dunhill" line of pipes.

Billy Taylor, the Romeo and Julieta representative, was a recent visitor. He booked many orders.

Lou Frank, who features Gatos in Butte, Mont., called on E. P. Oakes, who is in charge of the Gato business in this territory.

Abe Tannebaum, having sold his cigar store at 76 West Harrison street, has opened a retail store in the Brooks Building, 221 West Jackson Block.

During the world series the Melachrino Cigaret Co. had score sheets on all the cigar store windows. A special crew of men posted the scores each inning.

Very neat Epoca glass signs have been sent the trade by Schwab Bros. & Baer of New York.

Martinez Special Value 8-cent cigars have gone to $70, and now retail for 10 cents. They are made by the Martinez Havana Co.

Sam Arndt, a well known cigar man now located in the retail business in Kansas City, "dropped off" here on his way to Cleveland to attend the world series.

Aaron White, for many years one of the chiefs of the Schinast Natural midwest sales force, has resigned and connected with the Benito, Rovira Co. of New York. He will represent El Arabe and La Confession brands in Illinois, Ohio and Indiana. Aaron White is a cigar salesman, one of the big best type. He has a host of friends throughout the middle west.

Jose Garcia of Perfecto Garcia & Bros. left on a hurry-up trip to their Tampa factory. Ludwig Lasker, their "star" salesman, is still on a vacation, which he is spending in Europe.

Mentor, made by J. J. Schaeffer of Dayton, Ohio, and sold by S. R. Poe, the broker is featured by Louis G. Widduck, 116 North La Salle Street.

Sol M. Bernstein & Co. have taken on the D. A. Garcia clear Havana cigar.

Ryan & Raphael Cigar Co., 28 East Jackson Blvd., has sent a card to the trade announcing Flor De Leon, finest Sumatra wrapped cigars, in special sizes, for 10c., 2 for 25c., and 15c. straight. Gus Jacoby is doing his usual good work in placing Flor De Leon with the Loop trade.

A shortage is noted of Romeo-Garcia mild Havana cigars. Stocks in the hands of the loop dealers are very low.

Englo, the high class cigar made by Englehardt Bros. of Evansville, Ind., will be featured by the jobbing houses of Peter C. Beck & Co., of Racine and the Beck & Malstead Co. of Kenosha, Wis. Both these important deals were closed by Charles Dant for the factory.

"It is the sense of this meeting that to maintain wages and in consideration of the present stocks of materials, principally lumber, now in the hands of the manufacturers, there is no opportunity of making a reduction in present values." The foregoing is the text of a resolution adopted at a meeting of chair manufacturers held here last week.

D. R. Johnson, the chain store owner of Racine, Wis., was a visitor in Chicago. He has closed a deal whereby he will feature Romeo-Garcia mild Havanas. Dave also features Sir-Rahmas and El-Sirrah of Harris & Son Cigar Co. of Newark.

W-B fine cut tobacco is selling well in Milwaukee. The Weyman-Bruton Co. of New York City are at present conducting a newspaper campaign in the Cream city on W-B.

Wagners, Racine's Cafe De Luxe feature Partagas and La Corona imported cigars, Sanchez & Haya and Perfecto Garcia, Tampa made, Condax and Herbert Tareyton cigarettes.

"When troubles start they come one's way like a string of beads," says Frank Cohen, the Lozano booster of Nathan Fox Co. "I hate to think of how much I have lost on account of the Tampa strike," says Frank.

La Plaza, "the right cigar made right, burns right, tastes right," is being advertised in the Milwaukee newspapers. Buxbaum & Co. are La Plaza distributers and D. M. Frank & Co., of New York, are the manufacturers. La Plaza is a long Havana filler, Java wrapped cigar, offered in a 2 for 25 cent and 2-15 cent sizes.

The Hotel George, Racine, Wis., has a very large cigar department. Their cases show almost every well known brand. Teddy George is the owner.

Tony Kleiner, of Lubinsky Bros. & Kleiner, Grand Rapids, Mich., is here over-seeing the work done on their Mungo Park brand distributed by Thorwart & Roehling. The Odin brand is distributed by Franklin MacVeagh & Co.

"Appropriately enough daylight saving will end for the year on Oct. 31. After that date there is no daylight worth saving."

Bill Campbell who used to represent La Venga factory is back again in the cigar business. He now represents Kraus & Co. of Baltimore and is devoting his time to the In-B-Tween brand through Steele, Wedeles & Co.

Chicago's famous "world's busiest corner" comes down stage in the real estate market with one of the biggest real estate deals of the year. Buck & Rayner who operate a chain of loop drug stores, have bought the 15-story Chicago Savings Bank Building and leasehold, at the southwest corner of State and Madison streets. The price paid for the building is stated to be $500,000. The leasehold figures have not been given out. Buck & Rayner is the oldest drug firm in the city. They occupy the first floor and basement of this building.

The American Chicle Co., chewing gum manufacturers, with factories from coast to coast, is another nationally known organization to appreciate the advantages of Chicago as a distributing center. They have leased an entire floor in the new North Pier Terminal building for five years.

The new prices of Cyrilla clear Havana cigars manufactured by Julius Fernbach & Co. are as follows: Smokers, $115; Perfecto Frino, $105; B. Panatela and Rothschilds, $95; Brevas and Washingtons, $115; Panatela Extra, $110; Favoritas, $135; Corona Chica, $130; Elegantes, $145; Cyrilla is one of Chicago's leading cigars.

"Anyway, the overall fad had no chance against the silk shirt mania," says Jerry Clancy.

Tom Gray of the Havana Production Co., Tampa and Key West, was here calling on the trade.

Eger & Co., display the Primanos brand made by R. Steinecke & Co. of New York. The 15-cent and 3 for 50 cents sizes are shown.

F. H. Thompson, who represents the Scotton-Dillion Tobacco Co. "down-State," spent a day here on personal business.

Gus Jacoby, the star looper for the Ryan & Raphael Cigar Co., closed a

big deal a few days ago, when he sold to the Louis Benzinger Co. 100,000 assorted sizes of the Lelia cigars.

Ryan & Raphael Cigar Co. is now busy placing with the trade their new Flor de Leon" sumatra wrapped line, which ranges in price from $75 to $105. Walter Rosbro of the Manufacturers Bureau, closed this important deal with Ryan & Raphael Cigar Co.

"Prices are coming down, but the 5-cent piece still is too timid to venture out without a strong escort."

C. J. Johnson & Co., of Joliet, Ill., will feature the Kelly 1-2-3 brand of mild Havanas made by Harris & Son Cigar Co., of Newark, N. J.

The East 31st Street Business Men's Association is holding its annual fall carnival. Cigar dealers along the street report increased sales, due to the night crowds.

Havana Premos, a 3 for 20 cent cigar, wrapped in foil, is seen in many cases. They are made by the Randall-Landfield Co.

El Ginita, from C. B. Perkins Co., of Boston, are sold here by Lovedale & Healy in the Standard Oil Building.

D. J. Keith of Kohlberg & Co., New York, is here working the Aplomo brand through Ruhstrat-Crowley & Co. He is meeting with much success. And he well deserves it.

Jacob Rosenberg is back from Tampa and is again busy booking orders for the Estos Si made by Fernandez & Fernandez.

The Breitung stor in the Hotel Sherman is drawing big crowds this week. A newly invented window advertising sign has the side-walk packed with people. The cigar featured in the display is the new 10-cent Boulevard size of La Venda brand. The sign, an electrical contrivance, is known as the Drift ad window sign, and it sure does hold the crowds.

H. L. H.

To Assist the States to Build Good Roads

Federal Fund Amounting to $100,000,000 Now Available

Successful tobacco markets in various parts of the country are associated with the construction and maintenance of good roads.

Unless Federal action is taken during the current fiscal year concerning Federal aid in road building the resulting uncertainty as to the future of this work will seriously handicap the States and cause the entire road-building program to suffer a serious setback, according to Thomas H. MacDonald, chief of the Bureau of Public Roads, United States Department of Agriculture. In discussing the need of Federal action this year, Mr. MacDonald points out that the last installments of Federal-aid funds, namely $100,000,000, became available July 1, 1920. When to this is added at least an equal amount of State funds, as required by law if States are to secure Federal-aid, funds will be available sufficient to carry the road-construction program forward for the current year. But MacDonald points out that the States should know at least a year in advance what funds are to be available in order that plans can be made for future construction.

In the accompanying table are shown the last installments of the two Federal-aid appropriations (those of 1916 and 1919) and the apportionments to the several States. The totals represent the sums appropriated less 3 per cent set aside for administration. When these funds have been taken by the States no other Federal aid will be available unless further appropriations are made.

"The last apportionment of Federal funds to aid the States in road construction under the existing Federal-aid act became available July 1," said Mr. MacDonald. "This is the largest apportionment yet certified under the Federal aid act, amounting to $100,000,000, three-quarters of which is derived from the appropriation of 1919 and $25,000,000 from the original appropriation of 1916. A deduction of $3,000,000, or 3 per cent. of the funds, will be made to provide for the expense of administering the Federal aid act by the Department of Agriculture. The balance of $97,000,000 will be divided among the States in proportion to their population, area, and mileage of post roads. The allotments to the several States from the two portions of the fund are given in the accompanying table of apportionment.

"Under the law the States are required to enter into formal agreements with the Secretary of Agriculture for the construction upon which this money the large funds which now become available. They expect to be able to handle them. What is of greater concern to them at this time is the condition which may result if Federal appropriations are permitted to lapse. The highway departments should know at least a year in advance what funds are to be available in order that plans may be made for future construction. Unless, therefore, further Federal action is taken, in the coming year, the States will be left in doubt as to the future policy of the Government, and the amount of money they must be prepared to expend. Such a contingency would involve a serious setback to the progress of road construction, and should be avoided by early congressional action."

The following table shows the last apportionment by States:

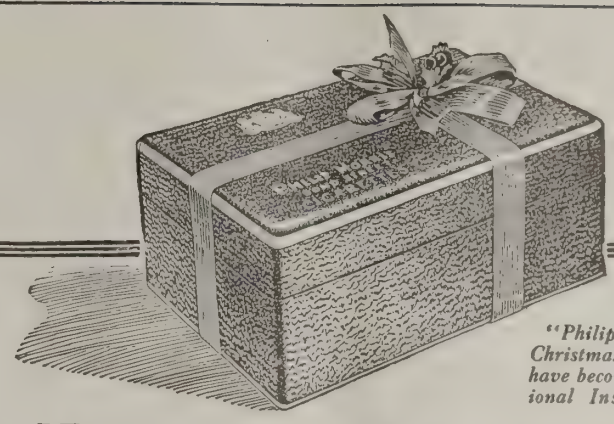
Federal-aid funds for road building, which became available to the States July 1, 1920.

State.	Apportionment of last installment of 1916 Federal appropriation.	Apportionment of last installment of 1919 Federal appropriation.
Alabama	$526,220.88	$1,578,662.63
Arizona	343,411.04	1,030,233.12
Arkansas	421,294.52	1,263,883.57
California	763,668.88	2,291,006.63
Colorado	438,939.79	1,316,819.38
Connecticut	153,337.36	460,012.07
Delaware	40,668.70	122,006.11
Florida	286,861.98	860,585.94
Georgia	674,287.74	2,022,863.22
Idaho	306,512.48	919,537.45
Illinois	1,091,266.98	3,273,800.93
Indiana	671,763.32	2,015,289.95
Iowa	720,332.18	2,160,996.56
Kansas	717,811.16	2,153,433.46
Kentucky	487,938.86	1,465,816.57
Louisiana	340,557.78	1,021,673.35
Maine	240,057.54	720,172.62
Maryland	216,749.65	650,248.96
Massachusetts	368,197.21	1,104,591.62
Michigan	722,916.99	2,168,750.98
Minnesota	710,522.33	2,131,567.00
Mississippi	451,889.29	1,355,667.88
Missouri	846,974.90	2,540,924.70
Montana	501,747.53	1,505,242.60
Nebraska	533,435.50	1,600,306.43
Nevada	319,086.11	957,259.32
New Hampshire	103,709.73	311,129.20
New Jersey	296,889.11	890,667.34
New Mexico	399,616.96	1,198,850.89
New York	1,242,973.28	3,728,919.83
North Carolina	569,763.45	1,709,290.35
North Dakota	384,056.95	1,152,170.85
Ohio	926,561.70	2,779,685.11
Oklahoma	575,619.53	1,726,858.75
Oregon	394,038.01	1,182,114.02
Pennsylvania	1,147,986.51	3,443,959.54
Rhode Island	58,314.22	174,942.65
South Carolina	359,004.76	1,077,014.28
South Dakota	403,944.86	1,211,834.58
Tennessee	565,478.48	1,696,435.42
Texas	1,465,399.62	4,396,198.84
Utah	282,393.91	847,181.75
Vermont	112,519.27	337,557.82
Virginia	494,418.46	1,483,255.37
Washington	361,156.95	1,083,470.84
West Virginia	265,038.19	795,114.58
Wisconsin	636,236.34	1,908,709.01
Wyoming	308,428.96	925,286.88
Total	$24,250,000.00	$72,750,000.00

North Carolina Farmers Union Elects Officers

CHARLOTTE, N. C., October 15.—The 13th annual convention of North Carolina Farmers' Union in session in Concord since Tuesday night adjourned Thursday. R. W. H. Stone was again elected president, making his second term. Other officers elected were: Dr. J. M. Templeton, of Wake, vice-president; W. L. Bagwell, of Wake, secretary and treasurer; J. S. Davis, of Burke, doorkeeper; R. F. Berry, of Burke, conductor; J. M. L. Lyerly, of Rowan, chaplain; Dr. H. Q. Alexander, of Mecklenburg, E. C. Fairs, of Guilford, W. B. Gibson, of Iredell, J. L. Cherry, of Edgecombe, and Orlin Cruse, of Rowan, executive committee. The date and place of the 1921 meeting will be announced later by the executive committee.

E. C. Faires, of Guilford, was defeated for secretary and treasurer after holding the position for 13 years, he having been the first secretary and treasurer of the organization.



"Philip Morris Christmas Packages have become a National Institution"

PHILIP MORRIS

for your Christmas Trade

A LIMITED quantity of Philip Morris Cigarettes will be packed in beautiful holiday boxes, containing 10 regular packages of Philip Morris 10s (100 cigarettes) Cork or Plain

No Extra Charge for Xmas Packing

Order from Your Jobber

NOW!

MURAD

THE TURKISH CIGARETTE

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

ARRIVING FROM EUROPE

In the last century 34,000,000 Europeans entered the United States, and in that time the population of this country increased 97,000,000. From 1820 to 1830 the number of immigrants was less than one per cent of the increase in population. In the next ten years this one per cent had grown to 12 per cent; in the next ten years immigration had become more than 16 per cent. In the ten years ending 1860 more than 25 per cent of the population had come from beyond this country's borders. In the next decade, that of the civil war, the foreign addition was slightly more than 28 per cent, and between 1870 and 1880 the total of immigration was about 19 per cent; and then came an era of great additions, that is between 1880 and 1890, when there poured into the country 5,246,613 immigrants, being about 42 per cent of the increase in population. With the decade ending in 1900 there was a sharp decrease in immigration, and the proportion of foreigners was only about 23 per cent of the increase, but in the decade ending in 1910 there was a decided increase in the number of aliens, the increase being 15,977,691, and the immigrants alone numbering 8,795,386.

Now comes the decade closing with 1920, when it is estimated, that the increase in population will be 14,000,000, with immigrants numbering 6,100,000, a ratio of 43 per cent, with the cause of course obvious in the check put upon the westward movement by release of war. In only six years of the 100 has the total number of immigrants exceeded 1,000,000 these years being 1905, 1906, 1907, with the record of 1,285,349; 1910, 1913 and 1914. When the tide of immigration was stopped by war there passed into America in that year, 1,218,480 aliens. Of the 34,000,000 aliens making the new America in the last hundred years nearly one-fourth came from Ireland, England, Scotland and Wales. Germany sent the second largest number, Italy the third, Austria-Hungary the fourth and Russia the fifth. Scandinavia in proportion to its population has contributed the large number of 2,134,414.

The port of New York is in the midst of an immigration wave that is expected to last for months, and some of its features are these: There is an unusually large number of Spaniards coming as mechanics and farm hands. Italy is sending the largest number of immigrants and Ireland is contributing a considerable total. It is eastern Europe that is flocking to America in large groups, and Scandinavia, too, is continuing her donation. Russia, Germany and Austria, however, are not now listed among the new people. Many of the Italians coming are reservists who left this country for war and are now back for good, bringing their families. The type of the new immigrant is high, and there are comparatively few rejections because of the literacy test, and there is also little radicalism among these aliens.

"It is noteworthy," declares the editor of the Chicago *Commerce*, "that stowaways are coming in increasing numbers. Emigration from America has also been heavy, but most of those departing propose to return with their families."

Another point which a survey of the new immigrant in mass discloses is that most of these people are attracted in no small measure by the fact that America's entrance into the war was from democratic ideals and not for profit. As to emigration, be it said that from July 1 of last year to June 30 of this year departure of aliens from New York aggregated 334,254, as against an inflow in the same time of 314,468; but it should be remembered that the normal departures each year before the war were about 350,000 to 500,000 and the inflow averaged about a million. Generally speaking, not a ship comes from Europe that is not loaded to capacity, and this in spite of the strict passport requirements of the war, which are still in force in this country.

HOLZMAN GOT THE LION'S SHARE

Joseph Holzman, tobacco importer and dealer, of 185 Water street, New York, through his buyer at the Amsterdam Inscriptions, secured the Lion's share of last week's sales. In other words, his purchases aggregated more than those of any other buyer. Of the 500 bales sold, Mr. Holzman bought 129 bales, as follows: 25 bales, Deli Ma/E; 63 bales, Senembah Ma/KEH; 20 bales, Senembah Ma/K; 15 bales, Amst. Deli Cie/A; 6 bales, Deli Ma/Deli Toewa. First and second sizes, various undermarks. Mr. Holzman can be congratulated on his purchases. The quantity is important, and the quality is such as to guarantee quick turn-overs.

U. S. Tobacco Imports During August Compared

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	AUGUST— 1919 Quantity.	AUGUST— 1919 Value.	AUGUST— 1920 Quantity.	AUGUST— 1920 Value.	EIGHT MONTHS ENDING AUGUST— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco:										
Leaf, product of the Philippine Islands.....lbs..free..			338,844	62,869			550,674	124,621	1,118,354	218,757
Leaf, suitable for cigar wrappers.....lbs..dut..	112,582	183,726	1,615,566	3,319,372	5,572,556	8,255,820	3,544,816	5,728,085	4,843,706	8,794,290
Imported from—										
Netherlands	20,931	32,528	1,296,607	2,967,100	1,315	2,023	24,779	38,917	4,203,279	8,029,210
Canada	47,149	66,193			78,412	180,821	365,385	419,347	17,225	33,590
Cuba	2,655	11,377	2,168	10,372	142,418	185,772	24,812	59,582	21,056	71,379
Dutch East Indies	41,847	73,628	316,729	341,845	5,325,231	7,861,658	3,129,553	5,210,152	554,279	603,043
Other countries			62	55	25,180	25,546	287	87	47,867	57,668
All other leaf.....lbs..dut..	2,881,568	2,445,596	5,939,996	7,175,749	55,009,190	29,814,832	49,625,347	44,416,302	57,462,488	50,175,867
Imported from—										
Greece	383,849	383,748	675,475	862,956	13,222,137	12,799,182	16,485,469	17,968,631	8,065,218	7,541,555
Turkey in Europe									2,611,824	2,113,313
United Kingdom			3,431	5,353	2,258	2,236	94,146	91,253	411,848	318,579
Mexico			154	43	277,756	86,031	2,566	1,073	2,826	3,516
Cuba	949,210	967,719	2,047,145	2,495,973	15,235,439	12,085,386	14,827,294	14,129,245	16,866,923	18,236,549
Dominican Republic	254,447	34,312	76,325	33,014	8,742,064	1,022,745	4,586,369	821,497	3,711,506	631,306
Turkey in Asia			1,454,330	1,442,617					15,261,832	14,679,619
Other countries	1,294,062	1,059,817	1,683,136	2,335,793	17,529,536	3,819,252	13,629,503	11,404,603	10,530,511	6,651,430
Total unmanufactured..lbs..	2,994,130	2,629,322	7,894,406	10,557,990	60,581,746	38,070,652	53,720,837	50,269,008	63,424,548	59,188,914
Manufactures of—										
Cigars, cheroots, and cigarettes—										
Product of the Philippine Islands—										
Cigars and cheroots..lbs..free..	283,172	499,437	499,848	1,006,831	2,859,052	3,272,664	2,747,822	4,560,752	3,265,200	6,483,595
Cigarettes.....lbs..free..	388	286	762	758	6,158	5,028	4,401	5,555	8,070	10,984
All other—										
Cigars and cheroots..lbs..dut..	51,769	428,657	62,401	503,211	288,210	1,719,764	265,126	2,044,117	429,331	3,386,608
Cigarettes.....lbs..dut..	244	1,479	569	3,437	3,340	14,026	48,853	58,660	10,583	55,314
Total cigars, etc.....lbs..	335,573	929,859	563,580	1,514,237	3,156,760	5,011,482	3,066,202	6,669,084	3,713,684	9,936,501
All other manufactures of .....lbs..dut..	11,181	6,150	41,333	25,903		68,049	128,980	82,833	170,704	153,106
Total manufactures of.....		936,009		1,540,140		5,079,531		6,751,917		10,089,607

MONTHLY AVERAGE IMPORT PRICES	Unit.	1919 Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar.	Apr.	May.	June.	July.	Aug.
Tobacco, leaf:														
Suitable for wrappers	do	1.63	1.30	.90	.875	1.32	1.44	1.19	2.46	1.21	1.34	1.57	2.00	2.05
Other	do	.849	.769	1.03	662	.578	.613	.892	.901	.856	.842	.835	.895	1.21
Pipes and smokers' articles:														
Cigarette books, covers, and paper .....dut..		369,076		785,722			6,154,845				4,652,737			3,021,279
Pipes and other smokers' articles .....dut..		14,043		91,446			154,107				82,941			414,771

U. S. Tobacco Exports During August Compared

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	AUGUST— 1919 Quantity.	AUGUST— 1919 Value.	AUGUST— 1920 Quantity.	AUGUST— 1920 Value.	EIGHT MONTHS ENDING AUGUST— 1918 Quantity.	1918 Value.	1919 Quantity.	1919 Value.	1920 Quantity.	1920 Value.
Tobacco:										
Unmanufactured—										
Leaf.....lbs..	77,320,206	26,704,279	40,957,653	19,452,389	243,418,658	74,463,857	505,473,121	157,820,089	318,686,323	168,882,266
Exported to—										
Belgium	4,836,014	1,142,925	2,068,377	534,912			23,081,816	5,632,176	18,764,615	5,081,634
Denmark	828,699	191,079	473,680	227,122			11,653,231	2,753,104	4,148,533	1,587,086
France	5,906,546	1,000,301	5,278,959	1,289,888	41,416,318	6,987,814	72,003,497	11,314,529	44,251,429	13,229,155
Italy	6,051,584	1,288,947	2,458,016	725,766	24,059,075	3,508,758	31,917,938	5,950,733	23,165,664	6,936,931
Netherlands	7,981,432	1,967,982	2,025,906	650,469			28,022,813	6,172,741	17,771,171	5,207,894
Norway	1,413,581	502,200	251,613	96,839	2,974,364	672,353	7,524,000	2,360,930	3,905,290	1,458,016
Portugal	910,740	228,654	684,285	192,420	908,815	233,227	6,551,332	1,471,635	1,455,750	443,885
Spain	779,242	196,635			1,175,944	147,080	14,947,619	2,538,179	2,441,495	382,610
Sweden	859,475	168,499	1,261,008	287,637	670,283	133,549	10,105,032	4,437,194	7,713,873	2,697,412
Switzerland	447,020	90,371	197,447	98,966	331,605	80,385	10,939,742	2,533,444	2,123,112	777,962
United Kingdom	38,082,863	16,523,460	14,363,170	9,598,096	115,768,034	43,278,466	221,639,388	86,775,813	109,437,622	84,918,178
Canada	1,330,403	585,278	2,226,946	1,197,157	16,595,131	6,291,898	10,385,827	4,576,478	12,691,718	7,473,523
Mexico	215,477	82,456	223,080	52,019	1,103,546	155,718	1,313,122	311,402	1,250,192	281,005
Argentina	1,084,209	376,317	442,860	150,028	2,645,976	471,811	4,162,463	1,256,829	1,913,327	637,549
China	1,346,005	437,267	1,055,841	328,805	9,840,298	3,917,477	6,735,602	2,874,209	13,816,230	10,237,287
Honkong	717,644	188,444	365,915	43,910	4,446,986	1,720,123	4,966,352	1,917,327	2,907,488	952,927
Japan	8,381	4,389	287,585	284,573	3,432,966	1,273,766	3,513,172	2,033,517	5,137,932	4,015,616
Australia	966,777	490,542	2,696,475	1,774,595	7,005,079	2,907,132	10,782,679	5,500,668	15,180,554	11,611,582
British West Africa	2,049,697	674,628	314,911	134,952	5,838,724	1,312,816	9,328,744	2,909,816	8,900,040	3,392,737
French Africa	444,737	138,144	184,478	77,389	1,887,929	462,214	6,695,025	1,825,689	2,894,701	920,102
Other countries	1,059,680	425,761	4,097,101	1,197,846	3,317,555	900,240	9,203,727	2,673,676	18,715,390	6,639,175
Stems and trimmings.....lbs..	2,006,841	82,960	1,589,102	84,568	23,070	5,769	3,415,885	173,119	7,760,185	430,246
Manufactures of—										
Cigarettes.....M..	1,097,596	2,587,870	1,214,817	2,824,823	8,332,449	16,206,193	9,107,361	19,307,200	11,514,335	26,542,524
Exported to—										
Belgium	114,725	320,804					1,070,537	2,796,140	941,146	3,132,080
Denmark			3,000	9,400					61,417	207,509
France					788,913	2,527,522	530,392	1,723,223	39,099	125,986
Italy	9,350	25,930	252,900	619,188	28,988	79,860	317,224	776,010	1,878,485	4,751,564
Netherlands	107,740	324,649	25	300	1	10	236,004	715,139	206,841	618,978
United Kingdom	276,065	833,472	240	657	1,264,587	3,299,969	977,961	2,787,686	180,343	562,499
Panama	4,689	17,526	14,122	52,345	37,226	110,595	65,333	225,395	106,193	352,918
China	437,050	685,920	642,080	1,232,753	4,534,333	7,562,652	4,596,713	7,461,231	5,195,277	9,447,296
British India	775	3,275	209,600	629,650			167,830	552,427	1,059,610	2,875,817
Straits Settlements	32,000	41,841	25,450	39,168	728,383	923,852	503,500	720,903	871,039	1,497,266
Siam	20,000	27,300	2,500	3,150	153,000	222,483	183,806	240,350	160,750	205,058
Philippine Islands	8,925	37,214	23,205	113,509	49,015	173,505	48,053	223,097	178,461	754,737
Other countries	86,277	270,030	41,695	124,703	748,003	1,305,765	350,008	1,076,594	635,674	2,010,816
Cigars and cheroots.....M..	2,510	866,905	2,340	851,550	10,101	3,666,001	29,319	$668,970	45,906	$999,930
Plug.....lbs..	265,988	137,290	743,784	329,128	3,787,340	1,377,066	3,963,970	1,847,972	3,847,049	2,008,904
Smoking.....lbs..	517,705	294,565	393,123	203,479	3,005,144	1,779,358	4,529,829	2,280,019	2,536,354	1,372,828
All other		82,000		66,730		330,832		953,455		876,259
Total manufactures of.....		3,168,633		3,478,410		20,373,453		25,063,616		31,800,4

MONTHLY AVERAGE EXPORT PRICES	Unit.	1919 Aug.	Sept.	Oct.	Nov.	Dec.	1920 Jan.	Feb.	Mar.	Apr.	May.	June.	July.	Aug.
Tobacco, and manufactures of:														
Leaf	do	.345	.337	.39	.43	.407	.455	.457	.578	.515	.612	.572	.605	.475
Cigarettes	M	2.36	2.58	2.80	2.60	2.60	2.82	2.55	2.39	2.05	2.17	2.06	2.27	2.32
Plug	Pound	516	.563	.49	.566	.546	.575	.50	.563	.533	.526	.574	.54	.442

COOPERATION

"It is our policy to stand behind our product and behind *you*, who have made possible our tremendous volume of sales. We wish to serve you and co-operate with you by every means in our power."

YOUR success is our success; your failure is our failure; we stand or fall together.

Long ago we recognized the truth of these words and we have tried consistently to build up our business by cooperating with our customers to ensure their success. We study their interests and promote their welfare, for only by so doing can we achieve permanent success for ourselves. To be sure, a temporary advantage might be gained by pursuing a selfish policy, but it would be short-lived and would defeat its own end.

TO enumerate all of the ways in which we cooperate with wholesalers and retailers alike would be impossible here —they are many and varied. We would call attention to two only; one, our advertising in newspapers and on billboards; and two, a continuous flow of window posters, attractive, and designed to sell goods.

Our "cooperation" is a real "working together" for the common end of serving the public.

The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York City

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

Plantations,
West Suffield,
Poquonock,
South Windsor,
E. Windsor Hill

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET
Hartford, Conn.

N. Y. Office,
125 Maiden
Lane
Warehouse,
12-24 Mechanic
Street

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
219 State Street - - - HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

THE FARNHAM TOBACCO CORPORATION
GROWERS AND PACKERS
Connecticut Shade and Broadleaf Tobacco
Office: 67-69 Temple St., Hartford, Conn.
PLANTATIONS — South Windsor, Conn.

A Tobacco Suit That Excites Great Interest

A Resuscitated New Jersey Corporation Appears as Plaintiff in Litigation Relative to an Equity in 100 Acres of Valuable Tobacco Land at North Bloomfield, Conn.—A Rearrangement of the Case of William Eggert Against the Windsor Tobacco Growers Corporation and Alfred Olds—Activity in Taking Down Tobacco Is Deferred Until a Damp Spell Comes.

HARTFORD, Conn., October 18.—Ignored or disregarded for years, supposed to be defunct, the American Sumatra Tobacco Co., a New Jersey corporation, has been dragged out of the grave. Or, it could be said that the ghost of this New Jersey corporation now appears as a plaintiff in court here.

But, be it noted that the resuscitated American Sumatra Tobacco Co. of New Jersey is not related in any way to the great and active company now having the same name.

By legal procedure brought again into notice, the American Sumatra Tobacco Co., of N. J., becomes a conspicuous litigant.

Preliminary to the resurrection of the company, last May, a suit was instituted by William Eggert of Bloomfield, Conn., against the Windsor Tobacco Growers' Corporation before the Superior Court at Hartford.

It was an unusual case.

The court was asked to decide whether certain deeds and bond for a mortgage which the once owner of the equity has a right to redeem, or whether failure of performance on the bond has precluded such proceeding and the former owner is barred from disturbing the present owner.

The whole controversy is over about 100 acres of tobacco land in North Bloomfield, Conn., which Fred B. Griffin, and adjoining owner, testifies is worth about $50,000.

The Eggerts became involved in 1901 and the Bowker Fertilizer Co., foreclosed its mortgage.

By agreement and for the benefit of the Eggerts at the time of the foreclosure the title was passed to Henry, Albert and Ira Tucker under agreement that the Eggerts could have the land back when they had paid off some of the indebtedness.

The Tuckers in 1903 sold the property to the Windsor Tobacco Growers' Corporation practically for the indebtedness, with another agreement that the Eggerts were to have the property back by paying up the $5,836 and assuming the mortgages within a year. They did not do this and in May, 1904, the corporation sold the property to A. W. Olds.

A little less than 15 years afterward the Eggerts started suit to recover the property. They proceeded upon the theory that the deeds accompanied by the agreements were a mortgage which they can redeem.

The defense was that they were barred by the statute of limitations and by laches, having waited until the property had been greatly improved by Mr. Olds and in fact had doubled in value.

While the case was being tried, complications multiplied. In court, it developed that in 1904 Edward Eggert assigned all his rights in the property in question to the American Sumatra Tobacco Corporation of New Jersey, long forgotten and not to be confused with the present American Sumatra Tobacco Co.

Judge Maltbie allowed Mr. Eggert to tell about this complication. According to Mr. Eggert's testimony the concern was incorporated in 1903 by a Mr. Pickering of New Jersey, a Mr. Safford of Worcester, Mass., and himself. The late Samuel E. Elmore, then president of the Connecticut River Banking Co., was one of the first directors and the treasurer, and at one time Martin Welles served temporarily on the directorate.

Mr. Eggert was the main stockholder and he said that he was given $100,000 of the stock, and was to have been paid $4,250 in cash for his equity in the Bloomfield farm and for his secret processes for growing tobacco. It appeared that at one time Mr. Eggert had 997 shares of the stock. He said $7,800 worth were sold, of which $7,300 was paid into the treasury, but he never got his $4,250. Edwin J. Somers, of Worcester, Mass., was the agent for the sale of the stock and subscribers were to get their money back if he did not sell $50,000 in three months. Mr. Eggert assigned his interest in the farm to the corporation July 22, 1904, but the required amount of stock was never sold; a Worcester stockholder brought a fraud suit, but it was withdrawn and the corporation went out of existence.

Through prior deals Eggert had transferred title to the farm to the Windsor Tobacco Corporation under an agreement he could have it back upon payment of certain indebtedness within a certain time. Under this agreement he sought to recover the land which had been held fifteen years by Alfred W. Olds, to whom the Windsor Tobacco Growers' Corporation sold it in 1904 after the expiration of the time limit.

As the evidence went to show that Eggert's equity, whatever it was, perforce had been assigned and transferred to the short lived and moribund American Sumatra Tobacco Co. of New Jersey, the suit terminated, no decision being made on the merits of the case. However, since judgment necessarily was deferred until a new trial could be had, opportunity at least was made for the New Jersey corporation to appear as a plaintiff.

And now the case is in court again, tobacco men are wondering what the outcome will be.

Mild weather continues. Conditions remind one of early September, cool nights and warm days; only in a few sections has there been a frost, and then a light freeze that touched the stump suckers.

The mornings along the Connecticut river are foggy and growers have succeeded in dampening the bottom tiers of tobacco in barns sufficiently to take them down.

The tobacco shows up extra fine in quality, it is good bodied and very free from shed damage.

Growers are now anxiously awaiting a genuine damp time so as to take down and get busy getting the tobacco in the bundle and ready for the warehouse.

Most of the warehouses that handle shade and primed Havana have already opened up with a good force of assorters, tiers and sizers. They too want a damp spell soon or else they will have to temporarily close down while waiting for tobacco.

The warehouses that handle stalk cut tobacco are waiting for a damp so that

(*Continued on page* 48)

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
196 Water St., New York

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK
CORNWALL & STEVENS, Inc.
84 William Street, New York
Insurance Engineers and Brokers Risks Covered Throughout U. S.
FIRE-MARINE-BOILERS and LIABILITY INSURANCE
Members Tobacco Association of United States

SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

American Sumatra Tobacco Co.

131-133 Water Street, New York

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

Cable { New York—Muselano / Habana—Lamelvlile
SELGAS & CO.
Leaf Tobacco Dealers
NEW YORK 128 Water St.
HAVANA, CUBA. 138-140 Consulado St.

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
Importers of Havana Leaf
Zulueta 44 Havana, Cuba
152 Front St. New York

LESLIE PANTIN
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MENDELSOHN & LEVISON
Exporters & Commission Merchants
HAVANA LEAF TOBACCO
The Greatest Stripping Facilities in Cuba
ZULUETA 44-46 HABANA, CUBA

HIJOS DE DIEGO MONTERO
S en C
COMMISSION — EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cuba's Most Excellent Tobacco Crop

Assurances That the 1920 Yield Is of Unusually Fine Quality —Estimates Are from 200,000 to 240,000 Bales of Remedios, 100,000 Bales of Vuelta Abajo, Semi Vuelta 25,000 Bales and Partido 30,000 Bales—Leaf That Will Satisfy the Most Exacting Cigar Manufacturer.

HAVANA, October 12.—Behold the finest tobacco crop Cuba has produced in years.

Mira! Take note of the magnificent quality.

See how beautiful the leaf appears.

Examine minutely, inspect the texture, observe the grain, admire the color, test the burn; could there be better body, finer character or aroma more agreeable?

Perceive how exquisite is the taste. Get the flavor, enjoy the fragrance.

Ah! Such tobacco brings tears of joy to the eyes of old-timers.

The 1920 crop will be a renowned yield in Cuba. In everything, except perhaps in price, the tobacco grown this year will satisfy even the most exacting cigar manufacturer.

Of Vuelta Abajo, from the districts of San Juan and San Luis, about 100,000 bales are expected.

Prices now "around $100" for a bale of 100 pounds. But, because of the unusually good quality of the tobacco as well as the eager demand anticipated, "dealers are afraid" that prices may be considerably higher.

Special emphasis is placed on the excellence of the tobacco. In fact, some say "Vuelta Abajo this year is the best ever."

Estimates differ concerning the amount of Remedios; experts do not agree regarding the quantity, the yield being placed somewhere between 200,000 and 240,000 bales, but all declare that "Remedios sure is good." Prices are reported as ranging from $45 to $50 per 100 pounds, for the better Santa Clara grades, and $35 to $45 for other tobacco not quite so desirable.

Semi-vuelta, the middle district, reports a probable crop of 25,000 bales, with an average price of $70, also with a rising tendency. The tobacco is said to be of unusual quality.

Of tobacco grown in the north coast zone, the estimated crop is 25,000 bales, prices averaging $32.

The Partido district counts on 30,000 bales at a range of prices somewhat better than those obtained for previous crops.

A Review of the Month

From the *Times* of *Cuba*

Cigars exported from Cuba to various foreign countries from the latter part of August to the latter part of September, 10,567,135.

Cuba has supplied the Argentine Republic, during the period of the latter part of the month of August to the latter part of the month of September, 869,500 cigars, manufactured of our best grade tobacco.

Of the above cigars shipped to foreign countries, France, Spain, England and the United States, got a very large percentage, and the southern American countries got their share also.

The statistical data shows that during the month of August, Cuba has exported to foreign countries about 249,000 bales of tobacco, stemmed and unstemmed, and that these shipments have brought an average price of about $1.07 to $1.09 per pound, according to the prices paid for the tobacco by the buyers.

Number of bales of leaf tobacco shipped during the month of September and the merchants making such shipments.

	Bales
Allones, Ltd.	640
Compañia General de Comercio	210
Luis F. de Cárdenas	124
Mark A. Pollack	3,070
Menendez & Co.	1,830
Manuel Suárez	831
Tomás Benitez León	275
Cuesta Rey & Co.	110
J. Bernheim & Son	2,136
Walter Sutter & Co.	1,672
Cuban Land & Leaf Tobacco Co.	1,610
Sobrinos de A. González	909
Leslie Pantin	2,180
Manuel Garciá Pulido	103
Fernandez Grau y Hno.	289
Mendelsohn & Levison	897
Sidney Rothschilds	736
Bruno Díaz & Co.	239
F. Bernal	658
General Cigar Co.	320
Abraham Haas	982
Manuel Abella	427
Havana Tobacco Stripping Co.	158
García & Co.	750
Hinsdale & Smith	940
Herman Diehl	200
Havana Tobacco Export Co.	458
Arturo Cobo	252
I. Kaffenburgh & Son	583
Selgas & Co.	323
Aizala & Co.	414

The planters in the Vuelta Abajo district have already started to plant seeds for the coming crop, and expect to raise a splendid class of tobacco as the vegueros are going at the planting of tobacco this year with the same vim and enthusiasm as in former years, regardless of what may be stated to the contrary.

It is a difficult matter to predict just what the outcome of the present situation will be in the near future, and more so if one takes into consideration the special circumstances in which this country is placed on account of the approaching elections to be held in November, and the financial strain through which the business men are now going through, after the enormous prices received for sugar during the two or three past years.

Our tobacco market is rather quiet right at the present moment, and the tobacco planters as well as the tobacco merchants are feeling the effects of such state of affairs, and consequently great anxiety is prevailing among the tobacco men in general, as any changes that may occur in the standardizing of prices in the tobacco market will affect most of the tobacco merchants and cigar manufacturers who bought their entire supply of tobacco some time ago, when the prices were as high as they could be. We do not mean to insinuate that a fall will occur in the prices of tobacco, not at the present historical moment at least, but we do think that most of the planters and merchants, that are having their troubles in trying to recover what money they have invested in the present crop and secure at least a small margin of profit, are feeling rather discouraged by the quietness of the market. Many of them are beginning to become pessimistic about the future results of their efforts in trying to make the leaf tobacco business a paying proposition on a profitable basis.

Of course we must bear in mind that there are hundreds of thousands of dollars invested in this country right now

Cable "Quinto" P. O. Box 992
WALTER SUTTER Y CA
COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

that must be turned over sooner or later in order to keep the ball rolling for the coming crops, and that the only way that they can accomplish this purpose is by maintaining the standard of prices until conditions are changed so as to harmonize the interest of all parties concerned.

The tobacco now stored away by the leaf dealers, and what is still left in the hands of the vegueros in their packing houses, is of the very best quality, there has never been any better tobacco raised in this country before; that is proven and conceded by the great majority of the tobacco men, manufacturers as well as leaf dealers and foreign purchasers.

Purchasers from the United States are not very anxious to place their orders for leaf tobacco at the present, but they will no doubt be compelled to purchase enough tobacco very soon to help them manufacture the cigars for the holiday trade.

Everyone is aware of the fact that the cigar factories in the City of Tampa have been closed down for at least eight months on account of a general strike that was declared by their workmen in all shops, and this naturally has contributed to the lack of large sales during the present year for, as we all know, Tampa is the largest clear Havana manufacturing center of the United States, and our leaf tobacco is used there in large quantities.

If the labor trouble in Tampa should be settled by arriving at some mutual understanding between the manufacturers and workers, we could still expect the Tampa manufacturers to make heavy purchases, because they could fill their factories to full capacity with cigarmakers and manufacture a large quantity of cigars to supply their most urgent orders for the holidays, but, if conditions do not change and the holiday season goes by without a complete understanding between the contending forces, no matter how large a number of working men the factories may be operating with, they will not be able to properly produce the number of cigars needed, and consequently will have no need of buying much leaf tobacco for some time to come.

The vice-president of the General Cigar Co., established in the United States, with a branch office here in charge of José Lozano, Lawrence B. Gunst, is spending a few weeks in Havana, looking over the interests of his firm here.

José Menendez, who owns the packing house situated on Galiano street 102, has left on a short vacation to New York, going via Key West, promising to return soon.

Benjamin Cosio, general manager of the José Lovera factory at Tampa, Fla., after spending some time in Havana looking over the tobacco situation, has gone back to his home city, promising to return shortly provided the cigarmakers' strike is ended soon.

Abraham Haas, the enterprising tobacco merchant, has returned from his trip to the United States recently and is on the job selecting the leaf and placing them where they belong.

To take a view of the tobacco market, Simon Ruppin, of the firm of S. Ruppin, Inc., has arrived from New York and will remain in Cuba for a short time.

Harry Mendensohn has returned from his visit to Key West with his family.

The originator of the five-cent smokes in the city of Tampa, Val M. Antuono, manufacturer of the "C. H. S." cigars, has just returned to the city that has a patent on cigarmakers' strikes, after making some good purchases of our Cuban leaf.

Antonio Dejú has changed his place of business from Calzada del Monte 94 to Figuras 26, where he expects to remain until he is able to secure better quarters.

Mat Wengler, one of the enterprising members of the firm of Wengler & Mandell, cigar manufacturers of the city of Chicago, Ill., after spending a few days in this city purchasing some fine tobacco for his firm, has returned to his home city.

CIGARS FROM CUBA

Per S. S. Morro Castle. Arr. Oct. 18.
Consignees:

New York—	Cases
N. Y. & Cuba Mail S. S. Co.	57
Park & Tilford	65
Acker, Merrall & Condit	15
G. S. Nicholas & Son	50
G. W. Faber, Inc	46
Duncan & Moorehead (Philadelphia)	10
Charles & Co	12
Alpers & Mott	1
B. Wasserman Co	20
United Cigar Stores Co	13
Robert E. Lane	13
Benson & Hedges	4
A. J. Billin & Co	2

CIGAR BANDS FROM CUBA.

Per S. S. Morro Castle. Arr. Oct. 18.
Consignee:

New York—	Cases
Garrett H. Smith	1

CUT TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Oct. 18.
Consignees:

New York—	Cases
Park & Tilford	5
United Cigar Stores Co	1

TOBACCO FROM CUBA.

Per S. S. Morro Castle. Arr. Oct. 18.
Consignees:

New York—	Bales
J. D. Richardson & Co	100
J. Bernheim & Son	526
S. Rossin & Sons	300
Manuel Pendas	10
L. Dankowitz	54
M. Schwartz	134
P. Lorillard Co	210
Schuster Bros. (Milwaukee)	27
	Packs
J. Fernandez	5
F. Miranda & Co	49
E. Rosenwald & Bro	50
R. Suarez & Co	10
D. Goldberg	5
L. Villar	2
Stern, Mendelsohn Co	71
J. Bernheim & Son	50
T. D. Downing & Co	92
M. Schwartz	5
Bayuk Bros. (Philadelphia)	11
Gallagher & Ascher	34
Julius Klorfein	20
General Cigar Co	142
J. J. McCormick	10
American Cigar Co	110
Havana-American Co.	69
H. Sommer Co. (Quakertown)	68
N. Y. & Cuba S. S. Co	157
	Barrels
Otto Eisenlohr & Bro. (Philadelphia)	288
B. Rosenbluth	50
S. Ruppin, Inc	57
Sartorius & Co	60
Gallagher & Ascher	50
M. Schwartz	53
E. Ellinger & Co	312
Keiser & Boasburg (Buffalo)	55
Hinsdale Smith & Co	48

Financial Aid Offered to Cuba

WASHINGTON, D. C., October 18.—American bankers agreed at a conference

(*Continued on page* 50)

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

Sucesores de Casin
LOBETO y GARCIA S. en C.
Especialidad en Tabacos de Remedios Vuelta Abajo
Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

FOYO & RODRIGUEZ
LEAF DEALERS
SPECIALISTS IN REMEDIOS
22 REINA AVE. HABANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS, AND DEALERS IN **LEAF TOBACCO**
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

MARTINEZ Y Ca
Leaf Dealers
Specialists in Sancti Spiritus and Semi Vuelta
114 Monte St., HABANA, CUBA

IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
Fine Partido and Remedios Tobacco a Specialty
EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

Cable: Romeca
Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.
Havana Tobacco Stripping Co.
Tobacco Strippers and Commission Merchants
LEALTAD, 110, HAVANA, CUBA

Important People and Others

Money in circulation in the United States in September, totaled $6,212,030,977. Based upon an estimated population of 107,323,000, the per capita circulation was $57.88. In 1901, the year following the Spanish-American war, the per capita circulation in this country was but $28.18, less than half of the present.

—

Increasing potash production is the gratifying thing just now, even though no material relief is in sight in the way of prices. Official figures show that during 1919 the production of potash salts in Alsace was 591,000 tons, or two-thirds more than in 1913, the latest pre-war year. Hopes are bright for a still further increase in production in 1920. Almost a third of last year's output was exported to United States.

—

In Greater New York, the labor turnover —that is, the change in the personnel of employees—is found to range from 16 2/3 to 338 per cent annually. When an employee leaves his job and is replaced by another employee the average cost to the employer is about $50. The large number of changes must, at this rate, add very materially to the cost of production and hence to high prices. Which adds somewhat to the explanation of increased cost of cigars.

—

The annual fire loss of the United States, exceeding $300,000,000, is equivalent to 5 per cent. interest upon a capital fund of $6,000,000,000. America may, therefore, be said to have a permanent investment of $6,000,000,000 in the expensive habit of playing with fire. The outlay does not represent money transferred with attendant stimulation of business activity; it represents resources blotted out of existence. Whether insured or uninsured, there is no fire which does not leave the country definitely and permanently poorer. Worse than all is the fact that more than 20,000 human beings are burned to death each year in our land alone. The war cost us 50,000 lives in battle.

—

Apparently an expert accountant will have to be called in by those who are in the habit of following some of the so-called tobacco stocks. It is becoming a habit with George J. Whelan to form new companies, merge certain of them, and then proceed with a process of partial or complete disassociation. And over all hangs the blanket of stock dividends of subdivided shares and similar procedures which in the long run tend to cloud the situation. It is now proposed to merge Tobacco Products Export, Philip Morris and United Profit Sharing. This may all be in line with the idea of dotting the world with Whelan stores of one sort or another.—*New York Times.*

—

"A significant feature of the recent trend of the retail trade in England," says the *Tobacco Trade Review,* "is the growth of the demand for loose tobaccos suitable for cigarette making and for cigarette papers. Either many smokers are striving to economize a little by rolling their own cigarettes, or the practice of making their own cigarettes is becoming more popular. Be the reason what it may, reports from various quarters indicate that inquiries for loose tobacco and cigarette papers recently show a marked increase, indicating a stronger tendency with the cigarette smoker to roll his own cigarettes. Many tobacconists are making a special display of suitable tobaccos in their windows."

—

A deed of bargain and sale has been recorded in the office of the clerk of the chancery court at Richmond, Va., transferring from the Valentine Meat Juice Co. to the Liggett and Myers Tobacco Co., the Valentine property at the southeast corner of Sixth and Cary streets, Richmond. The sale price is said to be approximately $150,000. It is understood that when building conditions justify it, the Liggett & Myers Tobacco Co. will extend the new concrete factory now being erected on South Sixth street out to the corner of Cary street, and eventually along Cary to Seventh, removing both the present Valentine building and the present Allen & Ginter building.

—

Speaking of the meeting of tobacco warehouse men, held in Wilson, N. C., a week ago Tuesday, the *Wilson Times* says, editorially: "The tobacco warehousemen realize fully that the acreage of the next crop must be materially reduced and they are willing to do their part. They also went on record as being bitterly opposed to the propaganda being put out that the tobacco warehouses would be closed indefinitely, for there is not a word of truth in that statement. Therefore, in order to put a stop to this and other wildcat propaganda they wish it said that the warehouses will not close and they recommend that the farmers sell conservatively and slowly.

—

The Consolidated Cigar Corporation reports for the period from Jan. 1 to June 26, 1920, gross profit on sales of $1,998,269, net profit after administrative expenses and interest, etc., $1,305,474 and surplus after Federal income and excess profits taxes $839,474. The balance sheet as of June 26, last, shows cash in banks and on hand of $778,463, notes receivable $18,609, accounts receivable less reserve $2,150,150, inventories of tobacco, supplies, work in progress and cigars $4,763,029, notes payable $1,400,000, accounts payable $1,006,718, Federal income and excess profits taxes to Dec. 31, 1919, $71,000, Federal income and excess profits taxes on 1920 profits estimated $466,000, surplus $934,016 and total assets and liabilities $11,737,647.

Banco Español de la Isla de Cuba

HABANA

Establecido el año 1856. Capital: $8,000,000 en oro.

Depositario del Banco Territorial de Cuba

Realiza toda clase de operaciones bancarias y se hace cargo del cobro de giros, cupones, rentas, etc.

Sucursales y Corresponsales en todos los pueblos de la República.

THE OLDEST BANK IN HAVANA

Banco Español de la Isla de Cuba

because of its world-wide connections, great resources, excellent standing and satisfactory methods of doing business is

The Favorite Bank of Many Tobacco Merchants

Cuban collections may be made very advantageously through this bank. New customers given every attention.

Cable: Goffrank

Codes: Libers and Western Union

New York Correspondent

THE IRVING NATIONAL BANK

The Cigar That Suggests Paradise

EMBLEMS **OPORTUNOS**

PERFECTOS

CALIXTO, LOPEZ & CO.

Zulueta 48-52 **Havana, Cuba**

NEW YORK OFFICE: 257 4th Avenue

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO
NEPTUNO 170
HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

'A Cigar of Reputation

REAL FABRICA DE TABACOS PUNCH R.E. HABANA J. VALLE Y CA.

Proprietor
Manuel Lopez
28 Rayo Street
HABANA, CUBA

The Real Independent Factory in Havana
"PARTAGAS"
The World's Standard Cigar
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General Representative for United States and Canada
70 Trinity Place New York

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Y
JULIETA
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U. S. REPRESENTATIVE
WM. T. TAYLOR — 50 East 42nd St.

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HABANA, CUBA
Manufacturer of HAVANA CIGARS
"HOYA de MONTERREY" "LA ESCEPCION" "EL VINYET"
VALERIANO GUTIERREZ, Sole Representative in United States and Canada
Bowling Green Building, 11 Broadway, New York, U. S. A.

It would seem as though those who have been searching over the list for industrial stocks least likely to be damaged by price reductions and curtailed consumption have had a favorable eye on the tobacco shares. The group has been acting better than the general run of industrial stocks, probably because it is figured that tobacco is a necessity for most users and that men would rather economize in any other way than by limiting their smokes. The per capita consumption of tobaco is at present placed at about nine pounds, as compared with two and a half pounds at the end of the civil war. Our tobacco exports have increased rapidly in recent years. Although official figures are unavailable, it is understood that the tobacco companies are making very satisfactory profits at the present time.

—

In Germany now they predict a good tobacco crop, "quantitatively as well as qualitatively." This applies to early crops principally. Late crops have suffered from rains, somewhat. German planters, however, are worried over what is to become of their products. There is absolutely no demand for the 1920 crop. What the prices are going to be no one care to predict. Manufacturers are holding back, evidently, trying to force lower prices. As an excuse they point to lower prices of manufactured goods. However, the declining tendency halted at 50 pfennigs for the cheapest cigar. That means that Germans can buy the cheapest cigar for the equivalent of ¾ of a cent in American money, despite the high government tax.

—

Bernhard Baron, chairman and managing director of Carreras, Ltd., will leave England for the United States on October 23, coming on the *Aquitania*, so that he may celebrate his seventieth birthday with those of his children and grandchildren whose home is on this side of the Atlantic. Mr. Baron has not visited America since 1904. However, he spent a good many years there previous to going to England to develop his well-known cigarette-making machine. Numerous friends in the tobacco trade in the States will be glad to see him again, still alert and vigorous, and capable of dealing with business problems with that directness and determination which have done so much to bring him success—qualities which he acknowledges he owes in a very great measure to his early training in America.

—

Col. S. W. Minor, former commander of the 120th Infantry, has been awarded the distinguished service cross for exceptioally meritorious and conspicuous services as commander of the 120th regiment of infantry from the time of its organization and retaining to the completion of action and combat operations. In the Ypres-Lys and Somme offensives he displayed at all times initiative and sound judgment. "During the attack on the Hindenburg line near Belleaucourt, France, September 29, 1918, and during subsequent advances, he handled his regiment with distinction, captured several towns, numerous cannon and many prisoners. He has rendered services of material worth to the American expeditionary forces." The home of Col. Minor, until recently was Durham, N. C. But a short time ago, he moved to Danville, Va.

—

At the directors' meeting in the offices of Hampden County Improvement League at Springfield, Mass., Tuesday night, Harry E. Brown, of Feeding Hills, was elected manager of the association's Westfield warehouse, to succeed Herbert W. Sloan, who resigned to go with a large tobacco house in Connecticut. The warehouse will open for the year on Monday, under Mr. Brown's direction. This will be the second year that county farmers have graded and marketed their own tobacco on a co-operative basis. Last year more than 400,000 pounds of leaf were handled by the concern. Additional business is expected this year, through an increased number of farmer members and by decision also announced after the Monday meeting to handle primed tobacco at the warehouse, Mr. Brown has had long experience in handling primed and stalk-cut leaf, both in field and warehouse. He has been foreman on various tobacco farms for the last ten years and recently bought a farm of his own in Agawam.

—

The first annual meeting of the No-Tobacco League of Utah was held at the Granite Tabernacle, Thirty-third South and State streets, Salt Lake City, Tuesday night, a week ago, with Fred L. W. Bennett, presiding. The report of the executive officers for the past year was submitted by Michael Mauss, vice-president and treasurer, and adopted. Michael Mauss was elected president for the ensuing year; Fred L. W. Bennett and C. N. Christensen, vice-presidents; Mrs. H. K. Christensen, secretary; Ernest F. Hagen, assistant secretary; Martin Christensen, of Murray, treasurer; Charles Bolton of Holliday, Mrs. J. M. Anderson and George F. Peterson, members of the executive committee. Plans for the coming year were discussed; among those who spoke being Prof. J. M. Anderson, C. N. Christensen, Michael Mauss; President U. G. Miller of Cottonwood Stake; Parley Glover of Midvale; Chief Probation Officer Arthur Welling, B. J. Anderson, Mrs. Hannah Ward Bennett, Mrs. J. M. Anderson, Mrs. King, and Juvenile Court Officer Osborn of Salt Lake.

—

A Broadway cigar dealer whose store is not far from 96th Street, says: "I'm holding a thousand cigars, representing an election bet."

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2000 Bobines Domestic Egyptian verge 20 gr. 30 mm. 3120 mm.
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DEALERS IN DOMESTIC TOBACCO

207 Pearl Street, New York

Warehouses: HAVANA, CUBA UTUADO, P. R.

Not So Much Business As Formerly

September Tobacco Report for Great Britain

IMPORTS, DELIVERIES and STOCKS.

		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Imported Sept. 1920	Liverpool	1289	929	1705	584	—	4427
	London	1046	1	—	102	10	1159
	Glasgow	173	15	639	620	—	1447
		2508	945	2344	1226	10	7033
Imported Sept. 1919	Liverpool	8570	2799	2119	2670	—	16158
	London	908	1310	116	—	—	2332
	Glasgow	682	1093	945	1551	—	4271
		10158	5202	3180	4221	—	22761
Imported Sept. 1918	Liverpool	8173	4894	2291	1193	—	16551
	London	1818	2082	83	10	30	4023
	Glasgow	354	1835	66	301	—	2556
		10345	8811	2440	1504	30	23130
Imported January 1 to Sept. 30, 1920	Liverpool	24730	12491	3586	6034	86	46927
	London	11163	4442	39	2651	154	18449
	Glasgow	5668	3103	1321	3216	—	13308
		41561	20036	4946	11901	240	78684
Imported January 1 to Sept. 30, 1919	Liverpool	45759	18665	17487	21335	922	104368
	London	20291	10896	1010	3958	194	35449
	Glasgow	4840	5383	3130	5764	—	19117
		70890	35144	21627	30157	1116	158934
Imported January 1 to Sept. 30, 1918	Liverpool	26251	17859	6076	6809	92	57087
	London	11425	8449	282	1859	65	22080
	Glasgow	3692	4892	915	1242	—	10741
		41368	31200	7273	9910	157	89908
Delivered in Sept. 1920	Liverpool	3394	1740	574	1211	11	6930
	London	1137	670	45	218	3	2073
	Glasgow	412	486	160	177	—	1235
		4943	2896	779	1606	14	10238
Delivered in Sept. 1919	Liverpool	3262	1507	746	905	21	6441
	London	1356	692	49	239	21	2357
	Glasgow	427	301	329	329	—	1386
		5045	2500	1124	1473	42	10184
Delivered in Sept. 1918	Liverpool	4543	964	925	597	16	7045
	London	1861	1112	94	138	6	3211
	Glasgow	377	284	158	130	—	949
		6781	2360	1177	865	22	11205
Delivered January 1 to Sept. 30, 1920	Liverpool	23467	11780	5498	9926	172	50843
	London	6824	3995	250	1760	29	12858
	Glasgow	3132	1893	1531	1674	—	8230
		33423	17668	7279	13360	201	71931
Delivered January 1 to Sept. 30, 1919	Liverpool	36445	17801	6488	9225	187	70146
	London	14422	9432	603	2246	187	26890
	Glasgow	6114	5434	2261	2077	—	15886
		56981	32667	9352	13548	374	112922
Delivered January 1 to Sept. 30, 1918	Liverpool	45242	8815	7201	4469	534	66261
	London	11808	6567	1568	1212	102	21257
	Glasgow	3241	1836	1273	912	—	7262
		60291	17218	10042	6593	636	94780
Stock on hand, Sept. 30, 1920	Liverpool	67900	35082	13588	15272	1915	123737
	London	18940	6588	1054	2350	529	30461
	Glasgow	8964	6286	1398	7236	—	23884
		85804	47936	16040	25858	2444	178082

IMPORTS, DELIVERIES and STOCKS.		Virginia Leaf	Virginia Stripts	Western Leaf	Western Stripts	Maryland, etc.	Total
Stock on hand, Sept. 30, 1919	Liverpool	34749	31849	13852	15122	2100	97672
	London	15989	7023	1118	2472	323	26925
	Glasgow	4269	4700	1783	5432	—	16184
		55007	43572	16753	23026	2423	140781
Stock on hand, Sept. 30, 1918	Liverpool	23242	29641	3965	4075	1190	62113
	London	7763	4794	980	1694	322	15553
	Glasgow	5204	3467	698	1256	—	10625
Stock on hand, Sept. 30 at Liverpool, London & Glasgow,	1918	36209	37902	5643	7025	1512	88291
" " " " "	1917	70637	25392	11229	4761	2190	114209
Imports January 1 to December 31, into Liverpool, London, & Glasgow.	1919	107896	47304	26096	37441	1326	219763
	1918	65532	43983	9791	14084	392	133782
	1917	17776	10004	1955	2133	925	32793
Deliveries, January 1 to December 31, Liverpool, London, & Glasgow.	1919	71028	40726	12201	18646	602	143203
	1918	79566	26808	13952	11148	709	132183
	1917	85332	15821	17502	9019	1126	128800
Number of years Stock on hand =		1 2/3	1 2/3	1 1/2	1 5/8	4 1/3	1 5/9

Number of years Stock on hand—Leaf and Stripts = 1 3/4 (Virginia) 1 4/7 (Western)

Based on Deliveries for 12 months January 1st to December 31st, 1919.

Imports, Deliveries, and Stocks, in Pounds weight, as per Board of Trade Returns.

Month of August

	U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.
1920	14,105,714	2,528,902	554,750	*12,018,242
1919	28,992,971	4,709,884	1,335,496	*31,122,044
1918	21,737,812	392,884	3,359	* 8,519 708
1917	219,771	275,497	243,783	* 8,821,367
1916	22,636,847	642,666	542,833	* 8,281,480

January 1st to August 31st

	U.S.A. lbs.	Imported from Other Countries lbs.	Exported lbs.	Cleared for Home Consumption lbs.	Remaining in W'house Aug 31 lbs.
1920	127,246,301	37,140,448	6,968,689	*89,063,784	...337,094,000
1919	197,024,759	25,944,408	5,737,801	*90,415,943	...231,298,600
1918	84,500,452	5,705,227	208,241	*68,632,042	...115,422,000
1917	28,876,298	5,129,575	2,016,640	*68,611,759	...186,892,000
1916	93,618,935	7,549,052	10,888,803	*67,302,782	...262,450,000

January 1st to December 31st.

	U.S.A. lbs.	Imported from Other Countries. lbs.	Exported. lbs.	Cleared for Home Consumption. lbs.	Remaining in W'house Dec. 31st lbs.
1919	321,354,628	37,374,081	9,407,011	*142,841,873	303,891,000
1918	162,927,853	8,711,460	210,976	*106,590,960	141,871,000
1917	40,789,432	5,753,569	2,184,131	*104,525,370	141,440,000
1916	152,581,352	11,684,509	13,069,823	*101,744,959	269,407,000
1915	184,237,047	18,413,816	12,045,254	*106,575,276	286,051,000

*After deducting drawback returns

QUOTATIONS.

LEAF.—Western—Dry Filler ... 14d. to 17d.
Medium to Good ... 18d. to 22d.
Good to Fine ... 23d. to 27d.
Burley ... — to —

Do. Virginia—Dark.—
Dry Filler ... — to —
Wrapper ... — to —
Bright.—
Semi ... 18d. to 24d.
Medium ... 25d. to 39d.
Good ... 40d. to 48d.
Fine ... 49d. to 60d.
Fancy ... 61d. to 66d.

STRIPTS.—Western—Common to Good Filler ... 20d. to 23d.
Short Medium ... 24d. to 26d.
Medium ... 26d. to 28d.
Good to fine ... 29d. to 32d.
Burley ... — to —

Do Virginia—Dark.—
Common to Good Filler ... — to —
Medium to Good and Fine ... — to —
Bright.—
Semi to Good Semi ... 23d. to 35d.
Medium ... 36d. to 45d.
Good to Fine ... 46d. to 66d.

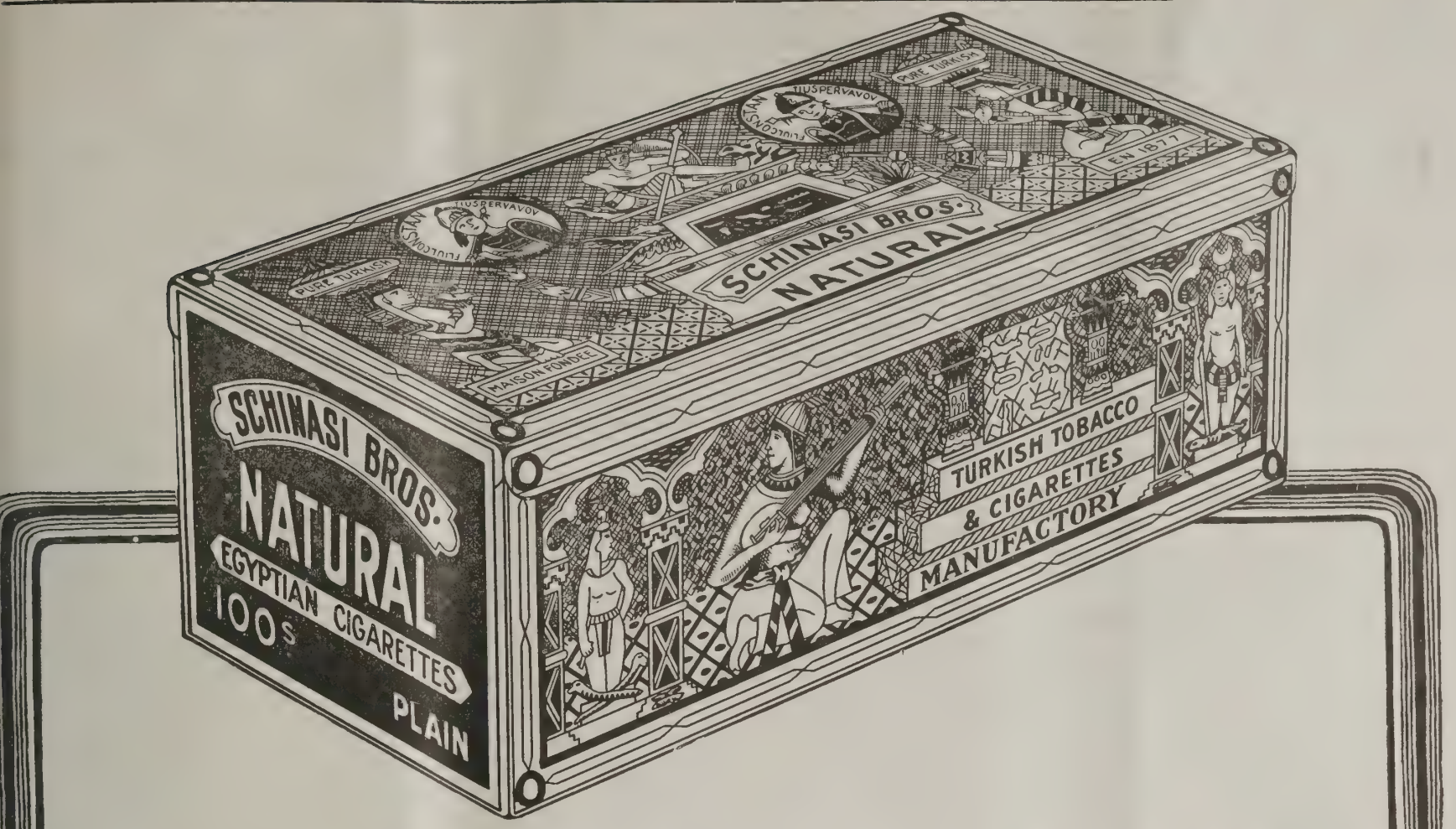
55 South Castle Street,
Liverpool, *6th October, 1920.*

In the Home Trade, conditions have not shown any improvement in the past month. Such buying as there has been, was for small lots and for Westerns in particular.

The prices of Oriental Tobacco in general continue to sag, but Buyers are unwilling to purchase as a rule. except in very small quantities.

British Empire Growths have been selling also, at lower prices.

FRANK WATSON & CO. LIMITED.



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IT amounts to *Buried Treasure* when you dealers don't display your Week-End Tins of Natural Cigarettes.

You'd be surprised at the brisk sales that attend a conspicuous showing of these handsome tins---tins that sell at a handsome profit to you. Why bury them in the case or on the shelves, when they'll sell themselves in great shape if you'll only set them out where people can see them?

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NATURAL

The *Original* Egyptian

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THE MASTER MILD SMOKE
CRESSMAN'S
COUNSELLOR
CIGAR
ALLEN R. CRESSMAN'S SONS
Philadelphia, Pa.

ABOVE ALL
BOLD
CIGARS
Invincible and Perfecto Shapes
10c. Straight
NUF SED
BOBROW BROTHERS, Inc., Manufacturers
PHILADELPHIA, PA.
Makers of Famous "Topic" Cigars

More Uniformity in Retail Prices in Philadelphia

South Street Slashers Are Less Inclined Now to Sell Cigarettes Below Cost—Rushing Work at All the Cigar Factories—J. C. Thompson's Promotion—United Cigar Stores Co. Will Have Stands in All the H. & H. Automats—Bobrow Bros. Take Title to Building—Bankruptcy Proceedings in the Case of Morris Jones of Atlantic City—William Giblin Makes Important Improvemnets—A Conspicuous Camel Sign—Stratford Co. Making Notable Progress—New 111 Cigarettes Attaining Great Popularity.

PHILADELPHIA, October 19.—The seemingly impossible was accomplished here in Philadelphia during the week—cut-throat competition among Market street price slashers was halted, not through compulsion, but by moral suasion, and through the development of a spirit of fraternity and of co-operation. Pledges made to maintain agreements were adhered to absolutely. This fact coming so closely upon the successful organization of the Wholesale Cigar and Tobacco Dealers' Association—a trade body which the doubtful said never could get together and never could become effective—raises again the hope that some day there may be in the City of Brotherly Love, a really effective organization of the manufacturers and likewise an efficient association of retailers. Certainly there is general agreement that the get-together opportunity exists here, now as never before in trade annals, and furthermore, at this time of readjustment and deflation, there is more necessity for a representative trade body than ever before.

It was indeed because of the stand taken by the wholesalers that the Market street price slashers came together. And there was made effective some recovery from the below-cost prices which had been reached in the ridiculous competition and warfare of extermination. All the cut pricers advanced their cigarettes one cent and further advances toward the legitimate retail price is promised. Smoking tobaccos and cigars remained at the low levels of the past few weeks, but improvement here too is forecast. And so the week passed with the tobacco trade again giving the very striking example of an industry, probably the one, in which prices are advancing while all other commodities are receding.

Progress was made in getting together the price slashers of South street, the downtown business artery, but accomplishment is far from being as great as on Market street. The South streeters forgathered in the office of Secretary Paul Brogan of the Jobbers' association, early in the week. They were there in representative numbers. All agreed that continuance of present conditions meant business ruin—all save one and he made the point that inasmuch as he was about making extensive alterations and of blossoming forth in a more pretentious style than heretofore, an increase of his prices at this time would be ascribed to his desire to make the consumer pay for the improvements and therefore might cause him to lose his trade. His argument was convincing—to no one save himself. But because harmony is the very essence of any agreement made to obtain results, the error of his ways, or rather of his reasoning could not too forcibly be insisted upon. It was decided therefore to let him reflect a little longer and to hold another meeting. It is hoped however as soon as possible to bring the South streeters into line with the Market streeters and thereafter gradually to make an advance towards legitimate retail prices.

Business, as the retailers experienced it, during the week, was inclined to be draggy. Although consumers perforce met present high prices, more and more was there in evidence their hesitancy in buying, and their belief that tobacco, like all other prices should decline. Arguments advanced by the dealers and based upon the reports of conditions made in TOBACCO, were unanswerable however but were ineffective in stimulating business. It continued therefore rather draggy. Manufacturers report continuance of such large orders that despite vastly increased production and distribution opportunities, they are unable to catch up with oversold output. Labor continues to become more plentiful daily but neither plea nor threat is able to increase the per capita output. Shipping conditions are almost normal again. The supply of boxes is more plentiful but prices, instead of being affected by the general decline of values, are steadily mounting. However the greatest problem these days is that of credits. The banks continue to restrict their loans and collections are increasingly hard.

The many friends whom J. C. Thompson made during his incumbency here for the last eighteen months as manager of the Philadelphia Branch of Werdtheimer Brothers, will rejoice at his promotion but will miss his consequent absence from the city as Sales Supervisor for the company. The new and larger duties will carry him probably into every state in the Union, the Werthheimer company having covered the ground nationally, although he will be a frequent visitor here. Mr. Thompson was in the service of the Werthheimer company in the West for a number of years before coming into this territory and in the few months of his service here he not only increased the firm's clientele to such a point that its developing business required removal from an office building into the building at 1004 Race street but as well, developed a personal friendship with all the larger dealers of the city. Henceforth the Philadelphia business will be given the particular attention of Speed Goodloe. Goodloe also is well known in the Quaker City. He is the former head of the Dusel-Goodloe Company; indeed on three successive occasions incident to changes in its ownership and management he was its chief executive. The firm concentrates on but one brand, El Dallo.

Opening of the new Square Circle stand at 5th and Walnut street took place during the week. Both decoration and stock equipment of the new establishment were carried out on an elaborate scale. The site is looked upon by the trade as a desirable one for the high class business to which the new concern will cater.

Mastbaum Brothers & Fleischer, as representatives of the United Cigar Stores Co. have closed negotiations with the management of the Horn & Hardart restaurants, whose headquarters are in this city, for leases of space in all its establishments in this city, New York and Chicago for stands for the United Company's tobacco and candy business. It is said that rentals will run into the hundreds of thousands of dollars, being based on a percentage of gross receipts. The same agents have affected a lease for the United Company from Guilfords, Inc., which recently leased the entire property northeast corner of Fifth and South streets. The United sublease is for the term of ten years.

Bobrow Brothers, Inc., took title during the week from N. I. Bobrow to the five story building 220-222 South Fifth street, corner of St. James street, lot 51 by 199 feet, subject to certain payments and a mortgage of $107,000. The building is assessed at $110,000. The structure has been the home of the Bobrow business for many years.

The trade was informed during the week of the destruction at Marietta, Pa., of the plant of the Sinbad Cigar Co. The loss is roughly estimated at $15,000 and is largely covered by insurance. Thousands of cigars, ready for shipment, were destroyed.

On October 15, W. T. Marshall joined the organization of M. E. Eisemann & Sons, makers of the Men-de-lion. The young man is well known in this city. He is the son of E. D. Marshall, western representatives of Sig C. Mayer and a frequent visitor here. Mr. Marshall came to this city from Newark, Ohio, where for the past two years he has been sales director for John H. Swisher & Sons. His first experience in the trade was gained as a traveling representative for Pent Brothers and subsequently with the old Theobald & Oppenheimer Co. for which he traveled through South New Jersey. For many years afterwards he assisted his father in the far West.

Siegal & Lloyd, at 4th and Chestnut street, have added to their stock La Gima a shadegrown wrapped, Havana filled, cigar, made in Astoria, New York, by Edward Leib. It will be carried in five sizes, retailing from 10 cents straight to three for fifty cents. The new brand already has won considerable favor.

Jack Fowler, local representative of the United States Tobacco Co. is making a trip as far West as Grand Rapids, featuring particularly the firm's Idle Hour cigarettes. During his absence the local territory will be looked after by Harry Parker.

Nathan Gadten and Representative Sharp with the Castellano lines were visitors to the centrally located dealers during the week.

H. Golden, formerly with White & Jenkins, Germantown and Erie avenues, has opened up his own business at 3402 Germantown avenue.

The Progressive Cigar Co., at 12th and Race streets, is making an extensive drive in the retail stores for Madame Butterfly its leader, in the shape of signs, window transparancies and the like with results which have justified the venture. The Madame Butterfly in Corona size, packed in cans makes a striking package. The tin is lithographed so that the resemblance to wood is so close that the difference is scarcely discernible at a little distance. An especially attractive offer is being made to the trade. Max Lipschutz of the Butterfly Company is making a trip through northern Pennsylvania while I. A. Margolis is touring New York state. Morris Cravis is in charge of the local campaign.

The Magen brothers, Harby and David, who conduct a retail store at 11th and Sansom streets, have entered into the manufacturing business with a plant at 1018 Callowhill street. Tht firm will make its own brands in the new factory supplying the retail store and as well the general trade. The factory occupies the entire second floor. The brands are the Sailor Maid, Soldier Maid and Missanta.

Jack Freschie, formerly located at 5th and Arch streets, has removed his manufacturing establishment to 1020 Callowhill street. He is catering to the jobbing trade with most of his output, private brands. In the new location with its two whole floors the force has been doubled over what it was at the Arch street location.

T. H. Hart & Co., 1504 Sansom street, have added to its sales force two hustlers well known in the trade. They are H. F. McConnell for many years with Yahn & McDonnell and Harry Popper for a long time in charge of the Philadelphia office of Melachrino . They will travel in both city and State. The Hart firm has just added a nw lin of Porto Rico cigars, the Flor de Cayey.

Leach & Co., 10th and Chestnut streets, also have taken on a new line of Porto Ricos, the Ramona made by Villar Lanza, D. Harry Moulsdale, owner of the company, spent last week in the city but this week will go to Tampa in an effort to secure some Sanchezy Haya goods for a clamorous trade.

Philadelphia jobbers were advised during the week of the filing of a petition in involuntary bankruptcy against Morris Jones, well known in this city, who during the summer conducted a cut rate retail store in Atlantic City. The notice came from his attorney William L. Moise, Guarantee Trust Building, Atlantic City, and advised creditors to make an immediate claim of their accounts. A meeting of creditors is to be called when claims have been presented. Jones for several years was engaged in business at 12th and Filbert streets, this city, but about a year sold out and then reestablished himself in business at the shore.

The firm of Darmstadter and Wachter who conduct a cut rate store on Fourth below Market streets, and opened but afterwards sold a branch at 11th and Filbert streets, was dissolved October 11 by the withdrawal of Leonard Darmstadter. His interest has been taken by Elias Karr and hênceforth the firm will be known as Karr & Wachter.

William Giblin, 620 South Broad street, has remodelled the building and is about to open a much mode attractive retail stand than he hitherto conducted. Formerly he occupied only the basement; the new store is to be on the street level. Giblin had been a price cutter; is willing to increase his prices—or decrease the cut—but thinks the time is inauspicious because "people might think I am asking them to pay for my improvements."

The Dusel-Goodloe Company is concentrating its sales efforts these days on the Chancellor. The firm has not been able to get its quota of Antony Cleopatra because of the Tampa strike.

Peter F. Murphy & Co., direct jobbers, are branching out into the candy business and are carrying now almost as complete a line of sweets as of fragrant weeds. The firm has taken the Philadelphia agency for the Minuet cigar made by the C & M Cigar Co.

Harry Boston of the William C. Demuth Co. will spend the week in the city.

Joseph A. McFetridge of the Reeves-Parvin sales force spent the week on a trip through the Wilkes Barre-Scranton district, showing the full line.

Samuel L. Cohen, formerly with the Boedtker Company, Syracuse, has joined the sales force of Gumpert Brothers. He will travel through New York and Pennsylvania featuring the firms La Morena.

J. M. Bridgett, formerly engaged in business in Washington, D. C., has joined the Stratford Cigar Co. sales force and he will hereafter represent it in Trenton, selling its goods exclusively. Schultz & Co., Erie, Pa., took on the Stratford account during the week. James Walsh, who served with the U. S. destroyer force at Brest during the Great War and who but recently left the Navy, has been added to the city sales force. Salesman A. Blanc is in the West with the complete line. Manager T. J. Daly spent much of the week visiting the upstate factories in an effort to speed up production so greatly required by the firm to meet insistent demands by both jobbers and retailers.

Perhaps the largest, certainly one of the most conspicuous and striking cigarette signs in the city was completed during the week. It covers the building at the northeast corner of 5th and Market streets, the first floor of which is occupied by the Central Jobbing Company's cut rate store, from the second floor level to the roof of this four story building and it shows a smoker wreathed in smiles of contentment with the legend "I have tried them all, son, give me Camels."

The retail store of M. Kulker, 816 Taney street, was damaged to the extent of $1,500 during the week by fire believed to have originated by mice nibbling at matches. Flames were discovered at an early morning hour and for a time threatened life. Firemen fought the fire for more than an hour before they conquered it.

The new 111 cigarettes are now everywhere in evidence, on the stands of all the retailers but what is better in the lips of smokers. The retail trades speak of them as among the most saleable goods ever introduced.

U.S. Imports and Exports of Matches

WASHINGTON, October 16.—There was $85,545 worth of matches imported in the United States during August, according to figures just made public by the Department of Commerce. During the same month the exports of domestic made matches were valued at $44,056.

A number of New York stores find it easier to sell imported cigars of the larger sizes.

"BENSON-GORE DE LUXE"

"CIGARS THAT ARE MADE GOOD AND HAVE MADE GOOD"

Rare quality—finest workmanship—exquisite sizes—well blended—expertly rolled and wrapped with flawless SUMATRA selling for 10c. to 25c.

Benson Gore Company, McCreery Bldg., 366 Fifth Ave., N. Y.

"THEY LEAD THE LEADERS"

GRAHAM-COURTNEY MILD HAVANA BLEND

26 Sizes

Acker, Merrall & Condit Company

61 West 13th St., NEW YORK

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y C A. 75th Street & Avenue A. New York

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO TRADE MARK WALLS COURT
FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA

REG. U. S. PAT. OFF.

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
SOLD WHEREVER QUALITY IS IN DEMAND

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 East 63d Street, New York City

Telephone Canal 5632-5633 Cable Address "Gloria," New York

GLORIFIER CIGAR CO., Inc.

MANUFACTURERS OF

LITTLE CIGARS

GLORIFIER LITTLE CIGARS EL GRADO LITTLE CIGARS
GLORIFIER PANETELAS LORD ROMEO PANETELAS

372-374 Broome Street, New York

SALESBOARDS

IMMEDIATE DELIVERY—WAR TAX PAID
BEST PRICES—STANDARD BOARDS

Order Now and Get Quality and Service

ORO SALES COMPANY

376 E. 26th Street CHICAGO, ILLINOIS

Strikers at Tampa Are Bamboozled and Misguided

Many Workers That the Joint Advisory Board "Induced" to Get Out of Town Are Coming Back "Dead Broke" and Disgusted—Deceptive Tales and Specious Pleading—Bull Headed Leaders Have Made a Sad Mess of Things—A Former Hero Who Now "Doesn't Amount to More Than a Flea on the Tail of a Dog"—The Hot and Bitter Complaint of a Union Man.

"A Union Man" in the Tampa Times

Of all the mean tricks played on the suffering cigarmakers of Tampa by the joint advisory board, the worst one was the encouragement given them to pack and go away from Tampa. The first thing the J. A. B. did after ordering the men out on strike was to advise and directly or indirectly help them to leave the city, with glowing promises that the strikers would do much better any other place than in Tampa. The result of this dirty trick is that many of the strikers are out of work in Cuba, Key West and other places where they went and that many of them are actually living on charity; some are coming back dead broke, and it would be very interesting to publish what they have to say about the J. A. B. The result of this trick was that the international union has made as many enemies as they shipped away. This was their first failure.

The men who remained in Tampa they advised to cross their arms and do nothing until the manufacturers would call them back on the conditions imposed by the J. A. B. This the strikers did very faithfully, but the manufacturers decided that it would be a long time before they would have anything to do with the J. A. B. The result is that the men are dead tired of waiting for the nice promises made them by the J. A. B. and they (the cigarmakers) are going to work right along, disregarding their leaders. There are nearly 4,000 people working in the factories today. This was another failure for the J. A. B.

A regular system of propaganda was inaugurated at the beginning of the strike (something along the German style), and carried along up to the present day. The object was to give the strikers some new "dope" at the end of every week as as to keep them always in hope of winning the strike. This was a complete success with some of the men, for there are still thousands of men who are still hoping against hope. A few days ago the "dope" was that the State's attorney would dissolve the manufacturers' association, and bring about an early end. That humbug was worn out but the J. A. B. was there again with the weekly "dope," and last week it was that the manufacturers were going to break up on October 15, and that the J. A. B. will have the manufacturers at their mercy. Some of the strikers seem to have great capacity for digesting "dope," and will continue to swallow it, but others will go to work. This propaganda has helped the strikers to get rid of all their savings and become paupers. The J. A. B. will have very few friends among the tobacco workers when the strike comes to an end and the strikers commence to get some light in their hard heads.

Some people might be interested enough to ask, how can a few men humbug so many people so long a time? I will say in this matter that the Latin people are very fond of anything that sounds big, anything fantastic will appeal to them, especially anything they may consider heroism—they all admire a hero. Some 30 years ago there was a notorious Cuban bandit in Key West who murdered a man. He was arrested, convicted of murder in the first degree and hanged. The Latin people bought the rope used to hang the criminal, it was cut into thousands of pieces and kept by them as mementoes. They thought this bandit was a hero.

In 1910 we had a hero here in Tampa named De La Campa. He was the cause of the workers losing $6,000,000 in wages. The tobacco workers would all stand up like one man whenever he entered the Latin theatres in Ybor City. He was able to hypnotize the workers for seven months. This man is as important to the workers of Tampa today as a flea is on a dog's tail, but he was a great hero while he lasted.

The city of Tampa, with all its 50 odd thousand of inhabitants is being bulldozed by a few such heroes. They have succeeded in depriving the workers of over $7,000,000 in wages. It seems to be that the main guy in this bunch of heroes is a J. M. Muniz. In a few weeks this modern Don Quixote will pass into oblivion, except that he will start a factory or a hotel of his own and we will not hear much about him any more. He will blame somebody for losing the strike, the tobacco workers will believe him, they will go back to the factories dead broke, and will commence again to prepare another crop of heroes who will come back to make trouble.

Have I a remedy for this, you ask? Yes, sir, I have. Just tell the manufacturers to teach more Americans to make Spanish hand-made cigars. Let them employ not less than half American-born men and women in their factories. Somebody who has pride in the prosperity of this beautiful city, somebody who will not pack and go away as soon as there is the slighest trouble in the cigar factories.

Remember this: Unless the manufacturers modernize their factories by installing modern machinery their business will fade away like a summer cloud. It has been demonstrated by long and costly experience that the people employed in the factories heretofore will not adapt themselves to modern labor saving machines. They are farmers from Italy, Cuba and Spain who are rotting away under the present routine. Tampa will suffer the consequences in the long run. You can not stand still in this way—to stand still is to go backwards, say the French.

"Attorney-General's Well-Known Friendship"

TAMPA, Fla., October 17.—Attorney-General Van C. Swearingen filed in circuit court yesterday application for a quo warranto writ against the Cigar Manufacturers' Association of Tampa, requiring the members of that organization to appear in court and show reason why their charters should not be voided in the cases of members whose firms operate under charters issued by the State of Florida, and to suffer loss of license to operate, in the cases of those which are incorporated in other states and operating factories here. The papers set forth that the organization is a combination in restraint of trade.

The attorney-general recently made the same application in the State supreme court, which denied issuance of the writ, dismissing the suit without prejudice to the attorney-general bringing the same proceedings in the lower court, which in the ordinary course would be the court of original jurisdiction.

Judge F. M. Robles did not set a date for a return in the case, stating that he would go into the statement presented by the attorney-general most carefully before deciding whether or not a writ should be issued.

The attorney-general's well known friendship for the labor unions is believed by many to be back of his effort now to embarrass the cigar manufacturers, against whom the tobacco workers have been on strike since last April. It is regarded as an effort to bolster up the strikers, who have for weeks past been losing faith and returning in increasing numbers each week to their former employment.

Trade Notes

The I. Lewis Cigar Manufacturing Co. will open a new cigar factory in York Haven, Pa., having purchased the John E. Bager Company property there.

—

The Marcial Castro Cigar Co., with a capital of $25,000, has been incorporated in Birmingham, Ala. T. E. Steadman is president and T. B. Ridenour is secretary-treasurer of the new company.

—

E. Dankowitz, manufacturer of clear Havana cigars, has increased his factory space at 1553 Second Ave., New York. He has made room for twenty-five more cigar makers. His brand is La Natalia, in all sizes.

—

Lynchburg, Va., warehouse men are urging planters not to bring their crops of dark tobacco to market until the last of October or the first of November. Until that time, warehousemen say, the buyers will not be ready to offer the best prices for the main dark crop.

—

Carl Upmann reports that his New York City business is especially good. He received an order from one retailer a few days ago for an unusually large quantity of cigars. One of the brands ordered, Dolce far Niente, alone amounted to nearly one thousand dollars.

—

The National Industrial Conference Board reports that the cost of living in the United States increased nearly 19 per cent during the last fiscal year, and 5 per cent from March to July. The increase from the outbreak of the war to July, 1920, was 104.5 per cent.

—

With the increasing prevalence of cigarette smoking in India and the plan of the manufacturers of cigarettes to export their product, according to the Manchester *Guardian Commercial,* the necessary extension of the plants creates a demand for cigarette-making machinery.

—

In 1919 the number of unauthorized strikes was 125, involving 1,053,256 strikers. In 1918 the number was 58 and in 1917, 72. Between April 6, 1917, the date of our entrance into the war, and November 11, 1918, the date of signing the armistice, 6,205 strikes and lockouts occurred.

—

William A. McKeever, of the faculty of the University of Kansas spoke on October 13 and 14 in Ogden and Salt Lake City, respectively, on moral reform, dealing largely with the cigarette evil. Mr. McKeever occupies the chair of child welfare in the University of Kansas, which is the first State to install a child welfare department.

Tobacco Products Corporation, in a statement submitted to the New York Stock Exchange for the eight months ended August 31, reports a surplus before Federal taxes but after charges and preferred dividends of $1,222,420, equivalent to $6.94 a share on 176,000 shares outstanding common stock. Profit and loss surplus shows $2,835,129, while gross sales total $10,324,029.

—

Reports current in Bridgeport, Conn., to the effect that a decided drop in the price of cigarettes and cigars may be expected in the near future, are not substantiated by dealers in the center of the city, who declare that a rise rather than a lowering of in the price of tobacco in all forms is anticipated. Increased cost of labor and production are given as the causes.—*Bridgeport Post.*

—

"Lest we forget." Here is an excerpt from one of the circulars issued by a war welfare organization while our gallant Yankee doughboys were wallowing in the cheerless trenches at the front: "Men and women of America—what are you doing to bring comfort to American boys who are risking their lives in France to defend you from the fate that overtook the Belgians? Our fighting men in the trenches and with the fleet need and crave tobacco. Help us to send it to them." If tobacco was so essential during the trying days of war, is it to be condemned and discarded now?

—

The Phillips-Trawick Co. of Nashville, Tenn., has been made wholesale distributors of Don-Remo cigar, and the company considers itself very fortunate in securing the account of this well-known and popular cigar. There has been a continuous sale of Don-Remo extending over a period of twelve years, and prompt duplicating business has always resulted. The size, quality and workmanship appeal to the smoker who is looking for a mild, sweet smoke. Approximately 3,000,000 Don-Remos are distributed in Tennessee per annum. Don-Remo is sold at retail for 8 cents straight.

—

The Marshall-Miller Cigar & Tobacco Co., a concern in Memphis, Tenn., having a capital stock of $100,000, has filed an application for a charter, carrying with it provisions for the changing of the firm from a partnership to a corporation. The capital stock will remain the same and the concern will continue to do business under its original name. The purpose of the company in changing its business from a partnership to a corporation is to give its salesmen an opportunity of becoming stockholders, according to officials. The incorporators are Auvergne Williams, A. V. Miller, R. S. Cardine, Zelna Mason and J. T. Marshall.

THE QUESTION OF CREDIT

The National Bank of Commerce ot New York declares that the downward revision of prices continues to be the factor dominating the general business outlook. The movement is a natural and inevitable corrective of the unstable condition created in the previous period of rising prices, reckless public buying and widespread speculation. Falling prices are not a recent development. Before the close of 1919 the prices of a number of important commodities had begun to decline. By spring of 1920 a definite downward trend had been established. Since then the movement has been accelerated, until within recent weeks it has forced general recognition that the period of excessive buying at rising prices has definitely ended. Business must now go forward on a lower price level. This readjustment cannot be effected without embarrassment in individual cases. It will be effected, however, without serious general results by reason of the inherent strength of the credit situation and the assured co-operation of the banks with business.

The banks are amply prepared to finance business while it is working out a more normal basis of operation and a stable level ot prices. This process will require the employment of a large volume of credit. Inventories cannot be disposed of abruptly. In many lines, owing to general indisposition to buy, their liquidation must be effected very gradually. Meanwhile, they must be financed. The long run effect of the downward price movement, however, will be to ease the credit situation. The freedom from disturbance with which the readjustment is effected depends largely on the willingness of business to recognize the changed conditions.

Stabilization on a new price basis does not involve a return to the prewar price level. For nearly two decades prior to the war, prices had been rising steadily. On economic grounds this rise might reasonably have been expected to continue had there been no war. Moreover, the improvement effected in our credit and banking machinery since the inauguration of the Federal reserve system now enables a given gold reserve to finance a greater volume of business at higher prices than was practicable in the prewar days. The country's present gold reserve greatly exceeds the prewar reserves, and this enlarged and concentrated gold reserve will have a sustaining influence on the new price level.

Robert E. Lane, cigar importer, returned to New York Tuesday, on the steamship *Mexico,* from Cuba. While in Havana, Mr. Lane completed arrangements to place again the old established La Intimidad brand of cigar, manufactured by C. Pego & Co., on the American and Canadian markets. Mr. Lane will control the brand, and it will be available about the first of the year.

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

FROM THE FIRING LINE

Personal and Trade Jottings

A. O. and J. M. Elstad have bought a cigar and pool business in Bowbells, N. Dak.

—

J. P. Reiter is to open a cigar and pool room in Inkster, N. Dak.

—

Ed. Sloan has sold his cigar and pool business in Lakota, N. Dak., to Frank Ringleb.

—

I. W. Kelly's cigar and pool business in Cresbard, S. Dak., was recently burned out.

—

Hans Oglum has sold his cigar and pool business in Webster, S. Dak., to Scott Russell.

—

The Mi Lola Cigar Co., of Milwaukee, has opened a branch factory at Peoria, Ill.

—

William Malnory is to open a cigar and pool hall in Paysippi, Wis.

—

Mathias Miller has sold his cigar business and kickless drink emporium in Little Falls, Minn., to John Askler.

—

Captain Jos. Goldberg, of Lancaster, Pa., was a visitor in the tobacco district of New York City last Friday.

—

P. J. Lanzen, proprietor of a cigar and pool business in Hurley, Wis., has been succeeded by John Aspinwall and F. Friola.

—

Mrs. Mae Wagener has sold her cigar and news stand in Sturgeon Bay, Wis., to Miss Vera E. Miles.

—

Since all the genuine Turkish cigarettes are now made in this country, we don't need Turkey any more for any purpose.—*New York Mail.*

—

President Fearon, of the Standard Cigar Mold Corporation, expects to leave in a few days on a very important European trip.

—

Henry Duys, of H. Duys & Co., Inc., who has been attending the inscriptions in Holland, returned to New York this week.

—

Charles W. Salomon, of 173 Front Street, New York, went to Hartford Monday to sample broadleaf tobacco.

—

Fred. W. Miller, of Henry Miller's Son, tobacco merchant of Cincinnati, arrived in New York, Monday.

—

R. F. Fels, vice-president of the Porto Cuba Corporation, is expected to return from Tampa to New York, Friday or Saturday.

—

J. Delmonte & Son, of 7 Burling Slip, New York, report that they are having a busy season with Pennsylvania tobacco.

—

Charles Gans, of Max Gans & Son, leaf tobacco dealers, of 197 Water street, is expected to return from Porto Rico, this week.

—

Roy J. Charles, of the Cole Tobacco Co., of Newport News, Va., is a New York business visitor.

—

Jacob Geurts, cigars, bowling alley, etc., in De Pere, Wis., has disposed of the business. S. W. Smith, Leo Janssen and William Danen are the new proprietors.

—

Wm. Maas, secretary and manager of the Chas. Barker Co., a wholesale cigar and tobacco house in Chicago, arrived in New York, this week.

S. E. Brannon, secretary and treasurer of the Standard Cigar Mold Corporation, was called by telegraph on Saturday to Louisville because of the illness of his mother.

—

M. M. Harris, of the Juan Ovarez Cigar Co., who was recently laid up for repairs, is again back at the office in Church Street, looking none the worse for wear.

—

Wm. Weil, sales representative of P. Loewenthal & Co., leaf tobacco dealers, of 138 Water St., New York, left last week for a middle western whirl.

—

Henry Ottenberg, Manila cigar importer, of 146 Front street, New York, is out of town for a few days, calling on the cigar trade through the New England States.

—

Morris Rosenberg, of the Allied Tobacco Co., of Hartford, was circulating around in his old New York business haunts last Friday and Saturday.

—

H. P. Loewenthal, of P. Loewenthal & Co., started out from Gotham Monday for a tour of the tobacco trade through New England and New York State.

—

Adolph Loewenthal, of P. Loewenthal & Co., plans to hop out of New York in a few days for a "flying" business trip through the West.

—

E. L. and Jerome Kohlberg, of E. L. Kohlberg & Son, of 144 Water street, New York, went to Connecticut Monday to inspect the primed and shade tobaccos.

—

D. Emil Klein, vice-president of the Consolidated Cigar Co., accompanied by his wife, went to French Lick Springs, Ind., last Friday for a couple of weeks' rest and recreation.

—

J. E. Riordan, mid-west cigar salesman for Grosvenor Nicholas & Co., Inc., left New York this week on a regular tour, and does not expect to return to headquarters until about Dec. 10.

—

Dave S. Saqui, of Walter E. Olsen & Co., returned to New York, Monday from a special trip to the Pacific Coast. He reports that he accomplished the object for which he went.

—

M. A. Sola & Co., of 228 Pearl street, New York, are receiving some very large shipments of unusually desirable Wisconsin tobacco, which is giving the trade entire satisfaction.

—

At the first meeting of the Standard Cigar Mold Co., Saturday, the following officers were elected: Thos. E. Fearon, president; John Bauhofer, vice-president, and S. E. Brannon, secretary and treasurer.

—

Juan Ovarez Cigar Co., of 253 Church Street, New York, is now using cans for packing Croix de Guerre cigars—Coronas, 3 for 50c., and Petite Coronas, 15c. straight. This factory reports that it is working full capacity.

—

Irving Bergman who has for some time been taking tobacco orders in Brooklyn, for E. L. Kohlberg & Son, of New York, is shortly to start on a western circuit for the firm.

The Jay-Gee Tobacco Co., recently established at 113 Maiden Lane, New York, dealing in stripped fillers and wrappers, wholesale and retail, mainly domestic goods, reports a very good demand.

—

The Manila Cigar importing house of Henry Ottenberg, at 146 Front street, New York, states that shipments are coming now more promptly, and with greater regularity, than has been the case for a long time past.

—

The leaf tobacco house of P. Loewenthal & Co. of New York, reports that business during the past two months has been exceptionally good, and that it expects to round out 1920 with the biggest year's trade in its history.

—

The Tolosa Cigar Co., Inc., of New York, has recently opened some important new accounts in Chicago and Milwaukee. The corporation is making strenuous efforts to increase production, the better to supply the increased demand.

—

Harry Spingarn, of E. Spingarn & Co., of New York and Hartford, spent Monday at the New York office. He makes his headquarters in Hartford, and he reports that the tobacco business in the Nutmeg city and State is in a very healthy condition.

—

Leonard J. Jacoby, representative of E. L. Kohlberg & Son, tobacco merchants of New York, is in the Middle West, and his well-filled order-sheets show that he is very much alive to his job. They also show that there is a good demand for the golden weed in the Golden West.

—

The *Empress of Russia* is bringing 1,800,000 cigars for the Hartmann-Pacific Co. Among the brands are El Pacifico, Bonitas and Luridas; 80 per cent. are of the finer sizes. Bernard Lett, the sales manager, is meeting with a flattering success in placing the various brands of this company.

—

Wm. Van Baalen, of Ernest Ellinger & Co., leaf tobacco importers and dealers, of 152 Front street, New York, says "There is not much demand for new Remedios at the prevailing high prices. Demand is very great for all grades of Havana wrappers, Partido, and Vuelto Abajo fillers.

—

Samuel Fisher, of Storm, Fisher & Co., cigar manufacturers, with offices at 152 Front street, New York, is visiting their Tampa factory, from whence he reports that they are operating with about 35 per cent of normal force, and that a gradual improvement is taking place all the while.

—

J. B. Lichtenstein, of J. B. Lichtenstein & Co., of 117 Maiden Lane, New York, started a few days ago for Porto Rico, where he is to grow a thirteen-hundred acre crop of tobacco during the coming season. This is his first effort to produce the firm's own weed, but he believes that he can grow it cheaper than it can be bought. The planting will be begun about the first of November.

—

J. Garcia Rodriguez, of the Romeo y Julieta factory, accompanied by Wm. Taylor, Romeo y Julieta representative, returned to New York, Friday, from the Pacific Coast. This was Mr. Rodriguez's first visit to the western Coast of the United States, and he expresses great admiration for the country, and is delighted with the trip, which was highly successful from a business point of view. He was scheduled to leave New York for Boston last night.

Shipments Now on the Way Due to Arrive Here On or About November 1:

S. S. DELIGHT

170,000 La Mesa Perfecto Especial 1/20 paper
40,000 La Mesa Americano
60,000 La Mesa Specials—12M case
10,000 La Mesa Favorita—paper, Class "C"
10,000 La Mesa Favorita—plain, Class "C"
75,000 La Mesa Londres—15M case
60,000 Manila de Luxe Perfecto Especial—paper
90,000 Manila de Luxe Americanos—paper
24,000 Manila de Luxe Specials—12M case
120,000 Manila de Luxe Londres
50,000 Battler Americanos—paper
12,000 Battler Specials
105,000 Battler Londres

S. S. COLUSA

50,000 El Pyrato Americanos
40,000 El Pyrato Perfecto Extras
70,000 El Pyrato Rothschilds
150,000 El Pyrato Londres

S. S. EMPRESS OF ASIA

320,000 La Mesa Perfecto Especials
170,000 La Mesa Londres
150,000 La Mesa Londres
36,000 La Mesa Specials
150,000 La Mesa Perfecto Especials
150,000 La Mesa Americanos
90,000 Manila de Luxe Londres
12,000 Manila de Luxe Specials
100,000 Manila de Luxe Perfecto Especials
50,000 Manila de Luxe Americanos
10,000 Manila de Luxe Favoritas
50,000 George Fourth Perfecto Especials
50,000 George Fourth Americanos
10,000 George Fourth Favoritas
90,000 Non Plus Ultra Londres

S. S. MELVILLE DOLLAR V

100,000 El Pyrato Americanos
80,000 El Pyrato Londres

2,754,000

IN ALL THERE WILL BE 2,754,000 CIGARS

Very truly yours,

Horace R. Kelly & Co.

Office, Murray Hill Hotel
40th Street and Park Avenue **New York City**

Around and About

W. E. Swan features an important cigar department in the fine new drug store he has opened at Mexico, Mo.

—

C. A. Gibbs, cigar jobber of Pittsburgh, was a business visitor in New York last week. He returned to his home Saturday.

—

Members of the cigar makers union in Milwaukee have subscribed more than $25,000 to start a co-operative cigar factory.

—

I. Strouse, salesman for Max Gans & Son, leaf tobacco dealers of New York, is visiting manufacturers in Chicago and other mid-west cities.

—

L. Holzman, representing Max Gans & Son, leaf tobacco dealers, of 197 Water Street, New York, is calling on the Pennsylvania Cigar Manufacturers.

—

David Spiegel, of Max Spiegel & Sons Co., Inc., importers, manufacturers and exporters of cigarette papers, says that they are meeting a large demand for book papers.

—

The tobacco growers of Montgomery County met at the court house at Clarksville, Tenn., Saturday and discussed plans for the organization of the growers in that section.

—

Eladio Teijeiro, manufacturer of the R. & T. brand of clear Havana cigars, at 49 Walker Street, New York, says that the demand for cigars just now is so strong that the services of salesmen are not required.

This is B. Wasserman's fiftieth anniversary in the cigar business. He is head of the cigar jobbing corporation of B. Wasserman Co., of 77 Chambers Street, New York. He embarked in the cigar business in 1870.

—

Aside from the tax on incomes and profits, tobacco is Uncle Sam's greatest source of internal revenue, taking the place of distilled and fermented spirits, which formerly were the largest individual source of the income of the United States.

—

North Carolina's Federal taxes, almost entirely on tobacco, last year were $170,000,000. The State jumped up to fourth place in the sum received from the sale of farm products, with the great total of $683,000,000. Here again tobacco played a tremendous part.

—

El Edisto, Colonel Clegg's leader, is having a good sale in South Carolina markets. The North Carolina campaign will start as soon as the new labels and boxes arrive. The El Edisto will be one of the best dressed cigars in America when the new lithographing appears.

—

Michael Adler, salesman for Henry Oppenheimer & Co., leaf tobacco house, of 182 Water Street, New York, is up-State on a selling expedition, and reports that the cigar manufacturers in his territory are quite busy, and his orders show that he has been very active, himself.

—

William Eggert, almost 88 years young, of 1481 Fulton street, Brooklyn, the one-time leading leaf tobacco man of New York, but now engaged in the manufature and retail of cigars, says that the cigar business must be "slow," because there are so many "drummers" around looking for customers.

J. M. Lozano, president of F. Lozano, Son & Co., arrived a few days ago from a two months' European trip, and after a short stop at the New York office he proceeded to Tampa. While in Europe Mr. Lozano visited England, France and Spain. In the latter country he had the pleasure of visiting various relatives. He reported a most interesting trip.

—

Candidates for the title of Meanest Man in the World have been heralded with such frequency in the public prints that mention of one now scarcely arouses more than passing interest, but we'll all want to take a peek at Maine's entry in the Very Meanest Man's contest. He is the Bangor citizen who stole a part of the shield of the well-remembered battleship Maine and sold it to a junk man. He gets our vote.—*Macon Telegraph.*

—

Morris Blum, manufacturer of Blum's De Luxe cigars, has an unusually attractive window display at his retail store, 758 Flushing Ave., Brooklyn. Blum's de Luxe is put out in twelve sizes, all Spanish hand-made, clear Havana. This brand has been out only six months, and has gained a strong following in its local field. Mr. Blum says that various jobbers have sought to become distributors, and a wider distribution is now being planned.

—

Major F. C. Witsell, representative of M. H. Yracheta, manufacturer of clear Havana cigars, of 33-A Fulton Street, New York, is on the homeward stretch of his swing around the cigar-selling circle. He was in Washington Monday and Tuesday, from whence he goes to Richmond, Norfolk, Baltimore, Philadelphia, thence to Gotham about the end of October. The Major started out the first part of September by way of Albany, Syracuse, Buffalo, Cleveland, and so on, and has booked numerous orders for Henry of Navarre cigars.

Used by manufacturers for many celebrated brands of cigars, cigarettes, and smoking tobacco.

A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

Manufacturer of

TINDECO

Decorated Tin Packages

Lower Prices are Predicted in Lancaster

Tobacco Is Curing Well—Chestnut Brown Is the Prevailing Color—Considerable "Thinning Down"—Some Shed Burn —Buyers Are in No Hurry to Begin—William De Haven an Honored Citizen of Lancaster, Long in the Tobacco Business, Passes Away.

LANCASTER, Pa., October 15.—The Pennsylvania tobacco harvest is finished. All the leaf now is safely housed. For the most part the tobacco is curing nicely. Yet, quite a bit of "shed burn" is reported and, in more than a few instances, barn floors are covered with leaves that have dropped from the stalk.

As the tobacco cures, the predominating color is a fine chestnut brown. It is noted also that the leaf is "thinning down" considerably. There should be a large crop, but it is too early now to predict for a certainty what the proportion will be. That depends entirely on the weather during the curing season.

Buying of the new crop is being done spasmodically; a few of the small packers and one large manufacturer have bought a few crops, but the "real" buyers are holding aloof. They want the farmers to get thoroughly conversant with the downward trend of all products; they want the news to "sink in" that on markets all over the country there is a "bearish" movement. "Inflated prices will be a thing of the past," they say, "prices must, shall and will become standardized and stabilized."

"War conditions and prices are at an end. Business men *must* be content to take normal profits. Profiteering is at an end and there will be more confidence and stability amongst merchants when prices of merchandise reach a normal level."

This is an evident reason why the people don't buy the new crop. If they were to do so at the prices asked by the farmers, it's a sure thing, when the tobacco is sweated, cured and ready for the market, prices will not be so high; the prophecies of expert tobacco men, as well as other merchants, are that commodities will be 20 to 40 per cent cheaper. So the packer who would buy at prices asked today, would be committing business suicide.

Take for example wheat, the farmers who raised it confidently expected to get $3 a bushel for wheat, claiming, because of scarcity and high cost of labor, it couldn't be sold at a profit for less; take the market—it now is below $2 a bushel. This is true of *all* farm products; they are entirely too high and *must* come down in sympathy with other merchandise. So no one cares to predict the prices that the present crops of 1920 Pennsylvania broad leaf will bring. However, the writer has every reason to believe that prices will *not* be higher than last year, if as high.

While there is a shortage of Pennsylvania tobacco, this fact cannot be gainsaid, no one is breaking his neck to buy it. Conservative merchants are holding off, expecting a drop in the market; they are buying only for immediate needs.

One who met a number of traveling men lately, says they are all complaining. They assert that they are getting plenty of orders, but they say that even their best customers are buying like "pikers" —small quantities *only*.

There seems to be a general pessimistic view of trade conditions; buyers are holding aloof, preferring to bide their time and see which way "the cat jumps."

William De Haven, a prominent resident, and old-time tobacco man, died at his home, 549 West Lemon street, Monday a week ago. He had been seriously ill for weeks.

Mr. De Haven was 64 years old at the time of his death. He was vice-president of the local Leaf Tobacco Board of Trade and secretary of the Lancaster Leaf Tobacco Board of Trade Inspection Co. He was one of the founders and directors of the Lancaster Structural Construction Co. He was the local representative and packer for Rose & Wobbe of New York for a great many years. It was only recently that he retired from active participation in the tobacco industry. Genial, friendly of disposition, kind of heart, a good husband and a perfect father, his passing will be deeply regretted in the community. His funeral took place from his former home this afternoon. The Leaf Tobacco Board of Trade here adopted a set of resolutions which were framed and sent to the bereaved family. Carl Wobbe is here and attended the funeral.

Chas. Hess, of the Seed Growers' Leaf Tobacco Co., of this city, is by far the busiest tobacco man in town. He has been kept on the run for past four days, meeting and entertaining out-of-town buyers. He disposed of the biggest part of his 1919 packing.

Chas. Mehl, of Peoria, Ill., is here looking for binder tobacco to supply his home trade.

Harry McGurgan, leaf dealer of Red Lion, Pa., and Max Kalisch, of the City Leaf Tobacco Co., of York, Pa., are here looking for desirable purchases.

Chas. Goldsmith, of Goldsmith & Belock, 193 Front street, New York, is here as the guest of John Nissley & Co., with which firm he is closely affiliated.

Lep Holzman, of Max Gans & Sons, Inc., 197 Water street, New York, is here selling Connecticut shade as well as Broad Leaf and Havana Seed, and he is meeting with excellent success.

Cigar manufacturers making high grade goods are busy, very busy; they are advertising for additional help, while the class B cigarmakers say business is dull. They are curtailing production for want of orders.

There is every probability that business will continue to be good, but the belief persists that prices *must* be rearranged.

York County has a fine crop of tobacco this year. But only four acres have been sold so far; the growers are too stiff in their prices. Before real cold weather sets in, the prediction is that tobacco, both here and in York County, will be bought for last year's prices or less.

Presidential elections always have a tendency to cause business to be unsettled, and this year is no exception.

DICKIE.

How About Your Pipe Trade?

Very many retailers fail to make anything like the money they could and should make out of the sale of pipes. This is the consensus of opinion of all pipe men who have studied the situation from the retailer's standpoint.

The trouble seems to be two-fold. The dealer does not talk pipes and he does not display them. Many of those who now have extremely lucrative pipe trades were virtually dragged into this business by a never-say-die pipe salesman and they were the most surprised men in town when they found that they actually could do a pipe trade successfully.—*Western Tobacconist.*

J. E. PERKINSON, President
C. W. LEA, Vice-President RAYMOND A. HEILAND, Sec'y & Treas.
Raymond A. Heiland Tobacco Co.
INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

Samples of our 1919 packing now ready. Write us if you need Pennsylvania.
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

I. H. WEAVER
—PACKER OF—
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

J. F. REICHARD
Grower and Packer of Leaf Tobacco for DOMESTIC and EXPORT Trade
If it's Quality and Quantity I have it
Connecticut—Pennsylvania—Ohio—York State
Lamour St. and M. & P. R. R., York, Penna.

THE MEADS TOBACCO CO.
If It's TOBACCO *We Have It*
RED LION, PA. U. S. A.

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVANIA
Correspondence Solicited EPHRATA, PENNA.

For Gentlemen of Good Taste

San Felice Cigars

The Deisel-Wemmer Co.
LIMA, OHIO

New OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET
Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

MANILA CIGARS

American Shapes and Sizes

Special Brands for Jobbers

Bi-Monthly Shipments

Always Fresh

Write for open territory to

HENRY OTTENBERG, Importer, 146 Front St., N. Y.

MISS DETROIT 8c. CIGAR
BROADLEAF

"Worth More"

Mazer Cigar Manufacturing Company
Detroit, Michigan

Connecticut Notes

(*Continued from page 32*)

they can open up for the season's work.

Packers find that cases, paper for lining cases and nails are costing more than they did a year ago and as far as possible have procured supplies so as not to be held up as they were last winter for cases.

Wertheimer Brothers of Baltimore, drove through the Broadleaf section last week, and were surprised at the high prices asked for tobacco.

Growers maintain that, though the buying movement is slack now, they do not propose to sell their crops at a lower figure than was paid earlier in the season.

The attitude and demeanor of the man seeking a job this year is somewhat different from what it was a year ago. Last year men were scarce and in great demand and when one sought a job he was very "cocky." If wages and hours of labor were not just what he wanted, he hiked off to some other warehouse with his head up and his nose in the air sniffing disdain. This year, the warehouse men declare it is amusing to see the same men coming around looking for jobs. The last year "cocky" workers are somewhat more humble and they approach the bosses in a different manner. They are willing to talk and dicker and finally go to work instead of telling the boss to go to a warmer climate.

The United States bureau of markets has arranged for a tobacco hearing to be held in this city Friday, in the Chamber of Commerce rooms. The hearing is for the purpose of discussing proposed "service and regulations" in reference to the United States warehouse act. Under this act a tobacco warehouse, whether owned privately or by a corporation, can be licensed by the Federal department and bonded.

After a warehouse has been licensed and bonded, tobacco stored therein is excellent security upon which to obtain loans. In other words the use of this United States warehouse act will increase the value and reliability of warehouse receipts on tobacco. The hearing is public, and of particular interest to all tobacco growers, merchants, dealers, packers, bankers and warehouse owners. Opportunity will be given to offer suggestions and make criticisms regarding the proposed regulations. A representative from the Department of Agriculture, under whose supervision this matter comes, will be at the hearing to explain the advantages and objects of licensed and bonded warehouses.

The bureau of markets makes the following statement: "The financing of the tobacco industry will be materially assisted by providing for a warehouse receipt of unusual integrity and a means whereby reliable evidence can be had as to the condition, quality, quantity and ownership of tobacco stored in a licensed warehouse. Such a receipt would greatly facilitate transferring of the ownership of tobacco and a receipt of this sort should be readily accepted as collateral for loans." X. Y. Z.

Farmers Urged to Market Tobacco Slowly

GREENSBORO, N. C., October 18.—The Guilford County Tobacco Growers' association met here Saturday afternoon in the county courthouse and completed the organization of the association, which was started Friday, October 8. Between 150 and 200 farmers were present. Aside from perfecting the organization the chief business done was the election of F. L. Lambeth as county organizer.

The officers temporarily elected at the initial meeting were made permanent at yesterday's session; they are, president, H. L. Lambeth; secretary, J. A. Groome, and vice-president, T. E. Whitaker.

An executive committee, composed of John W. King, S. E. Coletrane, James F. Doggett, R. W. Winchester and W. H. Dunbar, was elected. After the meeting the executive committee met and chose John W. King chairman and W. H. Dunbar secretary.

Fifteen out of 18 townships in the county were represented. Numerous favorable reports were read at the meeting indicating that the township tobacco organizations are progressing rapidly. A number of men from the township branches reported that over 95 per cent of the tobacco men in their respective communities had enlisted in the association.

E. D. Broadhurst spoke at the meeting, giving the object of the meeting as an effort to perfect a close cooperation between tobacco growers. He said that the tobacco buyers are now organized but the tobacco raisers are thoroughly unorganized. He urged that the farmers of North Carolina co-operate with farmers of other states; without this cooperation, said the speaker, the farmer is absolutely helpless.

Secretary Groome spoke briefly, telling the farmers what the executive committees of North Carolina and Virginia are doing. He said that it was imperative that the resolutions adopted at Raleigh be carried out if the farmer wishes to receive a just price for his crops in the future.

The Guilford association is a branch of the North Carolina Tobacco Growers' association.

The executive committee of the State organization believes that the 1920 tobacco crop is large, but not sufficiently large to cause the low prices now experienced.

The farmers say that tobacco is selling at a price below the cost of production. They urge every tobacco grower in North Carolina to market his crop as slowly as possible, selling only what he is compelled to sell and to be just to all cooperative creditors, holding the balance of his crop until adequate prices, covering at least the cost of production and a reasonable profit thereon, can be secured.

The executive committee of the State association has urged all farmers to largely reduce the tobacco crop of 1921, in order to sufficiently bring the supply produced in that year within the limit of the estimated demand.

Foreign Trade of the United States

WASHINGTON, Oct. 15.—The foreign trade of the United States in the calendar year 1920 will approximate $14,000,000,000 against $11,000,000,000 in 1919, $9,000,000,000 in 1918 and 1917, and slightly less than $8,000,000,000 in 1916, a little more than $5,000,000,000 in 1915, and $4,277,000,000 in 1913, the calendar year immediately preceding the war, these figures being in very round terms.

"The expectation," declares the publicist for The National City Bank of New York, in discussing this wonderful growth of United States foreign commerce down to the present moment, "is that we should witness a fall off in our foreign trade after the termination of the war has not been realized. Both imports and exports continue to grow, and the total on both sides of the ledger will be bigger in the calendar year 1920 than in any year since the beginning of the war and several times as much as in any year prior to the war. The biggest imports in any calendar year prior to the war were a little less than $2,000,000,000, and will total $6,000,000,000 in the calendar year 1920, while exports, which never exceeded 2½billion dollars prior to the war, will be over $8,000,000,000 in 1920."

In certain details, however, the trade record during and since the war shows remarkable changes. We have become large importers of certain manufacturing materials and very large exporters of manufactures. We have also increased greatly our importations of certain foodstuffs, but, on the other hand, have greatly reduced our exports of food; though in that other agricultural product, manufacturing material, our exports show material increases. The imports, big as they are, are about equally divided between the three great groups, food, manufacturing material, and manufactures, while on the export side, food forms about one-fourth of the total, manufacturing material another fourth, and manufactures one-half of the grand total.

Speaking in very round terms, it may be safely asserted that manufacturing material imported in the calendar year

THE STANDARD CIGAR MOLD CO.

INCORPORATED

No. 90 WALL STREET, NEW YORK CITY

PHONE JOHN 3780

CIGAR MOLDS OF ALL KINDS

Standard Shapes—Standard Sizes—Quality and Prompt Delivery Assured

Price

10 section $2.25
20 " 2.50
} F. O. B. New York

5% Discount allowed on all orders accompanied with remittance

1920 will be a little over $2,000,000,000 as against $600,000,000 in the year prior to the war; foodstuffs approximately $2,000,000,000 as against $420,000,000 in 1913; and manufactures a little less than $2,000,000,000 agains $750,000,000 in 1913. On the export side, manufacturing material exported will approximate in the calendar year 1920 $2,000,000,000 against $770,000,000 in 1913; foodstuffs about $2,000,000,000 against $500,000,000 in 1913; and manufactures over $4,000,000,000 against $1,176,000,000 in 1913.

The chief changes in the character of our commerce during and since the war period have been, on the import side our increasing dependence upon the tropics for food and manufacturing material, and on the export side a tremendous increase in exports of manufactures, but a marked fall off in foodstuffs exported. The value of manufactures exported in 1920 will be, as already indicated, about four times as much as in the year prior to the war. Their distribution is absolutely world wide, approximately 80 per cent of our exports to Latin America, Asia, Africa, and Oceania consisting of manufactures, over 50 per cent of total exports of the year being, as above indicated, manufactures, while foodstuffs, especially meats, show a tremendous fall off. On the import side, foodstuffs show a very large increase, especially in sugar, coffee, cacas, fruits and nuts, and vegetable oils, while manufacturing material shows an equally large gain, especially in raw silk, raw cotton, hides and skins, and fibers, though these increases are due in part to unusually high prices.

The "favorable trade balance"—excess of exports over imports—will be smaller in 1920 than in any year since 1915, and will probably approximate $2,000,000,000 as against $4,000,000,000 in the calendar year 1919, and a little over $3,000,000,000 in 1918, 1917 and 1916 respectively.

Directory *of* TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Col. F. W. Galbraith, Jr., Cincinnati, O., vice-president.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

Tobacco Association of the United States

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

North Carolina Tobacco Warehouse Association

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Greenville (N. C.) Tobacco Board of Trade

W. J. Skinner, president.
H. A. Bost, secretary

South Carolina Tobacco Association

N. A. McMillan (Mullins, S. C.), president.
Bright Williamson (Darlington, S. C.), vice-president.
J. W. McCown (Florence, S. C.), treasurer.
T. B. Young (Florence, S. C.), secretary.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons. Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

York (Pa.) County Cigar Manufacturers Association

I. J. Rejahn (Fix & Co.), Dallastown, president.
Chas. C. Meads (Meads Tobacco Co.), Red Lion, secretary.
G. A. Kohler, (G. A. Kohler & Co.), Yoe, treasurer.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson. Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

The Wholesale Tobacco & Cigar Dealers Association

Philadelphia, Pa. & Camden, N. J.

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

Cigar & Tobacco Dealers Association of Minneapolis, Minn.

Louis Nathanson, president.
William J. Blackburn, treasurer.
Carl F. Thomas, secretary.
Sam Margulies, field secretary.

This is the brand that is leading the trade everywhere to a full appreciation of the value of standard made cigars.

Charles Denby

THE CIGAR THAT BUILDS AND HOLDS ITS TRADE

The "CHARLES DENBY" satisfies the smoker because it is good, and the merchant because it sells.

H. FENDRICH

Evansville, Ind.

Makers of Good Cigars for Over 67 Years

RONSON
"LIGHTERS THAT LIGHT"
TRADE MARK REGISTERED
DEALERS: If you haven't sent for details yet DO SO AT ONCE
MANUFACTURERS—They're wonderful for Advertising Novelties
AGENTS-SALESMEN—We've got an excellent side-line proposition for you!
The Art Metal Works Newark, New Jersey

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229-239 WEST 28TH STREET
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PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

EL DALLO
"Each Cigar In Its Own Humidor"
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

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American Lithographic Co.
NEW YORK

A Mild Aromatic Smoke

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PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

CIGARS FROM PORTO RICO

Per S. S. Philadelphia. Arr. Oct. 16.
Consignees:

New York:	Cases
Welcher Bros.	16

LEAF TOBACCO FROM PORTO RICO

Per S. S. Philadelphia. Arr. Oct. 16.
Consignees:

New York—	Bales
A. Gutierrez & Co.	90
Bowering & Co.	28
Portocuba Corp.	26
J. Cohn & Co.	192
Stern, Mendelsohn Co., Inc.	250
J. Lewis Cigar Mfg. Co.	50
Total	436

STRIPPED TOBACCO FROM PORTO RICO

Per S. S. Philadelphia. Arr. June 16.
Consignees:

New York—	Barrels
M. Lopez & Co.	163
P. R. Amer. Tob. Co.	53
Stern, Mendelsohn Co., Inc.	12
S. Weinberg	37
Bowering & Co.	70
Portocuba Corp.	32
General Cigar Co.	50
E. Rosenwald & Sons	293
Rosenstadt & Waller, Inc.	350
Durlach Bros.	110
Cullman Bros.	76
P. Lorillard Co.	112
Rosenstadt & Waller, Inc.	350
H. Duys & Co.	7
Total	1,717

SCRAP TOBACCO FROM PORTO RICO

Per S. S. Philadelphia. Arr. Oct. 16.
Consignees:

New York—	Bales
M. Lopez & Co.	5
M. Gans & Son	21
H. Duys & Co.	26
P. R. Amer. Tob. Co.	400
Cullman Bros.	4
Portocuba Corp.	26
J. Cohn & Co.	24
Total	506

CIGARETTES FROM ENGLAND

Per S. S. Carmania. Arrived Oct. 18.
G. S. Nicholas & Son. 1 case
Per S. S. Maine. Arrived Oct. 18.
To order. 5 cases

CIGARS FROM COLOMBIA

Per S. S. Santa Marta. Arr. Oct. 15.
British-American Tob. Co. 4 cases

CIGARS FROM MANILA

Per S. S. Radnor. Arrived Oct. 16.
Consignees:

New York—	Cases
N. Garten	260
Metropolitan Tobacco Co.	96
J. Berran & Co.	29
United Cigar Stores Co.	43
Dusel, Goodloe & Co. (Philadelphia)	62
Pyle & Allen Co. (Cleveland)	20

CIGARS FROM KINGSTON, JAMAICA

Per S. S. Cartagena. Arrived Oct. 15.
Consignee:

New York—	Cases
Brit. Amer. Tob. Co.	4

CIGARETTES FROM FAYAL

Per S. S. West Humshaw. Arrived Oct. 11.
Consignees:

New York—	Cases
France & Canada Exp. Co.	56

CIGARETTES FROM ENGLAND

Per S. S. Cornishman. Arr. Oct. 14.
Consignees:

New York—	Packages
A. Futteroif	2

TOBACCO FROM HAMBURG, GERMANY

Per S. S. Oregonian. Arrived Oct. 14.
Consignees:

New York—	Cases
Atlantic & Pacific Trading Co.	1

SMOKING REQUISITES FROM ITALY

Per S. S. Calabria. Arrived Oct. 18.
U. S. Forwarding Co. 1 case

(*Continued from page* 35)

here today with officials of the Government and sugar companies to afford relief from the present financial stringency in Cuba. Under the agreement the bankers will purchase bonds issued by the Cuban Government, which will use the money in financing the sugar crop and in affording other relief.

The terms of the agreement will be communicated to the Cuban Government and it will be for that Government to decide whether the plan will be acceptable. Meantime the State Department will inform Cuba that the American Government as such cannot offer any financial assistance.

The amount of money which will be necessary to relieve the situation in Cuba has not been estimated so far as could be learned at the State Department.

Bankers attending the conference today included representatives of the National City Bank, the Guaranty Trust Company, the Chase National Bank, the National Park Bank, the Mercantile Bank of America and the Merchants and Metals National Bank of New York city; the First National Bank and the National Shawmut Bank of Boston, and the First National Bank of Philadelphia.

Sugar companies represented at the conference included the American Beet Sugar Co., American Sugar Refining Co., National Sugar Co., the Warner Sugar Co., the Federal Sugar Co., the United Fruit Co., Arbuckle Bros., the Pennsylvania Sugar Co. and the Sugar Equalization Board at New York.

Classified Advertisements

GEORGIA SHADE GROWN, Crop 1918 First Size, Light Equals Imported, Sumatra, 3 lbs. to M. 10 to 1,000 lbs., price $1.55 per lb. Net cash delivered. No order less than ten lbs. considered. P. J. Sullivan, 161 Pierrepont St., Brooklyn, N. Y.

TEXAS, OKLAHOMA, ETC. SALESMAN WANTED

WANTED—Salesman to represent us in Texas, Oklahoma and other Western States with a high Class A Cigar. Commission only, write to P. O. Box 136 Elwood, Indiana.

HIGH GRADE LABELS FOR SALE

FOR SALE—Small and large lots of hign grade labels and edgings. Will sell them cheap. Write P. O. Box 136, Elwood, Indiana.

FOR SALE—55 cases French cigarette paper, $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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Hearings Relative to Tobacco Regulations

Representatives of the Bureau of Markets Have Important Conferences to Discuss and Explain What Best Could Be Done, Under the U. S. Warehouse Act, to Make Tobacco a More Easily Accepted Security for Loans Granted by Banks—A Meeting at T. M. A. Headquarters—Morrill, Wilkinson, Ise and Dushkind Were the Principals in the Questionnaire—Work on the Plan Will Be Finished Before the First of the Year.

That the Bureau of Markets, U. S. Department of Agriculture, the better could prepare a draft of regulations, helpful, protective and entirely fair (for handling tobacco and the making of tobacco a security on which bankers more quickly and liberally may grant loans) under the United States Warehouse Act, representatives of the bureau, during the month, have held hearings at Danville, Va., Richmond, Va., Wilson, N. C., Clarksville, Tenn., Louisville, Ky., Dayton, O., Lancaster, Pa., Hartford, Conn., and New York City.

The last of the hearings took place Saturday forenoon in the directors' room at T. M. A. headquarters, 5 Beekman Street, New York.

The attendance at the hearing, considering the importance of the matter, was not so large, perhaps, as it should have been. In other respects, however, the meeting may be regarded as eminently successful.

Chester Morrill, assistant to the chief of the Bureau of Markets, F. B. Wilkinson, investigator in warehousing, and W. J. Ise, assistant to the solicitor of the Department of Agriculture, in turn, each according to his specialty, explained the tentative regulation very clearly and fully.

The purpose of the bureau is to make the plan workable; the warehouse act, so far as possible, will be made of real service to farmers desiring to obtain from banks reasonable loans on non-perishable produce, such as cotton, tobacco, grain, etc., properly stored in warehouses inspected and licensed by the U. S. Government.

Because of the types, varieties and grades of tobacco, it is hard to formulate a set of rules that will assure bankers that a warehouse receipt attests exact classification as well as quantity and approximate market value.

In tobacco there are distinctions that only an expert can make correctly. For this reason, it is essential that the licensed weighers, inspectors and graders should be men of known skill, experience, judgment and dependability. It is important, too, that their qualifications should be recognized, their competence conceded, in the localities in which they work.

Other difficulties incidental to strict grading and correct appraisement were discussed.

In behalf of the trade generally, Counselor Charles Dushkind, secretary of the T. M. A., asked many questions, put numerous searching queries.

His efforts to have the regulations framed so that they would be plainly understood by farmer, warehouseman, banker and all others concerned, were acknowledged to be valuable indeed by representatives of the Bureau. Others present made inquiries and suggestions. To all of these, the representatives of the bureau responded frankly and in a manner that indicated a desire to obtain all information possible.

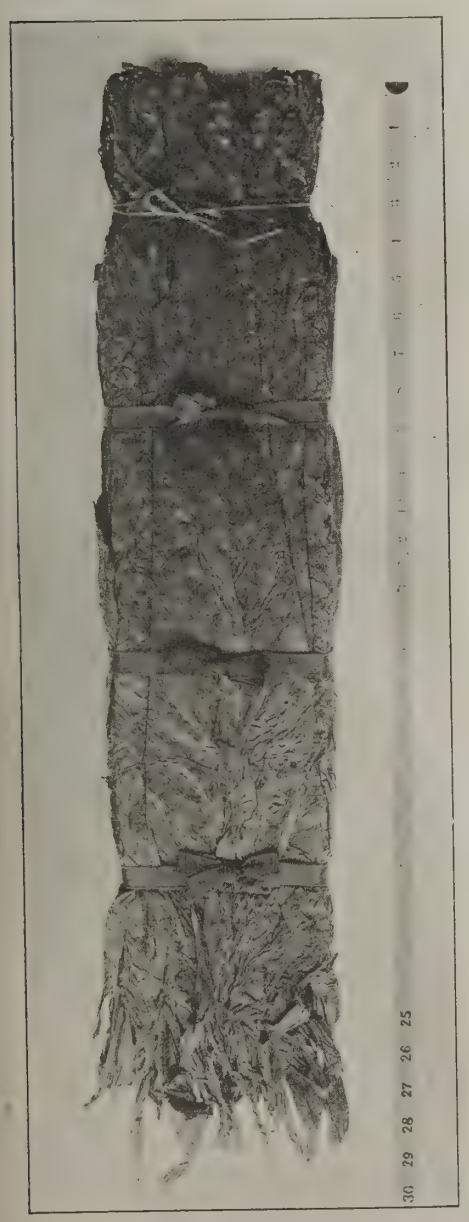
The hearing was continued until about 1 p. m. Representatives of the bureau returned to Washington Saturday night.

At Washington, the mass of data resulting from the various hearings will be "gone over" very carefully. All suggestions that seem wise and helpful will be incorporated, some way, in the redrafted regulations.

When the Bureau of Markets has completed its work, the regulations will be submitted to legal advisers of the government. If passed upon favorably by the law officers and approved by the Secretary of Agriculture, the new regulations may be promulgated, a month or six weeks, from now.

To tobacco growers and to warehouse men it may not appear immediately how beneficial it would be to take advantage of chances offered under the United States Warehouse Act.

But being permissive, not compulsory, procedure according to the indicated plan may be a direct step toward better financing. The general opinion seems to be that the Bureau of Markets is doing something well worth while.



The Barometer of the Tobacco Market

HENDERSON, N. C., October 23.—Highest averages for any equal period during the present season were made on the tobacco market here for the week ending with sales yesterday. A total of 775,107 pounds were sold for $169,890.03, or an average of $21.91 per hundred.

This gives a total this season to date of 2,123,405 pounds, selling for $422,770.21, or an average of $19.91. These figures compare with sales to October 22, 1919, of 4,538,403 pounds, which brought $2,273,925.31, with an average of $50.10.

Sales for last week by days are reported as follows:

Pounds.	Price.	Average.
105,648	$24,634.34	$23.31
123,459	24,878.92	20.15
141,581	31,145.67	21.99
166,584	35,085.62	21.06
237,835	54,145.48	22.76
775,107	$169,890.03	$21.91

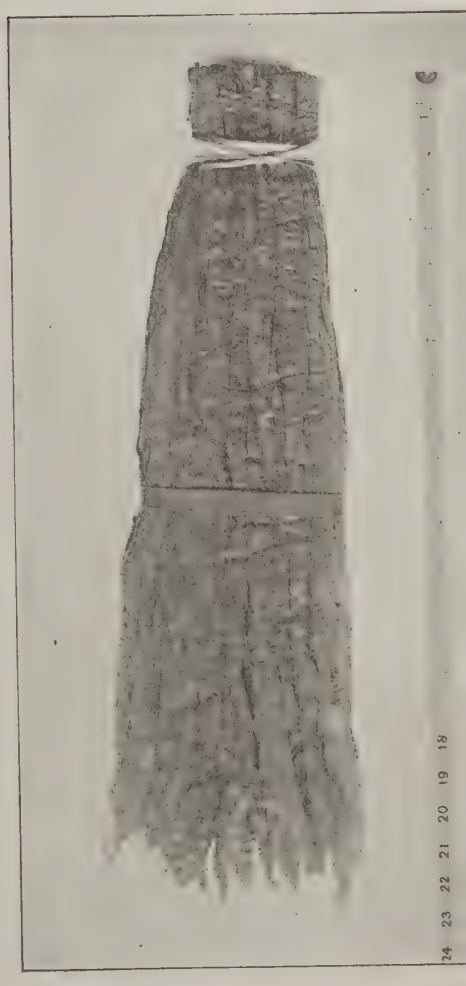
The tendency of the farmers to rush their tobacco on the floors has brought forth further warning from some tobacco quarters here that to do so means a new break in the market, which would carry prices even lower than they are at the present time. Last week's average, however, has broken into new high ground for the season, the averages show, and tobacco buyers say that this is due to a genuine advance in the price, and not principally to a better grade of offerings. A competent authority on the Henderson market made the statement today that the quality of the weed now being offered is barely a shade above that which has been the rule here this season thus far.

As much as they regret to do so, tobacco men in general are forced to admit that much of the crop in this section of the State is of a poorer grade than was the case a year ago. Unfavorable weather worked against the farmers, and made their labor the more difficult, and to this was added the unprecedentedly high price of labor, which demanded abnormal wages for help in harvesting the crop. It is not the general belief here that prices will stay where they are.

Wrappers and the better quality tobacco has sold on the Henderson market during the past week as high as 60 and 75 cents per pound, but this is not anything like what the same tobacco sold for a year ago. A glance at the comparative figures for the market during the 1919 season will show the great difference in conditions. It reveals a poor crop, the slump in price, the smaller amount of weed marketed to date, and the tendency to advance with but little momentum.

Some of the dissatisfaction of the farmers is becoming dissipated. It is deep-seated all around, however, and the change that has come about has been more in the nature of a reconcilement

(*Continued on page* 43)



Magnitude of American Tobacco Industry

Any movement for national prohibition of tobacco would necessarily antagonize varied interests of first magnitude. These include farmers, manufacturers, labor, both skilled and unskilled, salesmen, executives, clerks, etc., a huge aggregate of capital, and immense army of smokers.

It is estimated that the American tobacco industry employs directly 2,000,000 persons in its manufacturing, distributing and retailing branches. While all estimates must necessarily be largely guess work for lack of official statistics, this figure is regarded as extremely conservative. In related industries, such as box making, lithographing, etc., the tobacco business provides employment for at least another million, pushing the total to easily 3,000,000.

There are approximately 350,000 individual farmers in the United States who planted nearly 2,000,000 acres to tobacco. Land values vary to such an extent that estimates of the value of land given over to tobacco cultivation is not possible. In parts of North Carolina and Kentucky, land values run as high as $400 an acre. The indicated yield is 1,478,788,000 pounds for this year's crop. It is a little early to estimate the value but if it should average no more than 30 cents, this would mean $443,636,400 to the American farmers.

Farmers would be reluctant to turn to other products. Sections of the South in which tobacco is grown do not entirely lend themselves to cotton. If tobacco were banned, it is believed that the farmers for the most part would be forced to turn to production of grain. This would be far less profitable for the tobacco crop in the South has always been regarded as the "money crop." In 1913, there were 1,216,000 acres planted to tobacco. In seven years, this has been increased more than 51 per cent.

The tobacco manufacturing industry has shown steady growth and securities of these companies because of consistent development in earning power are now regarded as being in the investment class. Manufacturing and retailing companies whose issues are dealt in the open markets to which the investing public have access, are capitalized at $578,411,650. The market value of such securities is well above that figure, for in most instances they are selling at a premium.

Following gives capitalization of principal manufacturing and retailing companies listed on security markets:

	Funded Debt	Preferred Stock	Common Stock
American Cigar	.....	$10,000,000	$10,000,000
American Snuff	.....	3,952,800	11,000,000
American Tobacco	$21,906,200	52,699,700	89,442,400
Consol. Cigar	.....	3,910,000	3,600,000
Eisenlohr	.....	2,460,000	6,000,000
General Cigar	.....	9,620,800	18,104,000
G. W. Helme	.....	4,000,000	4,000,000
Liggett & Myers	49,594,700	22,514,000	32,244,000
P. Lorillard	20,888,850	11,307,600	28,285,700
Philip Morris	.....	.....	2,760,000
R. J. Reynolds	15,000,000	20,000,000	60,000,000
Schulte Retail	.....	500,000	3,000,000
Tobacco Products	.....	8,000,000	1,760,000
Tob. Prod. Exp.	.....	.....	*6,142,500
United Cigar Stores	.....	4,527,000	29,878,200
Wey. Bruton	.....	4,688,800	6,623,800
Total	$107,389,750	$158,180,700	$312,841,200
Funded debt			107,389,750
Preferred stock			158,180,700
Grand total			$578,411,650

*472,500 shares of no par taken at market price, $13.

It is estimated there are upwards of 700,000 small retailers in the United States who carry inventories averaging $1,000 or more. This would add another $700,000,000, carrying the total investment in manufacturing and retailing above $1,278,000,000.

In this compilation there has not been included American Sumatra Tobacco Co. which is a grower of tobacco, capitalized at $22,975,985.

Four principal cigar producers, the General Cigar Co., the Consolidated Cigar Co., the American Cigar Co., and Otto Eisenlohr & Bros. Inc., capitalized at $63,694,800, represent about one-third of the industry. On this basis, there is another $127,389,600 invested in cigar manufacturing. If this is added to the estimate already computed and American Sumatra is included the total is brought up to $1,428,677,000.

Though the amount spent by the American public for smoking is uncertain, it is believed that it easily exceeds $1,500,000,000.

Short Stories of the Trade

Max Lavitt, tobacco grower, packer and dealer, of Ellington, Conn., accompaniel by his son, arrived in New York, Monday. Mr. Lavitt reports that the tobacco, which escaped damage by the devastating hailstorm in August, is curing up in fine style. He says that the prices on the limited supply of Connecticut tobacco are bound to remain high, and considering the cost of production, the increased price of fertilizers, etc., there is not much prospect, he says, of any lower tobacco prices next year.

—

The cigarette is no longer associated in the minds of men with the small boy and the woodpile, but is coming into its own in the world of tobacco, a place which, since the war, has become unassailable. Its popularity is now firmly established among men who measure their enjoyment of tobacco by its quality rather than by its quantity. And it is advertising that has revealed to the world the real romance that is wrapped up in the small, white roll of paper, and in the story of its making.—*Manco Record.*

—

The customs authorities have sanctioned the opening of a bonded warehouse for tobacco at Nottingham, England. The building, which is practically completed, and is now being fitted according to requirements, will be ready for use shortly. It will be an independent bonded warehouse, and is owned by the Trent Navigation Co. The building, which has a capacity of 45,000 bales of tobacco, should be a boon to the trade in the East Midlands. Its initiation is due principally to the efforts of C. M. Schroder, tobacco broker, of Nottingham.

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Tankoos, Smith & Co. have leased to the Schulte Cigar Stores Co. for a term of years at a rental aggregating $125,000, the corner ground floor and basement in the Ormande Restaurant property, owned by the Boemermann estate, at the southwest corner of Nostrand avenue and Fulton street, Brooklyn. The same brokers also leased for James Donnelly, represented by J. Michaelson, attorney, the corner ground floor and basement at the southeast corner of Broadway and Canal street for a long term of years at a rental aggregating $160,000.

—

Hal Price Headley, a prominent tobacco man and thoroughbred breeder, of Lexington, Ky., is about to depart for England on a business trip. He will be accompanied by Mrs. Headley. While abroad Mr. Headley will look over several English breeding establishments with a possible view of acquiring several stallions for the Headley farm. Brown Prince, a famous stallion recently acquired by Mr. Headley in conjunction with two New York sportsmen at a price exceeding $100,000 has been shipped to France. He stood the trip well and is in fine condition.

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Awakened from a dream that his father's tobacco farm was on fire, Leslie Makers, an 18 year old boy at Hopkinsville, Ky., rushed from his bedroom to the barn just as a tier pole in the structure gave way, dropping several sticks of dry wood into a blaze. By hard work he succeeded in extinguishing the flames. Four other farmers in the Fairview neighborhood were not as lucky. John Penice and Sam Smith lost their crop with $2,150 insurance. Doss Ross, Morris Weaver and Harned Bros. and John Burris lost barns and large crops, with small insurance.

—

The American Sumatra Tobacco Co. for the year ended July 31, reports a net income, after all charges and Federal taxes, of $2,581,031. The amount applicable to the common stock was equal to $16.91 a share. The report of the previous year showed earnings available for dividends of $890,388, or the equivalent of $5.56 a share on the common stock after making allowance for the preferred distribution. The gross profits in the year just closed were $5,201,282, an increase of $3,492,948 over the preceding year. Federal taxes are estimated at $804,173, whereas they were $697,173 in the report of 1919.

—

The Mazer Cigar Manufacturing Co., in addition to its factory in Detroit, has other factories in Columbus, Zanesville, Barnesville and Dayton, O. The company established a branch factory in Dayton, about a year ago, taking over the old Ferneding building on South St. Clair street, which was renovated and made into an up-to-date plant, but business increased so rapidly that the place is now too small. So to house its greater industry in Dayton, the Mazer Co. bought the Costello warehouse, a five-story brick structure, erected during the summer of 1912 and covering a lot 50x200 feet. During the spring of 1913 the building housed hundreds of families that were left homeless by the high waters. It is one of the most substantial structures in the wholesale district.

—

A mysterious "rúmpus" took place Saturday, about noon, in the United Cigar Store at 1549 Broadway, New York. Out of the various conflicting stories told of the affair, it is gathered that John Holmes, a clerk in the store, who was on duty alone at the time, was assaulted by one Elias D. Ashby, a former clerk in the place. At any rate, according to one version, Ashby was found standing over Holmes who was prostrate on the floor in a rear room, trying to grapple with his assailant. Holmes received two scalp wounds. Some say that Ashby had his face partly hidden with a handkerchief. An officer took Ashby to the police station, and Sunday morning when arraigned before a magistrate he pleaded not guilty to the charges of assault and attempted "hold-up." Ashby was "let out" as a United Clerk and his bond cancelled about six months ago, since which time he has been employed by the R. B. L. Cigar Co.

—

The American Tobacco Company, has notified customers that it will protect them against loss incurred through a revision downward of tobacco prices. Though tobacco manufacturers do not look for any decline for some time, jobbers have been cutting down purchases with a view to lightening inventory. Their apprehension has been due to price reductions in other lines and the break in leaf tobacco. Leaf tobacco now being purchased cannot go into manufacture for another year at least. Curtailment of buying orders by jobbers has caused a reduction in cigarette output, but there has been no apparent decrease in consumption. Similar action has been taken by Liggett & Meyers Tobacco Co., S. Monday & Sons and other companies. Jobbers under normal conditions carry a 30-day supply, but the guarantee has been extended to purchases made 60 days prior to any reduction, so that an allowance of 30 days may be made for shipment in transit.

With a Wreath of Remembrance

Tribute of the N. C. L. T. A. to its departed president.

IN MEMORIAM

Isaac H. Weaver, president of the National Cigar Leaf Tobacco Association, died at his home in Lancaster, Pa., on Friday, October 1, of neuralgia of the heart. Though preceded by a slight premonition of the end, his death came as a profound shock to his family and to his wide circle of friends and acquaintances.

Rarely has death removed from a community a man whose passing to the Great Beyond leaves so conspicuous a void, and never has the grief of those left behind been more genuine. In every aspect of this many-sided man, he measured up to the highest standard of the American gentleman. Lancaster loses one of its best and ablest citizens, our industry one of the most enterprising and successful of its exponents, the National Cigar Leaf Tobacco Association an honored member and president, while the loss of the bereaved family commands the deepest and tenderest sympathy of us all.

As a young man Isaac Weaver set an example of industry and courage that should be an inspiration to the rising generation and a treasured memory to his sons. Living until his 24th year upon the home farm, where he was born April 27, 1864, he attacked every task that confronted him with the same cheerful, energetic and tireless spirit that marked his later years as a successful business man. No day was too long, no labor too arduous for this lad, who early realized the great truth that a permanent and substantial success in life can be earned solely through industry, concentration and a determination to surmount every obstacle.

With such a preparation for business, supplemented by a liberal education in the public schools and an unusual capacity for absorbing valuable information from every source, it is not surprising that when this young man launched himself upon an independent career he should speedily have made his mark in his chosen field of work. The history of Isaac Weaver's business success is closely interwoven with the story of Lancaster's prosperity throughout the past thirty years. With a positive genius for making friends, with a frank, open nature that won him the confidence of all with whom he came in contact, he early laid a broad foundation for the sterling character and splendid reputation he soon achieved. To say that Weaver's word was as good as his bond will sound trite enough to those who knew him. So solid and substantial was the man's character that in all his relations with his business associates his lightest pledge carried the weight of the most formal undertaking. That his business should have prospered and should have extended far beyond the confines of his home town is but natural under the circumstances. Had it been otherwise the soundest rules of life would have been discredited.

As a citizen he was at once the pride and inspiration of his fellow townsmen. No important civic activity was undertaken without his aid and no success was achieved that did not owe much to his public-spirited cooperation and vigorous personal effort. President of the Lancaster Chamber of Commerce, a director of one of its leading banks for twenty years and a prominent figure in many other local enterprises, the very heart of the community in which he lived throbbed in his breast.

His activities as a citizen of Lancaster and as a patriotic American during the stress of the World War made him a conspicuous figure throughout his State. Chairman of the Civilian Relief Committee of the American Red Cross and a prominent member of the Citizen's Committee of One Hundred, he gave generously of his time and his means to aid in the giant task of winning the war. No man occupying his high position in the community could have performed such tasks without attracting admiring attention, but no man sought less after notoriety or placed a more modest appraisal upon his own efforts.

Isaac Weaver was selected as president of the National Cigar Leaf Tobacco Association because his associates recognized in him the sterling qualities which had made him so conspicuous a figure in our industry. His intimate personal knowledge of our great trade in all of its ramifications, his spirit of justice and fairness in dealing with conflicting interests, his passionate loyalty to those whom he undertook to serve, all contributed to make his administration one of the most successful in the twenty-two years of the Association's life. As a presiding officer he was ever intelligent, resorceful and firm though courteous, and his rulings were invariably accepted without question. His chief ambition was the expansion of the membership of the Association and the augmenting of its usefulness, and throughout his incumbency he kept these aims constantly in view. The members of the Association owe him a great debt of gratitude which will serve to keep his name and memory ever fresh in our minds.

As a friend Isaac Weaver was loyal, sympathetic and generous; indeed, to his extraordinary faculty of making friends and binding them to him by unbreakable bonds he owes his great success in life. The social side of his nature was ever that of a healthy boy who delighted in the companionship of his friends. He took an active part in the work of numerous fraternal organizations and his charities were manifold, but, like his patriotic activities, they always shunned publicity. His death deprives a wide circle of friends not only of a warmhearted comrade but, in many cases, of a generous benefactor whose loss will be sincerely mourned.

It is difficult to pay too high an encomium upon Isaac Weaver's character as a husband and father. Regardless of the manifold engagements of his busy life, his wife and children were ever foremost in his thoughts, and if it is possible that their grief over his untimely passing can be lightened, it will be because of the sweet memories he left behind him. The members of this Association unite with his many friends in an expression to his family of their deep sorrow at his death, and their heartfelt sympathy over the irreparable loss they have suffered.

Isaac Weaver did not die as one who, full of years, "wraps the drapery of his couch about him and lies down to pleasant dreams." His end came suddenly, like that of the fighting soldier stricken by a bullet on the firing line. He died in harness. Only the faith we have in the wisdom of an inscrutable Providence can reconcile us to his early taking off; yet those who knew him best are sure he would have preferred to go as he did in the noontide of his strength, meeting the Great Reaper bravely though called before his time.

WM. J. LUKASWITZ
C. H. NOLT
MILTON H. RANCK
W. L. CROUNSE
For the National Cigar Leaf Tobacco Assn.

CAUSES OF THE PRICE DECLINE

"During recent weeks signs have been accumulating that the present rapid downward movement in commodity prices may very shortly come to an end," declares the Mechanics & Metals National Bank of New York. "Just as, a few months ago, prices were bid too high because supplies were underestimated, so now there is a possibility that they will fall too low, and that some prices have already fallen too low, through underestimation of demand. Any further declines in wholesale prices during the next few months are not unlikely to be offset by recoveries in other lines."

This, however, applies to wholesale rather than to retail prices. These have not come down to correspond with wholesale reductions. Retailers who have taken in stocks at the higher prices are reluctant to sell them for less than the expected profit, and are trying to hold off reductions save on goods bought at the reduced values. In some instances they even continue to offer at the old price goods which they have bought at reduced wholesale prices. Such a policy cannot long continue. It is possible that retailers in some lines may be able to maintain prices on goods bought at the higher levels until such goods are worked off, but until retail prices reflect approximately the decline already seen in wholesale prices, the present phase of readjustment will not have been completed.

The very extent of the break in wholesale prices up to this time is an indication that it has about run its course. One hundred and six articles at wholesale dropped 6 per cent during September, the greatest fall for any single month yet recorded. From the first of May to the first of September the total decline in prices reached approximately 20 per cent. This is the most extensive decline in a period of only five months that has been recorded for at least a generation. Wholesale prices are now at almost exactly the same level as at this time three years ago. Leading agricultural products have suffered most of all. Cotton, from a price of 43¾ cents in July, has fallen to half that figure. Corn is less than one-half its high price in the early part of the year. Sugar has fallen to about one-third of its price a few months ago.

One of the leading causes of the price decline has undoubtedly been the inability of consumers to continue paying the high prices, combined with their feeling that prices were unreasonably high even when they could afford to pay. In view of this, it seems at first glance remarkable that the drastic fall in prices has not stimulated buying. In manufacturing and merchandising lines demand is more hesitant than before. There is only hand-to-mouth purchasing. This is easier to explain from a purely psychologic standpoint than on objective economic grounds. In the belief that prices have still further to fall, a large number of consumers are holding off in all but their most immediate needs. Dealers take only as much as they must to keep going, as they do not want to have stocks on their hands that may shrink in value.

The failure of price reductions to bring an immediate increase in buying, therefore, is not only natural, but inevitable. A period of dulness and hesitancy always follows a period of sharply falling prices. Though sharp reductions have brought no influx in buying, wholesalers and manufacturers are now resisting further declines, on the ground that they would be senseless, and only frighten buyers the more. This position is quite defensible. It is all the more so in view of the decline which has already taken place. If precedent counts for anything, it may be pointed out that while prices have fallen more than 20 per cent in the last six months, it took them twelve years to fall less than 50 per cent to pre-war levels after the Napoleonic Wars. Two years after the Civil War, also, when prices had fallen 12 per cent from 1865 to 1886, a recovery followed the break, and prices did not reach a 50 per cent decline from 1865 levels until more than ten years later.

The production of cigars and manufactured tobacco in the Covington, Ky., internal revenue district, while materially supplementing the output of the First Ohio District, is not showing the same improvement. Collections for the month of September decreased $9,508 32, or 29 per cent, compared with the corresponding month last year, due entirely, however, to manufactured tobacco; cigars showing an increase in the amount of tax paid of $73.78, or 3 per cent.

TOBACCO
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NEW YORK, THURSDAY, OCTOBER 28, 1920

AN ECHO OF THE AUCTIONEER'S CRY

Though farmers, as yet, are far from being satisfied, market reports bring just a little more comfort to the tobacco grower.

On most markets now tobacco is selling at slightly higher prices. The upward trend may not be very great, but it is perceptible in many places.

The improvement chiefly is in the demand for tobacco of the better grades.

For two reasons, perhaps, further advances in the price of desirable tobacco can be expected. One is the probability of increased American consumption; the other is the possibility that export trade will be "a bit more active" after the first of the year. Also, assurances of a reduced tobacco acreage in this country, with the consequent difficulty, may be, of acquiring large supplies of desired tobacco in 1921, are inducements, for those who can do so, to buy in excess of immediate needs.

As a speculation, good bright tobacco seems to be a better buy now, although the price is higher, than it was a month ago.

GETTING AND GIVING

Some people profess to see, ahead of us, a period of trouble and financial distress. Others, less pessimistic, are sure that the situation now is about as bad as it will be.

To the undiscouraged seeker for better things, it seems that the ill effects of the war rapidly are being worn away.

"We have passed through the worst," the optimists say.

The threat of hard times.

Or the promise of prosperity.

Take your choice.

But look at conditions as they are.

To-day, in the tobacco industry and elsewhere, how does actual production compare with wages paid?

Though the average cigar maker gets more than twice his former earnings, his work is about three-fifths of what it used to be.

He labors fewer hours and his output per hour is less than it was aforetime.

And some of the workmanship tolerated at present would have disgraced a journeyman in the old days.

The cigar factories may have their quota of unprofitable employees, but paid exponents of inefficiency may be found on the farm, in office or, in fact, almost anywhere.

Those who labor grudgingly, those who do just enough to get by, those who have no pride in their work, those who take not a thought for an employer's interest, those who shirk when and where they can, those who are unashamed of incompetence, also those who believe they are warring against capital, to them may be attached at least some of the blame for failure to lower the high cost of living, and to them may be ascribed partial responsibility for many troubles that pester the people of the United States.

A "salaried man" may be a clock-watcher or a skimper quite as bad as the wage-getter who gives a scant return for what he receives on pay day.

Whether he be high or low, big or little, the employe who neglects or refuses to do an honest day's work is a disturber increasing the cost of production and injuring the innocent, ultimate consumer.

Sometimes, too, the shoe may fit the other foot. Not all employers are properly appreciative of diligence, competence, zeal and loyalty.

THE DOLLAR COMES BACK

A change is about to take place in the dollar—a revision upward, it might be called.

At last we approach the anxiously awaited time when the value of the dollar as a purchasing medium will have about reached the limit of continuous depreciation. There soon will come a period of halting irregularity, a move upward here, a further little downward movement there, then the oscillating motion that is superinducing financial sea-sickness will cease. After that for a time everything will be on a dead center as it were. Following this quiescent period the long steady upward climb of the dollar will be begun.

Take hope—even the older ones of this generation may confidently look forward to once more handling dollars that have close to one hundred cents of purchasing power.

Six years ago when the European war began there was created out of hand a set of circumstances that inevitably must affect all peoples. Not a single individual in the whole civilized world could escape sharing the burden.

As prices rose the value of the dollar fell.

Gold as a medium of exchange disappeared. Its place was taken by a never-ending stream of what—in effect—was nothing less than fiat money.

Then there was the orgy of speculation and reckless personal expenditure.

By-and-by the war was over, and the world woke up to the disagreeable realization that its accumulated wealth was to a large extent burned up, and that it was in debt to an extent that means groaning taxes for an indeterminate time.

Nowhere is there better explanation of the economic truth that money of itself is not wealth. There is vastly more money in the world today than six years ago and vastly less wealth. Wealth consists of such things as land and buildings and machinery and livestock and of raw material and manufactured goods. Money is merely a symbol, the unit of measurement. If there are none of the desirable and necessary things to be had money is absolutely worthless. And money is comparatively worthless in degree as it fails to procure by purchase enough of the necessities and luxuries to maintain the people in their accustomed or normal scale of living, as the *Sunset Magazine* well says:

"If we could only wipe the slate clean and take a fresh start we would not have so many vexatious problems. But in the very nature of things this can not be done. We must clear away the debris and rebuild—handicapped though we may be at every turn. Regardless of all theorizing there is but one cure for a sick world—and that is to go back to work. We can return to normal only when we get back to a normal mental attitude toward work and realize that man lives by the sweat of his brow.

"The process of 'getting back to normal' will be in large measure just the reverse of what took us away from normal. For instance, instead of continuously rising prices for commodities of all kinds and a concomitant diminishing dollar we will find the dollar constantly increasing in its purchasing power while commodities one after another will come down in price."

THE CIGAR MANUFACTURERS HAVE WON

The strike of tobacco workers in Tampa, now in its seventh month, is drawing to a close. Any well posted person can see that there is a well defined trend among the workers to get back to their benches and the good wages that await them there. The fact that the factories are open and that operations are being carried on, and on a scale that shows a considerable increase each week, despite every effort of the misguided unions, is convincing even the most stubborn unionist that the strike is lost.

Indeed, it was lost the day it began, for the manufacturers had laid down the dictum that they would not, could not, indeed, if the industry is to survive here—yield to the union's demand for a "closed shop."

Public opinion has been on the side of the manufacturers from the beginning of the strike. Not that public opinion is against the unions when they conduct their operations conservatively, but because public opinion demands fair play, and it is only fair to allow any man or corporation his or its legal right to conduct a business on either "open shop" or "closed shop" basis.

Public opinion has been with the manufacturers because the manufacturers have not demanded that workers in the factories give up their union cards, but have only declared that the non-union man as well as the union man shall have the right to earn an honest living in any of the factories in which he chooses to work.

The question of wages, or hours, or other working conditions did not enter at the inception of this weary struggle, and does not now enter. It has merely been a question of "closed shop" or of "open shop."

The men who have declared for "open shop" are the men who have millions of dollars invested in what is the city's greatest single industry. The men who have declared they will impose the "closed shop" or wreck the industry are not, as a rule, property owners here even in a small way. Their stubbornness, however, has been very costly, both to themselves and to the property owners upon whom they have sought to impose their will.—*Tampa Tribune.*

INGERSOLL'S TRIBUTE TO TOBACCO

Reprinted by Request.

These leaves make friends and celebrate with gentle rites the vows of peace. They have given consolation to the world. They are the companions of the lonely, the friends of the imprisoned, of the exile, of workers in mines, of fellers in forests, of sailors on the deep sea. They are givers of strength and calm to the vexed and wearied minds of those who build with thought and brain the temples of the soul. The tell of hope and rest. They smooth the wrinkled brows of care; drive fear and strange misshapen dreads from out the mind, and fill the heart with rest and peace. Within their magic warp and woof some potent, gracious spell imprisoned lies, that, when released by fire, doth softly steal within the fortress of the brain and bind in sleep the captured sentinels of care and grief. These leaves are the friends of the fireside, and their smoke incense rises from myriads of happy homes. Cuba is the smile of the sea.

A Turkish-tobacco field near Cavalla.

Picking Turkish Leaf

This picture shows the typical arrangement of a Turkish tobacco plantation, with the houses on the hillside and the tobacco fields in the fertile valleys. Notice the tall, slender tobacco plants with their small leaves and compare them with the large American plant with its spreading leaves.

Infinite care and patience—the patience of the Oriental—are necessary in handling Turkish Leaf. Every individual leaf must be handled several times before it is baled and shipped. Each leaf is picked, strung up to dry, taken off the dryer, and manipulated by hand before it is baled in the warehouse.

Our native employees watch over and take part in each of these processes, with the result that we can offer to manufacturers every type of Turkish Leaf as nearly standardized in quality as human skill and patience can render them. By supplying manufacturers with high quality leaf, at most attractive prices, we have grown to be the largest dealers in Turkish tobacco in the world.

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Judge Robles Denies Swearingen's Petition

Attorney General of Florida Made No Headway in the Circuit Court at Tampa—Cigar Manufacturers' Association Not Required to Show Cause—Ruling of the Court in Accord with a Previous Decision Made in the Garcia Case.

TAMPA, Oct. 22.—Judge F. M. Robles has denied the quo warranto proceedings filed by Attorney General Van C. Swearingen, Saturday afternoon, asking the court for a temporary writ requiring the Cigar Manufacturers' Association of Tampa and its members to show cause why they should not be stopped from doing business in Florida. It is the second time Judge Robles has ruled that the Cigar Manufacturers' Association is not operating in violation of the state anti-trust laws.

The quo warranto papers were filed Saturday afternoon, and Monday morning Judge Robles said he would first look over the papers very carefully as well as going into the law before ruling one way or the other. It was late Monday afternoon that he denied the issuance of a temporary writ.

By denying the writ Judge Robles puts the proceedings right back to the Supreme Court, providing the attorney general sees fit to carry it before that body again. Mr. Swearingen took the proceedings to the Supreme Court first, a thing he has the privilege of doing under the powers of the attorney general. The Supreme Court, according to Mr. Swearingen, did not go into the facts of the case but referred it back to him to be brought up before the Circuit Court. The Supreme Court can hear or refuse to hear a proceeding brought to them directly by the attorney general.

Judge Robles says almost the identical charges are made in the papers filed by Mr. Swearingen that were made in the Garcia case before him several weeks ago, when he ruled the Cigar Manufacturers' Association was not violating the anti-trust laws of the state. The principal offense alleged against the association seems to be that no manufacturers except those who are members of the association can purchases boxes from certain box factories here. The evidence before the court, however, is that the contract between the association and the box manufacturers calls for the purchase of every box turned out by the box makers. Judge Robles says it looks to him like helping trade rather than being in restraint of trade for a box factory to have an advance contract for the purchase of every box that can be turned out. "There is no restraint in that as I see it," said the court, "and that is the principal charge brought in both cases."

French Negotiations Definitely Ended

PARIS, Oct. 22.—French negotiations with the Whelan-Duke Syndicate for American participation in the exploitation of the French Government tobacco monopoly have definitely ended, as was announced by the Ministry of Finance today. The officials opposed the deal because most of the tobacco shops are conducted by war widows and wounded ex-soldiers.

Wondrous Russian Tobacco

Some joker possibly has been "spoofing" the confiding editor of the *Columbian* at Vancouver. For that paper heads a story, "Half ounce of Russian tobacco equals pound of Burley." And, in full the tale is as follows:

"RIGA, Oct. 1.—Apparently the Russian 'Lady Nicotine' has 'powers to charm' which her American sister is denied. However this may be, it is a striking tribute to the subtle excellencies of Russian tobacco that American Red Cross workers attached to the Commission to West Russia here willingly swap a pound of American smoking mixture for half an ounce of the Russian brand.

"And rare is the Russian who will consent to such a trade, in spite of the fact that real, scented Russian tobacco is practically extinct here, and the only smokes to be had in satisfying quantity are American smokes.

"The Red Cross workers gladly consent to the unequal exchange of a pound of Burley, or Maryland, for half an ounce of Russian leaf. They admit there is something irresistable about the Muscovite article, which, when mixed in nice proportions with American leaf, produces a satisfying cigarette."

Tobacco Profits the Beginning of Fortune

W. A. Clark, multimillionaire, ex-Senator from Montana, noted collector of art and owner of the most expensive mansion on Fifth Avenue, New York, was given a good start on the road to success by a deal in tobacco.

He was born in Pennsylvania in 1839, but became a Westerner at the age of 17. Country school teacher, miner, teamster—he had lived many roles before he was twenty years old and a trader in the Montana mining camp, Last Chance Gulch. That year the winter was bad, December failed to bring expected supplies, and one day a sled came into camp with news that the Prairie Belle had sunk in the Missouri River. The steamer had gone down with all her cargo, including tobacco. That meant a tobacco famine, and loud was the howl that went up from the miners.

Young Clark saw a chance. He decided to go to Boise City and get some tobacco. It was the dead of winter, the mercury stood at 23 below zero, the snow was deep, and Boise was 250 miles away. But he rode off one morning, the miners cheering. Many doubted if he would ever get through. He did get through and on New Yeor's Day was back with a load of tobacco for which he had paid $3,000. He sold it to the miners for $10,000. Nobody accused him of profiteering. In fact, he was a hero and the most popular man in camp.

That tobacco deal was the start to fortune for W. A. Clark. It gave him a real stake, and from then on success came quickly. Within a few years he had trading stations throughout the Northwest, and was also a banker and partner in a big jobbing house. He had ample capital now, and began to invest in mining claims. At the age of thirty he suddenly went East, entered the Columbia School of Mines in New York, and when he came back he was a mining engineer.

His trained knowledge of mining had stood him in good stead. Afield one day in Arizona, he noticed mineral outcroppings that toid him here was copper. He inquired for the owner of the claims, and riding up to the cabin asked if they were for sale. "Sure, if you can meet my price, $150,000," said the owner. "All right," answered Clark, "Draw up the papers and I'll give you a check for $50,000 and the balance in thirty days." The land purchased in that deal contains the United Verde, a copper mine that has yielded $1,000,000 a month for twenty years.

Park & Tilford Celebrate Their Eightieth Anniversary

The great house of Park & Tilford celebrates this month, its 80th anniversary. On a sunny October morning in the year 1840, the freshly painted wooden shutters were taken down from a small frame house at 35 Carmine street.

Park & Tilford store at 35 Carmine Street, New York, in October, 1840

Two young men, Joseph Park and John Mason Tilford, had opened for the first time the door of their grocery store to the good housewives of New York.

Eighty years have passed. Carmine street, frame house and wooden shutters have become memories. So has that first small store of Joseph Park and John Mason Tilford. But in its stead the name of Park & Tilford has become the proud insignia of a commercial institution with world-wide trading connections and ten magnificent modern establishments in the heart of the American metropolis.

Park & Tilford are tremendously important producers, importers and distributors, not only of the finer food stuffs but also of perfumery, confectionery and cigars.

They are the largest American importers of Havana cigars, their perfumery department is the biggest in the country, they are notable for the manufacture of candy; in New York now their up-to-date stores are at Fifth avenue and 26th street, Madison avenue and 58th street, Madison avenue and 76th street, Broadway and 41st street, Broadway and 87th street, Broadway and 101st street, Broadway and 112th street, Broadway and 146th street, Columbus avenue and 72nd street, and Lenox avenue and 126th street.

Another fine store is located in West End, Long Branch, N. J.

Their new candy factory, a nine story brick and steel structure, 180 by 200 feet, running through from 43rd to 44th street, between 10th and 11th avenues, just completed, enables them now to devote the other factory at 72nd street and Columbus avenue to perfumery entirely.

They have great wholesale warehouses at 529 to 549 West 42nd street and 532 to 542 West 43rd street, New York. They have very important branches at Paris and Havana, and a famous cigar factory at Key West.

The growth of New York has been the growth of Park & Tilford. It was no mushroom growth, no twentieth century over-night wizardry. The house of Park & Tilford of today typifies natural evolution in accordance with the law of the survival of the fit. And Park & Tilford fitness has its roots in the rock foundation of an ideal—an ideal which inspired the two founders, an ideal which since has guided every step of the men who have formulated and shaped the Park & Tilford policies.

That ideal is today what it was eighty years ago—the earnest desire to serve the people of New York to the best of human ability within the chosen field of Park & Tilford activities.

The performance of such service has been cheerfully accepted as an obligation by the Park & Tilford organization as a unit. To its faithful fulfillment every individual member stands pledged. Singleness of purpose and unfaltering devotion to the task of interpreting the public's wants and needs, are Park & Tilford fundamentals. Wholehearted endeavor and effort to please and to give satisfaction are a Park & Tilford habit.

That is why today the house of Park & Tilford proudly points to a career of eighty years of successful merchandising. Yet, may it not take even greater pride in the approval, the confidence and the good-will which the men and women of New York have bestowed throughout these years in so generous a measure?

It is in this spirit of elation that Park & Tilford are commemorating the eightieth anniversary of their foundation.

Saqui Returns, Well Satisfied

Dave S. Saqui, vice-president of Walter E. Olsen & Co., Inc., of Manila, returned to his New York office last week well pleased with his trip to the Philippines and decidedly optimistic so far as the outlook for business is concerned. The labor troubles in Manila have been settled satisfactorily. The Olsen factories now are in fine shape. President Olsen, while speeding up production, is sternly insistent that the high standards established by the company shall be firmly upheld.

The Olsen brands are becoming more favorably known in China. In the various Chinese coast cities, each month sees a considerable development of trade.

In the United States the products of Walter E. Olsen & Co. are being advertised by their merit, and business is steadily increasing. Plans for headquarters in New York are being worked out rapidly, and some important announcements may be made in the near future.

Candler Succeeds Dobbs

At meeting of directors of Coca-Cola Co., Monday, action on declaration of dividend on the common stock was again postponed. The last dividend of $1.00 quarterly was paid on July 15.

S. C. Dobbs, who has been president of the company since the reorganization, tendered his resignation as president and was succeeded by Charles H. Candler of Atlanta, Ga., W. C. Bradley, of Columbus, Ga., was elected chairman of the board; Harrison Jones and B. S. McCash, of Atlanta, Ga., were re-elected vice-presidents.

At the conclusion of the meeting the following statement was made.

"The Coca-Cola Co. has had a prosperous year. The profits for the past nine months, ending September 30, 1920, have been $4,080,000 before taxes and dividends.

"The necessities of the sugar situation have required the accumulation and carrying of a large quantity of sugar with an amount on hand sufficient for several months' requirements. A large sum of money is necessarily invested therein, and the uncertainties of the general financial situation make it advisable to conserve the present cash resources of the company, and to that end the consideration of a dividend has been postponed.

During the year $1,300.000 in new buildings and improvements has been carried to capital account out of earnings, affording increased capacity."

UNITED CIGARETTE MACHINE COMPANY, Inc.

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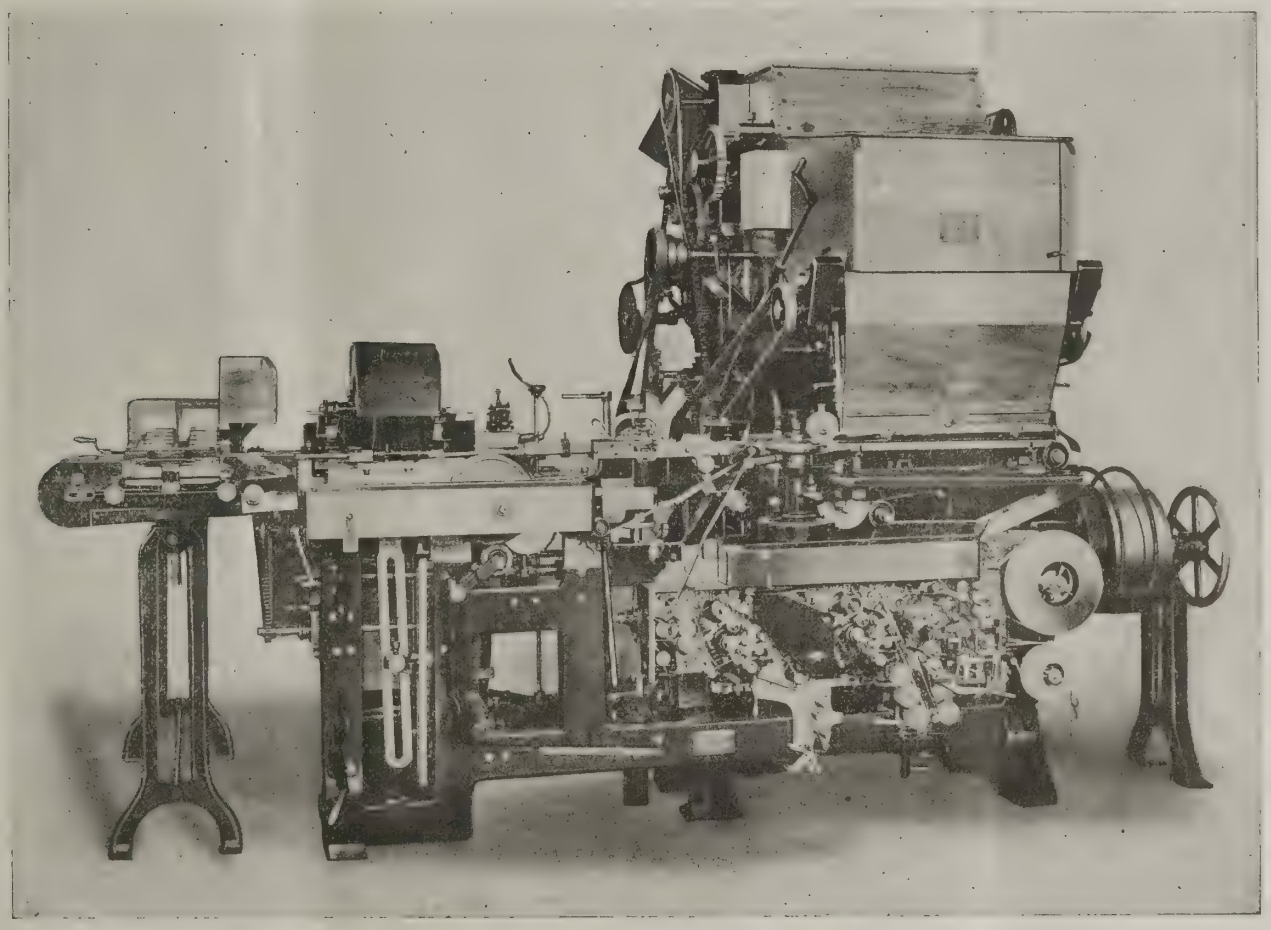

An evenly filled Cigarette, which is neither too loose nor too tight, uniform in shape and filling—this is the secret of satisfied smokers—which our Machines can solve for you.

The "UNIVERSAL" and "U-K" Machines, which are now being used in all parts of the world, can make Plain or Tipped Cigarettes, Round or Oval, with wide or narrow laps, either Pasted or Crimped of different diameters and lengths.

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A Tribute to Tobacco Culture in Cuba

An Industry That Makes Greater the Lustre of the Pearl of the Antilles—The soil That Produces the Choicest Leaf—The Various Tobacco Districts of the Island—Describing the Work of the Veguero—From the Seed Bed to Fermenting Pile—Old-time Methods Contrasted with Procedure Recommended by Up-to-Date Agricultural Scientists—The Process of Classification—Nature Has Been Kind to the Cuban.

By H. O. Neville

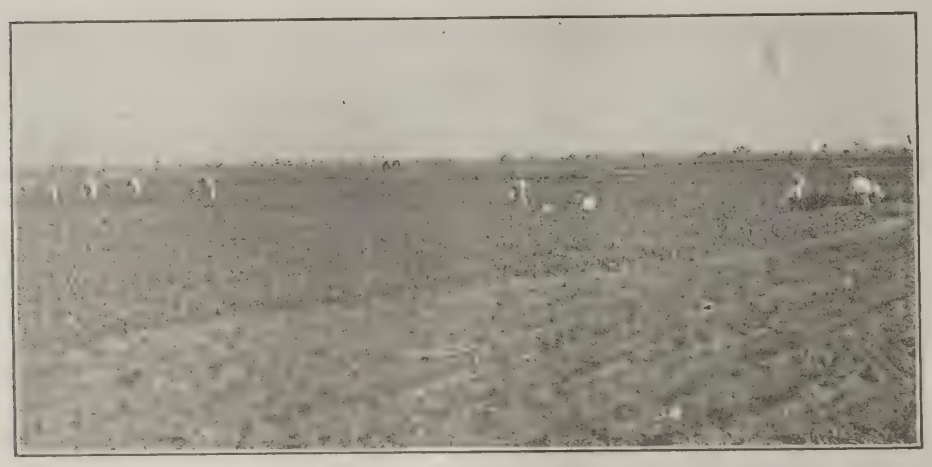
Courtesy of the *Review of Cuba*

Young Tobacco Under Cheese-cloth, San Cristobal, Pinar del Rio Province

Though, in commercial importance, tobacco in Cuba ranks below sugar, Cuba's fame and prestige, in agriculture and manufacturing, largely are attributable to tobacco and cigars. Everyone knows that the world's choicest tobacco grows in Cuba. And for many, many years, Havana has been associated with the excellence of her cigars.

The tobacco industry in Cuba, although occupying second place, is significant of more than secondary interest. The detion, the true importance of Cuba's tobacco culture would be at once apparent.

The various classes of tobacco grown in Cuba, grouped almost entirely according to their characteristics and quality, are the result more than anything else of the variations of the soil found in the different sections where they are grown, and these tobaccos, differing so radically in character,



Cautero Seedbeds, Consolacion del Sur, Pinar del Rio Province

sirability and value of tobacco produced in Cuba are acknowledged, unreservedly, wherever men obtain enjoyment from good cigars.

In figures, an impressive story can be told concerning the second industry of Cuba. Take the latest statistics, officially available. In three years (fiscal years), from July 1, 1916, to July 1, 1919, the magnitude of Cuba's tobacco industry is indicated, thus:

Leaf tobacco exported, bales, 906,910; weight in lbs., 86,192,695; value, $63,235,406.00.

Cigars exported, 377,302,776; value, $33,330,862.00.

Cigarettes exported, packs, 30,719,648; value, $1,114,599.00.

Picadura exported, lbs., 1,970,348; value, $962,119.00.

The total value of these exports amounted to $98,642,986.00. If these figures were combined with the value of the tobacco produced and consumed locally, the total value of which has been on the increase since the beginning of Cuba's prosperity derived from sugar produclend themselves, of course, to different purposes. The tobacco growing sections of Cuba are known as Vuelta Abajo, which includes the relatively small true Vuelta Abajo section around San Luis and San Juan, in the province of Pinar del Rio; a much larger area known loosely as Vuelta Abajo, covering the area to the west and north of San Juan and San Luis and also extending slightly to the east of these towns; Semi Vuelta, extending from the border of the so-called Vuelta Abajo area practically up to Artemisa; Partidos, beginning with Artemisa and taking in the tobacco growing sections of eastern Pinar del Rio Province and all of Havana; and Vuelta Arriba, which in reality takes in all the tobacco growing sections of the Province of Santa Clara, in which tobacco is produced largely around the towns of Remedios (whence comes the term "Remedios tobacco," frequently applied to the product of all Santa Clara Province), Camajuani, Placetas, Santa Clara, Cabaiguán, Sancti Spiritus, and Manicaragua.

Vuelta Abajo tobacco is, of course, considered the finest grown, not only in Cuba, but anywhere in the world. The product of the soils which are truly adapted to the growth of this crop is light in weight, thin and silky in texture and sweet and aromatic in flavor. The wrapper produced in this region is the best in the island, this being the case, not only with that produced without shelter, but also in the case of that produced under cheese cloth or other artificial shade. Quite similar to the tobacco from the true Vuelta Abajo is that from the so-called Vuelta

Watering Tobacco With Cans, San Cristobal, Pinar del Rio.

Abajo, of which we have made mention, and the product from both these areas is that which is used almost exclusively in the manufacture of the finest grades of pure Havana cigars, the great demand for which comes from the higher class of smokers in the United States, Great Britain and France. Especially has Great Britain shown an appreciation for the cigars made from the product of Vuelta Abajo. The leaf from Semi Vuelta is of a coarser, heavier grade than that just described. It is used in a cheaper class of cigars, and quite frequently is utilized for making up a blend. Partidos has been noted especially for its production of wrapper tobacco. At one time many hundreds of acres of red, fine grained soil were covered over with cheese cloth shelters and planted to tobacco for the production of wrappers. The nature of the soil, however, makes irrigation a necessity, and it has been found that in many seasons the burning qualities of the leaf produced by irrigation are not perfect, in some years proving so faulty that the tobacco has been absolutely worthless for high-class cigars. The result has been that the growing of wrapper under cheese cloth in the Partidos district has come to be recognized as a gamble with the cards stacked against one, so that the area planted today is very much smaller than that found five or six years ago. Certain areas, however, in this district are known to always produce tobacco of desirable qualities, so that here the industry continues and is slightly on the increase. In Vuelta Arriba a tobacco is produced which is much heavier and more similar to a natural product than that produced in the three regious which we have just described. No fertilizer except natural fertilizers, and these only to a very small extent, are yet used in the Vuelta Arriba district, as the area adapted to the planting of tobacco is large in comparison with the area actually planted, tobacco here competing with cane, bananas, malangas and other standard Cuban crops, the land being well adapted for the growth of any of these. The product of the vegas of Vuelta Arriba is used very largely as part of the blend of many classes of cigars manufactured throughout the world, the United States, Germany, France, Spain and South America taking very large quantities of these goods. The trashier tobaccos are utilized for cigarette manufacture, while the large leaves which are of such size as to be used for wrappers are utilized largely for the wrapping of the ordinary medium grade cigar, consumed to such an extent in the country districts of Cuba.

A brief description of the soils best adapted to the growth of tobacco in these various districts is not out of place. In true and so-called Vuelta Abajo the soils are almost uniformly sandy, varying from a sandy loam with a very small percentage of clay to almost a pure sand. Of course, the sandy loams are far more preferable, and experience

Cautero Tobacco Seedbeds, Salud, Havana Province. Note Wind Protection Afforded by Fence of Dry Millet Stalks; also, Watering Can with Lengthened Spout

has indicated that if eight or ten inches of good sandy loam are underlaid with a moderately permeable clay and that throughout the soil is found small, gravelly particles, the best natural conditions exist for the production of a high-grade, aromatic, silky leaf and excellent wrapper, if weather conditions are favorable during the period of growth of the crop. In the Semi Vuelta district clay loams predominate, though here also isolated areas of sandy loams occur, but the typical soil of the region is a clay loam. The tobacco soils of the Partidos section are entirely distinct from those of the two preceding regions, consisting of level areas of a fine-grained, clay soil, of a bright to a dark red color, and of great depth. These soils lend themselves excellently to cultivation if they are taken at the right degree of moisture, but otherwise are very refractory. They are uniformly porous, so that the rains pass rapidly down through them to great depths, the water level throughout this district being found at depths varying from seventy-five to two hundred feet. As irrigation is essential, the cost of pumping the water required from these depths is, of course, great. In the Vuelta Arriba section sandy clay loams prevail. The soils are all heavier than those of the Vuelta Abajo region, in many cases being similar to the clay loams of Semi Vuelta, though the color is almost uniformly much darker, in most cases being dark brown or black. Many of these soils are of considerable depth, though others are underlaid at ten to eighteen inches from the surface with a permeable clay subsoil which assists in retaining moisture. Irrigation has to our knowledge never been practised in this region, though, beyond a doubt, at times it would be beneficial.

The traveler in our various tobacco sections in July, August and September would notice little or no activity on the part of our tobacco growers. He would be looking, however, merely at the curtain drawn down in front of the true activities on the stage. Tobacco is grown entirely from plants transplanted from seed beds, and it is, therefore, necessary to prepare these, sow the seed and attend to the weeding and other processes required in the production of the small seedlings. This work must commence in early August if seed beds are to be made on open land, and in late June and July if the seed beds are to be made in forest land. Two classes of seed beds are utilized in Cuba, open land beds and forest beds, known here as "canteros" and "monte," respectively. As is the case in the tobacco growing regions of the United States, preference has always been given in Cuba to the forest seed beds, though doubtless the Cuban tobacco grower has not been able to assign the proper reason for the better results very frequently secured from these. In the making of the forest seed bed an area of sufficient size to produce the number of plants required and covered, with either virgin forest or a heavy growth of brush, is chosen; the forest or brush is then cut down, chopped into relatively small lengths so as to lie close to the ground, allowed to remain in this condition until dry enough to burn with fair freedom, and fire is then applied. The result is that the surface layers of the soil are thoroughly sterilized by the heat from the burning material, weed seeds are destroyed, and worms, bugs and injurious insects are killed. As a result the small sprouting seedlings find a soil free from both disease germs and injurious insects and weeds, so that their growth is uninterrupted and strong, healthy plants result. The open land seed beds are usually made in August at the same time that the seed is sown in the forest seed beds. For the open land beds an area of sandy loam with sufficient slope to drain well is selected, plowed and harrowed thoroughly until the surface is exceedingly fine. The land is then divided into beds from two to four feet wide, separated one from the other by a patch which allows access to all parts of the bed to enable the workers to perform the necesary weeding and spraying operations. Invariably these open land seed beds are heavily fertilized with a high-grade commercial fertilizer, after which the seed is scattered over the surface and worked in very lightly by passing over the beds a light brush or the limb of a tree. The tobacco seed is so extremely small that almost no covering can be given it, otherwise the young plant would not have strength to reach the surface.

Thus we find that during July, August and September the tobacco grower is busy preparing his seed beds and caring for the young plants therein. During September also he begins the preparation of the soil in his fields. The careful planter is very particular in this respect, plowing and harrowing, cross plowing and cross harrowing, and repeating this operation until the whole surface of his farm is in the very finest of tilth and in such condition as to offer to the young plants a suitable place in which to develop rapidly. As this work is in progress during September and October, our most rainy months, it is frequently necessary if heavy rains fall, to perform again the work which before the rain had been left finished. Yet the patience of our tobacco producers, accustomed as they have become to overcome every vagary of nature, enables them to confront this task without a murmur.

The seedlings from the seed beds sown during the early part of August are ready for planting in early October, and it is the custom among our most progressive planters to attempt to start small plantings about the 15th of that month. Weather conditions, however, are so fickle and rainfall frequently so heavy that all work done at this time is often lost, the ground having to be replowed and replanted, but by the last of October the rains have usually ceased to such an extent as to allow confident work to be carried on. The result is that in all the seed beds of the island in late October and November groups of men, women and children can be seen pulling the small seedlings, tying them up with a cord made from the leaf of the royal palm into bundles of one hundred plants each, these being gathered together in the ordinary Cuban "serón" or pannier, to be carried horse back or by cart or wagon to the fields where they are to be planted or to the railway station for shipment and sale in other localities. In the fields themselves at this time the patient oxen are dragging the native Cuban plow used to make the furrows in which the young seedlings are planted. The furrows are made only as fast as the planters can work, thus conserving the moisture in the soil of the furrow. Fertilizer is then distributed by hand in the bottom of the furrows, after which the plants are distributed along the rows by children, after whom come the planters who, with a very rapid motion of their hands, mix the fertilizer with the soil, open a small hole, insert the young plant, and cover its roots and the lower part of its stem. In three or four days the plants will in-

Young, Partially Shaded Tobacco, San Luis, Pinar del Rio Province

Unshaded Wrapper Tobacco, La Salud, Havana Province. Partially Shaded Tobacco in Background—Both Ready for Cutting.

View in True Vuelta Abajo. In the Background, the Hoyo de Monterey Farm, Home of the Celebrated Jose Gener Tobaccos.

Partially Shaded Wrapper Tobacco, Ready for Cutting La Salud, Havana Province. Note in Foreground Stalks Left After Leaves Have Been Gathered One by One.

dicate which ones are going to survive the transplanting process, and wherever a plant has died a new one is put in, the idea being to obtain as uniform a development of all the plants in the field as possible, this being of special value at the time of the harvest.

Now come the various attentions required to produce the leaf from which our cigars are made. Practically all the cultivation of tobacco in Cuba is done by hand, the laborers using a short, crooked handled, wide bladed hoe with which both weeding and the drawing of the dirt to the plants are done. Habit has taught them to work very rapidly and very efficiently. The first hoeing is given when the young plants have put out three or four leaves, the dirt at this time being drawn up only partially around the plant. Two or three weeks later a second hoeing is given, at which time the planting furrows are completely filled, the dirt drawn well up to the plants and the soil between the rows of seedlings thoroughly loosened and all weeds destroyed. As soon as the plants have developed sufficiently, topping begins, this consisting merely in taking out the center bud of the plant, thus stopping the development of additional leaves and bringing about the growth and fuller development of those already on the plant. As a result also of the topping, suckers develop at the junction of the leaves and the stem, and these have to be taken off, this work, of course, being done by hand. Tobacco is a crop which is subject to the attack of several varieties of worms, and at times these become so numerous that hand picking is necessary, though ordinarily they are kept in check by the use of a poison which is sprinkled lightly over the plants, this poison usually consisting of Paris Green mixed with corn meal or fine dirt. In some districts, as we have already indicated, irrigation is practiced, on some farms the water being supplied in sufficient quantities so that irrigation is accomplished by the furrow system allowing the water to flow down the furrow between the rows of plants, though in other localities where the soil is especially porous and where the quantity of water that would be required by the above method would be too great, laborers with five-gallon cans are used for distributing the water. It is quite evident that this can be done only where a high-grade, high-priced leaf is produced.

When the tobacco has developed sufficiently and just as the leaves commence to show signs of ripening, harvesting commences. Very probably 90% of the tobacco grown in the Island of Cuba is harvested by cutting the stalk into short lengths, to each of which are attached two or three leaves. The thoughtful reader will, of course, realize that when harvesting is done in this way a uniform degree of ripeness cannot be attained by all the leaves of the plant, the lower leaves of which ripen first, so that if harvesting is commenced when the lower leaves are in their best stage, the middle and upper leaves will be slightly green. Therefore the attempt is made to cut the crop, when cut this way, when the leaves in the middle of the plant have reached their best stage of development. Another system that is employed, but on account of its expense can be used only where high-grade wrapper tobacco is produced, is to pick the leaves from the stem one at a time, beginning, of course, with the bottom leaves when these have reached maturity, and continuing the harvesting one or two or three leaves at a time at intervals until the entire plant has been harvested. In this way, of course, the stalks are left standing in the field. These are immediately cut down to within about six inches of the ground, the idea being to compel the plant to throw out suckers from its base. This occurs also with the plants harvested by the other method. In some cases the field is hoed over, dirt is again drawn to the young suckers, these are topped, and the same attention given them that was given the main crop, and later these are harvested, furnishing quite a quantity of a lighter grade smaller leaved tobacco of good quality and very acceptable for making small cigars. After this growth of suckers has been cut, still another growth springs out from the old plants, but it is the custom here in Cuba to allow these to remain in the field. They develop, throwing out from their tops a fine bunch of flowers, under which are formed seed capsules, each containing thousands of very small seeds. These are allowed to ripen, the plants are then cut, hung up to dry and later on the seed heads broken up and sifted, the hull of the seed capsules being removed, leaving the clean seed.

Tobacco Grown Under Cheese-cloth Shade, San Luis, Pinar del Rio

Typical Palm Thatched Tobacco Barn, San Luis, Pinar del Rio Province

A Good Tobacco Field, San Luis, Pinar del Rio Province

Tobacco Under Cheese-cloth, Cuba Land & Leaf Tobacco Co., San Juan, Pinar del Rio Province. Note That the Tobacco Almost Conceals the Two Laborers—It Will Probably Reach the Cloth Covering, 9 Ft. High.

It is the custom in nearly all localities in Cuba for the women and children in the tobacco plantations to strip from the stems of these seed-bearing suckers the small leaves which are borne by them, these being festooned on cords and dried on the walls of the native huts, tobacco barns, etc., and later made into packs and sold for cigarette-making purposes. These are known to the trade as "seed leaves" or "hojas de semilla." At the first cutting of the crop it is customary to leave one or two, sometimes three, of the small lower leaves of the plant on the small piece of stalk that is left in the field, these leaves having been injured and their value much reduced by their contact with water and soil, and it is the custom that these leaves are gathered also by the women and children, dried, as are the seed leaves just described, and utilized later on for cigarette purposes. These leaves are known as "foot leaves," or "libras de pie."

The method of treatment after harvesting depends entirely upon the manner in which the tobacco has been cut. If by the ordinary method, in which, as we have indicated, the stalk is cut into various small pieces, each with two or three leaves attached, these pieces are gathered together and are hung over poles about 5½ yards long, one of the leaves, of course, the lower one on the piece, being placed over the pole, thus acting as a hook. The pieces are spaced almost to contact on the poles. If, however, the tobacco is gathered leaf by leaf, as in the case of the higher class wrappers, a thread is passed through the mid rib of each leaf close to its base and the resulting strings of leaves are hung on poles of the same length as used in the other method, each alternate leaf be-

ing on opposite sides of the pole. In some of the most modern barns, however, instead of using the long pole just described, short ones about one foot long are used, they being found more convenient in the treatment of the tobacco in the curing barns.

The curing barns of Cuba are, as a usual thing, cheap structures in which the principal timbers are round timbers taken direct from the forest and covered both roof and sides with the leaves of either the royal plam or of the palmetto palm. These barns are constructed usually in such a manner as to be composed of two sets of rooms, one on each side of a central hall. The rooms themselves vary in width, but are about 4¾ yards long, and between each two rooms there is a passageway left in which the workmen can have access to the horizontal timbers on which the ends of the poles containing the tobacco leaves are hung. When the tobacco has been cut and placed upon the poles, these are usually taken immediately to the tobacco barn and hung upon the timbers just mentioned, sufficient space being left between them so that the leaves do not touch. The same thing is done, of course, with the poles containing the leaves gathered leaf by leaf and also with the shorter piles which we have described. It does not take long for the tobacco in these tobacco barns to begin drying, turning gradually from the original green color to a more or less dark yellow or brown, depending upon the quality and class of tobacco. As the drying process proceeds, the careful tobacco grower will see that the poles are gradually raised to higher altitudes in the tobacco barn, only the lower portion of the barn being occupied with green tobacco, and when the drying has been entirely finished, provided the crop has not been so heavy as to cause all drying space to be utilized, the poles of dry tobacco will be found only in the upper portion of the barns.

The tobacco harvest usually begins in the latter portion of December and continues through January, February, March and sometimes even in April, especially if weather conditions during the early part of the tobacco planting period have caused planting to be continued late into the Spring. The tobacco, after it is dry, is, of course, brittle, and it is impossible to handle it, so that it must remain in the drying barns until such time as the commencement of the Spring rains fills the atmosphere with moisture which is absorbed by the tobacco leaves, these then becoming soft, making handling without damage possible. Usually the tobacco planters will allow one or two rainy spells to pass without beginning to move their crop, but either with the second or third rains, other conditions being good, they will commence to take down the poles of dried tobacco from the upper portion of the barns and remove the leaves from the poles, bundles being formed consisting of the quantity of tobacco on one or sometimes two, sometimes even three poles, this bundle being tied together with strips of native fibrous plants. Thin, narrow strips of the boot of the royal palm leaf, strips of bark of the majagua tree, and the leaflets of the young royal palm leaves, all contribute to the need of the tobacco planter at this time. Previous to taking down any of his tobacco, the tobacco planter has prepared, usually in his barn, but sometimes in his house, a platform sheathed with palm boots or palm leaves, surrounding which, except on one side, have been built up walls similarly sheathed. This box, as it were, is intended to receive the bundles of tobacco as they are made up by the planter. In taking down his tobacco a careful planter keeps separate and places in distinct positions in the pile the product of the different cuttings that he has made. The purpose of this is to enable him to tell the prospective buyer the number of bundles of each class of tobacco that he has, and to show the buyer as many samples of each class as he may care to see. In many cases, however, the lower grade tobaccos are placed at the bottom and in the rear tiers of the pile, giving the planter the excuse, when the buyer wishes to examine these grades, that if the pile is opened up so as to permit access to them, the air will enter and the natural sweating process through which the tobacco goes while in the pile will be interrupted to the detriment of the final quality of the leaf. Many of the more careful growers, instead of placing their tobacco in "case" in the manner just mentioned, place the bundles in palm boots, making up rough bales containing from 50 to 60 bundles each, these bales being then packed within walls similar to the above to prevent the access of air through the exposed ends of the bales.

The purpose of the above treatment is to cause the tobacco to become uniformly soft and to make it go through the preliminary sweat. The buyers find it in this condition. Careful examination is made of each grade or cutting made by the planter, a number of the small bundles are weighed, and the buyer then offers the planter a certain sum per bundle for each class, this method of purchase being more usual in the high-class wrapper tobacco districts, or a certain price per hundred pounds of tobacco as found in the pile. In the weight is included the weight of the small pieces of stem to which the leaves are attached, and the buyer must make the proper allowance, usually about one-third, for loss in weight when the stem is removed.

Typical Tobacco Barn of Better Construction, San Luis, Pinar del Rio

Cutting Wrapper Tobacco, Partidos District, La Salud, Havana Province.

The next step in the process of preparing the tobacco for its ultimate market as leaf tobacco consists in the classification in which the leaves are examined one at a time and placed in their proper classes. This is done by the buyer, when his offer has been accepted by the planter. In this case, the tobacco from many small tobacco fields is gathered together in some central town or village and is classified in buildings specially prepared for this work. In case, however, that the offer of the buyer has not resulted in a purchase, the planter will make his own classification, using as helpers his family and nearby neighbors. In the classifications made by the buyers women and children furnish a large part of the labor required, men being employed largely only for that work requiring strength or extra skill. In all these classifications the tobacco is separated primarily into wrappers, fillers and trash or small leaves and scraps fit only for the manufacture of cigarettes. Both wrappers and fillers are then separated into various grades, according to the size, thinness and general qualities of the individual leaves, the number of grades made depending on the original quality of the tobacco, the higher this is, the greater number of grades made. In some of the properties of the Trust, we believe that as many as 58 grades have been separated, but this, of course, is exceptional. In the ordinary properties where tobacco is grown without shade, and from 90 to 95 per cent of the crop is filler, an average of about 14 grades will be made, each of these being divided into two or three classes, according to thinness of leaf. This applies to the product of the Provinces of Pinar del Rio and Havana. In Santa Clara Province the number of grades taken out is somewhat less, as the wrapper from this district is utilized at home and does not, therefore, require as minute classifying as does the wrapper of western Cuba, which is used both at home and abroad, and, when used at home, is almost entirely consumed in the manufacture of cigars for export.

The process of classification is simple to the initiated. The bundles of tobacco made up by the planter are taken from the piles where the buyer has stored them, usually in a part of the building utilized as the classification house and carried to a long table at one end of the house. Here the bands with which they are tied are cut, the tobacco spread out in thin layers on the table, and sprinkled with either clear water or with a "betun" made by soaking tobacco stems in water for a certain length of time. The sprinkling is done with sponges moistened in the liquid, or, in the more progressive houses, the spray is produced by a small spraying pump such as is in use for spraying vegetables by the growers of the north. After one side of the layer of tobacco is sprayed it is turned and the other side similarly treated, after which the bundle is remade, tied loosely

Threading Wrapper Tobacco Leaves on Poles, La Salud, Havana Province

together, and stood on end for a few hours to allow the leaves to become uniformly moist and surplus moisture to drain off. From here the bundles are then delivered to a group of women and children who strip the leaves from the stems, the latter being thrown away to be used later on for fertilizer, and the former being made into bundles to be stored for the night and delivered to the classifiers the following day. These are seated in rows extending the full length of the house, enough space being assigned each worker to allow his placing each leaf in its separate pile. In the ordinary classification, these classifiers are required to separate out all leaves that may serve as wrapper, placing these together in one pile, only the filler and lower grade leaves being separated into their final classes. The piles of wrapper leaves are handled by special workers of experience who subdivide them into their final grades. After classification, each grade of tobacco is done up in small bundles, called "hands," each hand of filler being given a certain weight, and each hand of wrapper being made up of a certain number of leaves, depending upon the perfection of the grade, the larger number of leaves being assigned to the lower grades of leaf. In western Cuba the weight assigned to each hand of filler is so adjusted as to make the final bale, consisting of 320 hands, weight about 110 to 112 lbs. net, while in Santa Clara Province, the weight is so fixed as to make the bales weigh from 150 to 160 lbs. net. These hands are collected from the classifiers and placed carefully in small compartments made for this purpose, where they remain carefully protected from the air till sufficient tobacco has been collected to justify baling. Preparation for this step is made by taking the tobacco from each compartment and sprinkling it again, either lightly or heavily, with clear water or "betum," depending upon its condition and quality, and placing it in piles covered with blankets or other air-excluding material, where it is allowed to remain till it has passed through a sweat, and the heat therefrom is beginning to subside. This period covers from two to ten days, the latter being required only for very heavy grades of filler. The wrapper is usually baled without the addition of liquid, as every effort is made to preserve a light-colored leaf, the effect of moisture and heating on light tobacco being to darken its color.

Nature has been very kind to the Cuban in supplying him with natural wrappers in which to market his tobacco. The lower part of the leaf of the royal palm is composed of a heavy yet flexible sheet of tough, fibrous material which practically encircles the trunk of the tree at its junction with the leaf. As the leaves reach maturity, this sheet, called the "boot" of the palm, loosens and falls off, and these are collected, serving a multitude of purposes in the rural Cuban economy: The larger sized leaves are reserved for packing tobacco, they forming the one material used for this, thus distinguishing Cuban tobacco from that of any other country. When the classified tobacco is ready for baling, the piles in which it is found are opened up, and a group of men bind together into " carrots" or "manojos" four of the hands we have mentioned, the bands used for this work being made from the inner bark of either the "Ceibón" tree or of the "Majagua," both being native to Cuba. Eighty of these carrots make up a bale. A sort of heavy, strong crate is utilized in the baling process, in the bottom of which is placed a wide and long palm boot softened by exposure to the dew. On each side of the crate a smaller palm boot is placed to form the side of the bale. Two carrots are placed across the middle of the bottom, pointed ends in, and then two layers of twelve carrots each, with their pointed ends resting on the carrots already placed and pointing toward the middle of the bale are placed one in each end of the crate. Two more carrots are now laid down crossing the inner ends of these carrots, and the operation of placing two more layers of twelve carrots each is repeated. The placing of two more cross carrots, two more layers of twelve carrots each, and the final placing of two more cross carrots, make up a compact bale of 80 carrots. Small sheets of palm boot are placed at the corners of the top and bottom of the bales where the pressure from the binding ropes will come, thus protecting tobacco from excessive crushing and possible cutting by the ropes. Another large, long palm boot is then placed above the tobacco, and these are then bent around the tobacco at each end and fastened temporarily with wooden pins passed through holes made in the tops of the stakes forming the crate, the final fastening being effected with ropes made from the bark of the "majagua" tree already mentioned. In this way a bale is made up that is firm, strong, elastic, almost air and water tight, except for the joints between the palm boot coverings, and in which the tobacco is in the best of conditions to undergo its further sweating and curing processes.

After the tobacco has reached this stage, it is usually taken to some city where specially constructed warehouses exist in which the final curing can be effected. Intelligent care must be shown in the handling of tobacco fresh from the classification house, as the treatment it receives depends entirely upon its moisture content upon arrival and the quality of the leaf in the bales. Usually, when first received, the bales are piled two or three deep with the ends of the bales upon the floor and upon each other. Later another bale is added, and later still the bales are turned upon their sides, their position being varied from time to time as examination and the condition of their contents dictates. And Cubans know how to handle tobacco.

Classifying Wrapper Tobacco, Artemisa, Pinar del Rio Province

Dinner Hour on a Partidos Tobacco Plantation Near Wajay, Havana Province

Havana Cigar and Cigarette Manufacturers Listed

Arranged alphabetically, the more important cigar and cigarette manufacturers in Havana are listed as follows:

Name.	Brand.	Address in Havana
Allones, Limited	Eminencia, Cruz Roja y R. Allones	Zanza 62
Azcano, Anselmo	La Impossición	Maloja 155
Arronto, Flores & Ca.	Antilla Cubana	M. González 10
Beck y Comp., C. E.	Beck	Obrapia 28
Behrens & Ca.	Sol y Devesa de Murias	Estrella 19
Cañaveral, Gonzalo		Monte 176
Castañeda	Castañeda	Galiano 102
Cifuentes, Pego y Comp.	Parttagás	Industria 170 y 172
Deben, Leonardo	La Viajera	Luz 37 Guanabacoa
Digón, Dosal y Comp.	La Competidora Gaditana	Santa Clara 7
El Rey del Mundo Cigar Co.	El Rey del Mundo y Flor de A. Allones	Belasccain 90
Fernández y Palicio	Flor de A. Fernández Garcia	Neptuno 170
Fonseca, F. E.	Fonseca y Castañeda	Galiano 102
García y Hnos., F.		Reina 30
Gener, Hija de José	La Escepción y Hoyo de Monterrey	Monte 7
Henry, Clay and Bock & Co., Ltd.	Oficina Central	Zulueta 10
Henry, Clay and Bock & Co., Ltd.	Cabañas, Carvajal y Villar y Villar	Zulueta 10
Henry, Clay and Bock & Co., Ltd.	El Aguila de Oro	Princesa y San José
Henry, Clay and Bock & Co., Ltd.	La Carolina, Henry Clay	Luyanó 100
Henry, Clay and Bock & Co., Ltd.	La Corona	Reina 1
Henry, Clay and Bock & Co., Ltd.	J. Suárez Murias	C. de la Valla 5
Henry, Clay and Bock & Co., Ltd.	Henry Clay, cigarettes	Princesa 1
Henry, Clay and Bock & Co., Ltd.	El Siboney, cigarettes	Carlos III 193
Hinojosa y Hno., R.	La Aroma Tropical	Monte 425
Vergara, Roche & Hermano	La Nautilus y La Veguera Cubana	Consulado 91 y 93
López Fernández, Manuel	La Belinda	Gervasio 96
López, Manuel	Punch	Rayo 28
López y Comp., Calixto	Eden	Zulueta 48 y 50
Mantilla, Florentín	El Rey del Mundo	Mrqués. González 12
Menéndez, Méndea y Comp.	París	Sitios 11
Montero y Comp., J.		San Rafael 181
Olombrada, P.	El Indio de Cuba	Indio 25
Otero, José	La Flor de J. Otero	San Rafael 93
Peso y Comp., C. del	Flor de Tomá Gutiérrez	Dragones 4, 6 y 8
Pita Hnos.		San Joaquin 133
Por Larrañaga	Por Larrañaga	Carles III 225
Rocha y Comp., J. F.	El Crepúsculo y Gloria Cubana	San Miguel 100
Romeo y Julieta, S. A.	Romeo y Julieta y La Verdad	Belascoain 2
Rodríguez, Méndez y Comp.	El Cuño	Cárdenas 53
Rodríguez y Hno.	El Crédito	Belascoain 88
Rocha Plácido	Flor de Rocha	Monte 143
Sarrasqueta y Pertierra	La Africana y Herbani	Monte 232
Suárez, Benito	Flor de Benito Suarez	Gervasio 123
Villaamil, Antonio	La Flor del Puro Habano	Suárez 7
Villaamil, Santalla y Comp.	La Moda	Campanario 224

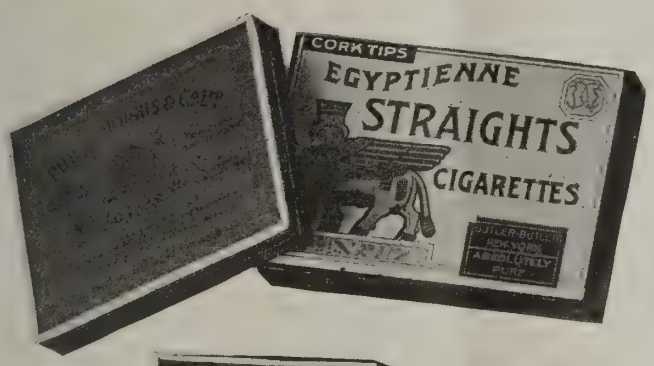
The Havana Produce Exchange Is Reopened

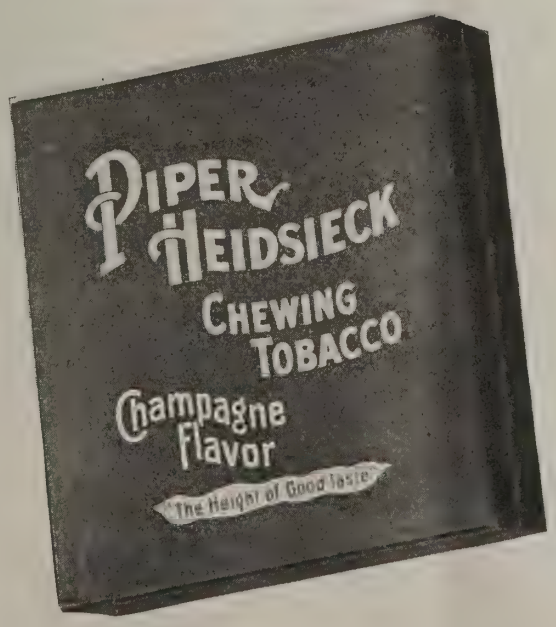
HAVANA, October 26.—Definite basis agreement between American bankers and Cuban Government officials relative to the loan being sought to supply the requirements of Cuba's financial institutions has not yet been reached. Negotiations are continuing, however, and it is probable, according to belief here, decision will be announced soon.

It is understood here that President Menocal, instead of attempting to convene Congress in an extraordinary session, a difficult thing to do on the eve of the national elections, will negotiate the loan under war-time authority with which he was clothed by Congress. He considers it still effective, since Cuba is virtually at war with Austria and Hungary, peace never having been signed with these nations.

The Produce Exchange, which closed immediately following the moratorium proclamation two weeks ago, reopened today at the insistence of President Menocal and the Secretary of Agriculture and Commerce.

Since the closing of the exchange prices of foodstuffs, in spite of the money scarcity, have advanced 25 to 30 per cent, prices varying widely for the same kind of articles, with the tendency always upward.





PAPER BOXES

We are showing a variety of styles and sizes of cardboard Neck boxes, which we are manufacturing for the trade.

We have the facilities for producing cigar and cigarette boxes of any style in large quantities.

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We are always willing to give our services for the perfection of any new style package which you may desire.

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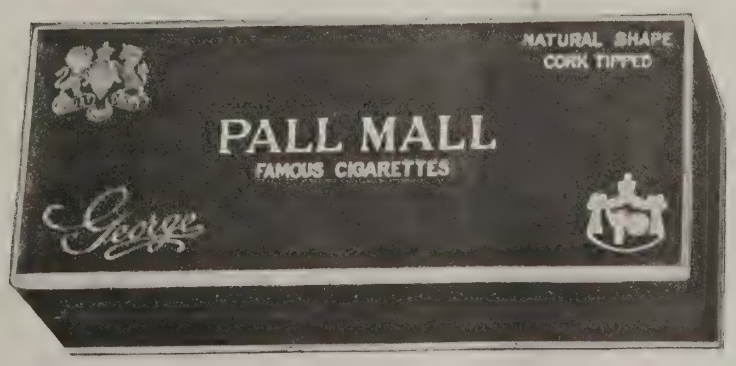

Gigantic Plan to Control Tobacco in Germany

The Proposition Urged by Dr. Falk, the National Chief of Police—Collection of Taxes, Fixing of Prices, the Say as to Who Should Engage in the Tobacco Business, What Profits Would Be Allowed, What Wages Paid, How Trade Should Be Regulated, All to Be Under the Authority of Committees Representing Every Important Group in the Tobacco Industry—"Astounding" When First Presented, But Now Seriously Considered—"Solidarism" Is the Basis of the New Scheme.

BERLIN, Germany, Oct. 6.—What would American importers, leaf merchants, manufacturers, distributors say, if, to them, it was proposed that the lump sum to be derived from all tobacco taxes being fixed by Congress the United States otherwise should relinquish control of customs and internal revenue so far as tobacco was concerned, and place entire responsibility for collecting tobacco taxes as well as the regulation of the tobacco trade, in the hands of men chosen to represent the principal groups in the tobacco industry? And, if further, these responsible committees representing each division of the industry should be allowed to fix all prices, wholesale and retail, to decide who could engage in the tobacco business, what profits should be legitimate and what wages should be paid to workers in all divisions of the tobacco industry, what then?

Such a proposition, startling as it would be to Americans, is a chief feature of a plan now seriously considered in Germany.

When they first heard of the proposal, men in the trade were almost astounded. But, after more mature consideration, they are beginning to see good points in the proposition. For they all are tired of government control, official paternalism and bureaucratic interference. "The new plan leaves wide scope to individual effort and at the same time protects the interests of those engaged in industry and trade, leaving all questions, large and small, to self-determination. It is not socialization, it avoids the pitfalls of stupid bureaucracy and permits individualistic enterprise." It replaces anarchy on the one hand and the straightjacket of socialism on the other, by a new form of organization called "solidarism."

The originator of this enormous plan is not an irresponsible dreamer. On the contrary, he stands high in the councils of the German government: Dr. Falk, national court councillor titularly and national chief of police actually developed the plan. And it may be said here that the German police have to deal with a variety of subjects foreign to the American conception of police power.

The German tobacco business needs a new deal, needs it badly. But in view of the fact that the establishment of state monopoly has been and is being discussed in more countries than one, "Dr. Falk's proposition seems to be of universal importance. It obviates state socialism, retains and protects private business and makes self-control supreme."

Dr. Falk explained his plan to the Association of Wholesale Tobacco Merchants assembled at the Rheingold in Berlin. In his exhaustive lecture, the chief of police pointed out, to begin with, the necessity for a new deal. "Two-thirds of the tobacco goods sold in Germany today are smuggled in from foreign countries," he said, "paying no taxes at all." The German government thus loses one million marks in taxes and duties every day of the calendar year. This estimate Dr. Falk bases on admissions made by Dutch officials stationed at the border. "The new organization of trade and industry can be introduced most easily in the case of tobacco," said Dr. Falk, "because Germany produces only a small part of the raw material used in the industry, and because import of manufactured tobacco could be prohibited effectively." The speaker, however, foresees that the same system could be extended to other industries and trades after it had proven successful in the case of tobacco. In fact, a similar proposition is being discussed already as the salvation of the German leather industry.

Dr. Falk proposes to organize four bodies of self-control, one for raw materials, another comprising the manufacturing industry, a third for the wholesalers and a fourth representing the retail trade. These four autonomous bodies are to form a "Tobacco Congress" which will decide questions affecting them all. Dr. Falk admits that his proposed organization is compulsory. Force or compulsion is a word that has an ugly sound, he also admits. But, in the final analysis, this compulsion is merely a form of self-applied discipline for the benefit of all, as a whole. This compulsion, voluntarily accepted, means protection to the decent and respectable business man as well as security and prosperity for labor. "It will obviate strikes as well as unfair competition, cut rates, economic wars of internecine character, unhealthy speculation and profiteering. His plan, Dr. Falk claims, will cleanse the business and exclude all shady and disreputable elements. For, in any of the branches of the tobacco trade and industry, only those will be permitted to engage who are acceptable to their particular groups. In Germany the trade is now licensed by the government. This licensing system would be replaced by self-control. All persons admitted to membership in the various trade organization would be permitted to do business, after passing examinations proving their fitness. All interlopers would be excluded. Profiteers and "chain traders" would be extirpated. The associations would have the power to fine and punish violators of rules and regulations. They could, in extreme cases, exclude members, thereby prohibiting them from engaging in tobacco.

The Tobacco Congress would appoint boards of arbitration, according to Dr. Falk eliminating tedious and expensive court trials. Instead of by judges and lawyers, the cases would be decided by men well versed in the usages of the trade. In addition, the Tobacco Congress would plan for the expansion and improvement of trade and industry as a whole, it would establish laboratories and research stations for the discovery of new and improved methods in production, treatment of leaf and manufacturing machinery. It would handle all statistics, literature and technical information pertaining to the trade. It would arrange exhibitions and expositions.

"But the prime object of the Congress," said Dr. Falk, "would be to take charge of tax collection. The industry and trade as a whole would be responsible to the nation for the payment of taxes due. Instead of fixing certain taxes which would presumably yield an income of so and so many millions to the nation, the Reichstag merely would fix the lump amount of taxes it wants tobacco to yield. It would then be the duty of the Tobacco Congress to collect the taxes and pay them over to the national government in weekly instalments. Thus the government could dispense with an army of tax collectors and related officials. Taxation would be simplified. A uniform tax in the place of the diversified methods of collection would save a vast amount of expense. The nation would have the advantage of knowing in advance what revenue it could expect. It would be in no danger of losing any of its income as the tobacco trade would be responsible as a whole. If it should fail to do its duty the government would have recourse to liquidation. The Tobacco Congress would have power to enforce its tax decrees as it could exclude those failing to pay taxes from doing business. The Tobacco Congress, being composed of members of the trade, would adjust taxation in a manner most comfortable to those affected."

In order to properly handle the finances of the new organization the congress would have to establish a national tobacco bank, Dr. Falk suggested. All four groups would be represented in the directorate of the bank. This bank would be of tremendous help to every one engaged in the business.

Dr. Falk next discussed price fixing. At present every local government has the right to fix prices. Besides, every state attorney or public prosecutor, every police officer, in fact every little tyrant thinks it his duty to meddle and interfere. Under the new plan the Congress would have sole power to fix prices for the whole country. Decision as to prices would be arrived at by agreement with representatives of the consumers. In case of a deadlock the National Ministry of Economy would have the deciding vote.

The group of raw materials would be divided into two sub-groups, one handling the imports and the other domestic tobacco. Should the shortage of tobacco continue and the rate of exchange make it inadvisable to entirely release the import trade from restrictions, the group would advise with the Economy Minister and, after the amount of imports in bulk would have agreed upon, would distribute the imports to all manufacturers according to a fair scale. Thus the misuse of import licenses by spectulators would be obviated. Any merchants having tobacco on hand obtained without the consent of the organization would be punished, their stocks would be seized and disposed of for the benefit of the organization. As to domestic production, the planters would be organized in alliances. The Congress would see to it that farmers would get fair prices; it would eliminate profiteering speculators and usurers. Research and experimentation, established by the Tobacco Congress, would assist them scientifically, the Tobacco Bank would help them financially.

The Industry Group would comprise all manufacturers of cigars, cigarettes, smoking and chewing tobacco. Any manufacturer having tobacco left over is to return it to the raw materials group which is to dispose of it. No manufacturer is to engage in selling tobacco. Nor is he to be permitted to engage in wholesale or retail trade in manufactured tobacco, unless he has established a wholesale or retail sales department and, as the owner of such, is accepted by that particular trade organization. As a member of those associations, the manufacturer engaged in wholesale or retail trade will have to conform to prices fixed by the Tobacco Congress.

As Dr. Falk was addressing an association of wholesale merchants he dwelt rather extensively upon this phase of his subject. He confirmed the necessity for the wholesale tobacco goods merchant, emphasized the right of such merchant to exist. State socialism, or a monopoly, would eliminate the wholesaler.

The Retail Group would comprise all retail dealers. Branches would have to be formed of restaurant men, hotel men and storekeepers who sell tobacco as a side line. This trade, Dr. Falk said, would have to be cleansed thoroughly. A lot of undesirables would have to be excluded. Street stands and street vendors would have to go. Owners of chain stores would have to confrom to rules, regulations and prices which would be the same for all.

Labor should be represented on all boards, forming part of the organization. It ought to have a voice in all matters of the industry and trade of which it was an integral part. Wage and related questions, however, would not be for the Congress to decide. This matter should be left to a mutual agreement between employers' and employees' organizations. This question, by the way, is not an acute one in Germany. Wage agreements are in force now.

Another advantage claimed for his plan by Dr. Falk is the unification or amalgamation of all trade organizations of the tobacco field. While each branch organization, representing a really separate division of the business would retain its existence, they all would be united under one head and could concentrate their efforts.

Dr. Falk does not think his plan illusional. He says the organization, in order to enforce its laws, could demand security form its members, the bond to be forfeited in case of violations.

The Tobacco Congress, according to Dr. Falk, would have charge of customs regulations. He thinks German tobacco men, clothed with the necessary power, would make short work of smugglers. Tobacco men driven by self interest soon would cope successfully with a problem which the government seems to have given up as hopeless.

Speaking of the plan as a whole, Dr. Falk predicted that the new system would mean economic peace with honest competition, justice and fair profits instead of cutthroat rivalry, self-control instead of bureaucratic meddling.

The plan is being widely discussed in trade journals and by trade organizations. There is a possibility that it will be adopted in some form or other. In this case tobacco would blaze the way for a new experiment in national economy, by applying "solidarism" as a cure for the many evils of a system which many thinkers and statesmen consider antiquated.

At Homburg, the famous watering place, a conference was held by representatives of cigar manufacturers and cigarmakers. The new wage scale proposed by the labor unions was discussed. Both sides approached the subject in a spirit of tolerance auguring an amicable settlement, it is reported. Admission of the cigarette industry and the retailer's percentage of profit also were debated.

U. S. Exports Increased in September

WASHINGTON, Oct. 25.—An increase of $28,000,000 in exports, but a decrease of $150,000 in imports in September, as compared with August, is shown in the statement issued by the Department of Commerce. The exports in September amounted to $606,000,000, against $578,000,000 in August of 1920, and $595,000,000 in September, 1919.

For the nine months' period ended with September, 1920, the exports were $6,082,000,000, as compared with $5,867,000,000 for 1919. The September imports amounted to $363,000,000 against $513,000,000 in August, 1920, and $435,000,000 in September, 1919.

For the nine months' period ended with September this year the imports were $4,358,000,000, against $2,697,000,000 during the corresponding period of last year.

The imports of gold in September amounted to $39,000,000 and exceeded those of August by $24,000,000.

For the nine months ended September this year the imports of gold amounted to $199,000,000, compared with $56,000,000 in the same period of last year. Sepember exports of gold amounted to $17,000,000, against $25,000,000 in August this year and $29,000,000 in September, 1919.

For the nine months the gold exports were $259,000,000 against $226,000,000.

Imports of silver were $6,500,000 for September and $73,000,000 for the nine months; exports of silver during September amounted to $6,600,000, and for the nine months' period to $99,000,000.

He Was an Old Pipe Smoker

BAKERSFIELD, Cal., Oct. 23.—Phillip Lefthand, a Digger Indian, who claimed he was 138 years old, is dead, but not of old age. Sparks from his pipe ignited his clothing and caused burns to which he succumbed at his tribal home far up in the Sierra Navada mountains. Funeral services were held yesterday.

Anti-tobacco propagandists may say that old Lefthand's death was due directly to his habit of smoking. Yet it appears that the aged Indian had been a pipe smoker for more than 100 years. A century of enjoyment perhaps is as much as the ordinary man expects.

TOBACCO STOCKS

	Bid.	Asked
American Cigar Com.....	133	137
American Cigar pf.....	74	78
American Mach. & Fdy....	155	165
American Snuff	106	109
American Snuff pf.....	79	87
American Sumatra	87	87½
American Sumatra pf.....	86	98½
American Tobacco.....	130	130½
American Tobacco B.....	128	129¾
American Tobacco pr. new.	90	91½
American Tobacco Scrip...	110	113
Conley Foil (new).....	20	23
Consolidated Cigar	72½	73
Consolidated Cigar pf.....	82	83
General Cigar	61	62
General Cigar deb.....	83	82
General Cigar pf.....	88	95
Geo. W. Helme Co.....	160	168
Geo. W. Helme pf.....	90	96
Imperial Tobacco	8	8¾
Johnson Foil	105	115
J. S. Young	130	140
J. S. Young pf.....	80	90
Liggett & Myers	143	146
Liggett & Myers B.....	130	145
Liggett & Myers pf.....	100	110
Lorillard P	141	144
Lorillard P. pf.....	100	110
McAndrews & Forbes	108	116
McAndrews & Forbes pf...	75	80
Porto Rico Amer. Tob.....	110	116
R. J. Reynolds 'A'.....	85	95
R. J. Reynolds 'B'.....	41	43
R. J. Reynolds pf.....	100	101
Tobacco Products	67½	68¼
Tobacco Products pf.....	86¾	90
Tobacco Products Scrip.....	94	96
United Cigar Stores.....	130	170
United Cigar Stores pf.....	101¾	103
United Drug	105	110
United Drug 1 pf.....	45	46
United Retail Stores.....	74⅜	74⅝
Weymann Bruton Co.....	167	173
Weyman Bruton pf.....	84⅜	93

Tobacco Culture in South Africa

Charles J. Pisar, American vice consul at Capetown, reports that the cultivation of tobacco in South Africa has been making rapid strides during the past five years, and today the tobacco manufacturing companies obtain the bulk of their raw material from domestic sources. The area under cultivation in the Union embraces about 24,000 acres, producing, during 1917-18, 14,931,000 pounds of tobacco, the largest yield ever obtained. Owing to adverse climatic conditions during 1919-20 it is estimated that the yield will not exceed 10,500,000 pounds. Most of the tobacco raised is of a light Virginia leaf.

Some attention is paid the Turkish type, which is used in the manufacture of cigarettes. Dark tobacco for pipe use is also grown in the Transvaal.

The importation of foreign leaf tobacco is diminishing in volume year by year. In 1913, 1,033,910 pounds, of which 592,654 pounds came from the United States, were imported. In 1919 imports amounted only to 354,812 pounds, of which 286,790 pounds were supplied by the United States. In 1918, 1,892,185 pounds of unmanufactured and manufactured tobacco, valued at $868,256, were exported, and in 1919, 1,603,664 pounds, valued at $667,387. The principal buyers of South African tobacco products were the United Kingdom, Southwest Africa Protectorate, Portugese East Africa and the Belgian Kongo.

Wisconsin Notes

EDGERTON, Wis., Oct. 22.—When it is quiet in the 1920 Wisconsin tobacco market, a condition is reflected which prevails in all tobacco growing areas. In Pennsylvania a little cautious picking away at the 1920 crop is reported with prices well up, but in all other tobacco growing states, and even in Cuba, the buying of new leaf is at a practical standstill. The eastern tobacco merchants are sitting tight, evidently not because they have become frightened at some impending calamity hanging over the tobacco industry, nor because they see an over stocking of the market, for there is not—very little old leaf is available—but because prudence dictates that in a period when the industrial and business chariot is moving with the brakes on, it is no time to call for greater speed. As the months go by the brakes will be released under the stimulus of easier money and a stronger demand, and the car will again move at a free gait. The local market will loosen up when the general market does.

The greater humidity which the last and this week brought is doing much good to tobacco hanging in the sheds, but there has not been enough of it to move any quantity of the cured leaf from the lath to the bundle. The late harvested tobacco needs a thorough softening; it dried, but it did not cure properly, but repeated damps will bring it around. While local men are picking a crop now and then in the northern section, the 1920 is not cleaned up, though practically all leafy crops are sold. The sampling of the 1919 continues and it is proving very satisfactory.—*Edgerton Reporter.*

Activity in the Wetstone Warehouse

Produced on the plantations of L. Wetstone at Vernon and Ellington, Conn., the 1920 crop of shade grown is said to be a fancy type, good yielding tobacco of fine quality and extremely light in color. "Ahead of former good crops" is the verdict rendered at the house of Wetstone. The L. Wetstone warehouse at 222-226 State St., Hartford, now is the scene of lively activity, work being carried on to capacity. As the Wetstone acreage, both of shade grown and primed Havana, was increased this year, the excellent crop makes possible an extension of Wetstone trade, especially in the South and West.

Michael Wenick, a recent addition to the sales force, who will cover Southern and Western territory, will start in a few weeks to make a long tour. Manager Benjamin Wetstone will be very busy at the home office for the next two months. But after the first of the year he plans a visit to the trade in general.

Robert M. Kamins, assistant to Benjamin Wetstone, reports that the general conditions concerning the packing of their crops are most successful, particularly in bulking and assorting. He is more than pleased with the outlook for this season.

John W. Morrison, who joined the Wetstone force recently, will be in charge of the auditing.

Louis Wetstone, coming back from a sojourn at Saratoga and Atlantic City, is in the best of health now and ready to tackle the steadily increasing business "controlled absolutely" by L. Wetstone.

Ask for Insurance at Actual Cost

BOSTON, Oct. 29.—Organized labor in Massachusetts has entered upon a compaign to secure the passage at the coming session of the legislature of a bill to provide state accident insurance at actual cost and drive the profit-taking commercial insurance companies out of the field of workmen's compensation.

As the opening gun, labor officials have just filed with the attorney general for approval as to form a petition which, if filed with the signatures of 15,000 registered voters prior to the first Wednesday of December, will compel the legislature to take action on a bill for a state insurance fund for workmen's compensation. If this action should be unsatisfactory, the petitioners, by obtaining 5,000 additional signatures, could invoke the initiative and referendum law and force a popular vote on the measure at the next state election.

The Massachusetts campaign is in line with the resolution adopted at the Montreal Convention of the American Federation of Labor, to prohibit the commercial insurance companies that take private profits out of the misfortunes of the toilers, from doing any workmen's compensation business.

Sixteen states and Porto Rico, according to a report just issued by the American Association for Labor Legislation, have already established state funds for insuring at cost the liability of employers, and in seven of these states, as in Ohio, the funds are exclusive. Where the state has taken over this service employers and employees have united in support of the law which results in a yearly saving of millions.

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Trying to Ascertain the Value of "O O"

An Interesting Case in an English Court—Balkan Tobacco & Products Co. of London Against F. Solomon & Co. of Liverpool—Damages Claimed Because of Short Delivery of Virginia Tobacco—Testimony Concerning British Trade Customs—A Comparison of Samples—Important Merchants on the Witness Stand—Reliance on a Contract—The Practice Generally or Universally—His Lordship's Judgment.

From the London *Tobacco Trade Review*

In the King's Bench Division, Mr. Justice Greer heard an action brought by the Balkan Tobacco and Products Company, Ltd., Aldgate, E.C., against Messrs. F. Solomon & Co., South John street, Liverpool. Plaintiffs claimed damages for short delivery in respect of 52 hogsheads of Virginia leaf tobacco, mark "O O," sold by defendants to the plaintiffs, of which defendants had delivered only 11 hogsheads.

By their defence the defendants said if they contracted to sell 41 hogsheads the sale was made by the custom of the tobacco trade, subject to the approval by the plaintiffs of samples of the said tobacco to be sent by defendants to the plaintiffs as soon as the hogsheads were sampled, and that if the plaintiffs did not approve of the samples, or any of them, the sale was to be of no effect and the contract cancelled. The defendants sent on November 18, 1919, and as soon as 34 of the 41 hogsheads were sampled, 34 samples, one from each hogshead, but the plaintiffs disapproved of the samples and refused to accept the goods. By reason of this, defendants contended, the sale went off in accordance with the custom of the trade.

Mr. T. E. Haydon, for plaintiffs, stated the damages were made up in this way. Plaintiffs claimed £821, being their ascertained loss on the resale—being a profit of 4½d. per lb., and a further sum of £80, which they had to allow or pay to a sub-purchaser from them of the balance of 41 hogsheads. Alternatively, the price was claimed as the difference between the contract price and the price which the plaintiffs could have obtained for the goods if there had been a market, August 29, 1919. The defendants were aware that the plaintiffs were wholesale merchants and only bought the goods for resale. Plaintiffs received samples from the defendants, and, relying on them, purchased altogether 77 hogsheads, which included the 52 in question. The sale and purchase so far as the 41 hogsheads were concerned, was subject to the plaintiffs' approval of samples to be sent. In breach of that arrangement defendants failed to send samples of the 41 hogsheads, or of tobacco the same as or similar to that contained in the 11 hogsheads delivered, nor had they delivered the 41 hogsheads at all. Subsequently, however, on November 15, 1919, defendants sent to the plaintiffs samples of a lot of 34 hogsheads of tobacco, but they were not of the same tobacco as that contained in the 41 hogsheads or the 11, but were of a different and inferior kind, and plaintiffs therefore refused to accept the samples. The plaintiffs, relying upon the contract with the defendants, had contracted to sell to Messrs. Jonas, Elliott & Co., Fenchurch street, these 41 hogsheads of tobacco at a profit of 4½d. per lb., and by reason of the defendants' failure plaintiffs had lost the profit they would otherwise have made, amounting to £821 15s. 10d., being the difference in price between the contract price of 1s. 9d. per lb. and the 2s. 1½d. per lb. they were getting from Messrs. Jonas, Elliott & Co.

Mr. P. Fermanoglon, managing director of the plaintiff company, gave evidence of the making of the contract in question. Samples of the tobacco sent by defendants, and which plaintiffs refused, were produced in court and compared with samples of the tobacco contracted for.

His Lordship, on examination of the latter, said he thought it was not so good as the other. Perhaps, however, what looked like faults might be virtues.

Witness said it was impossible to get tobacco of the original quality to replace at the time.

Cross-examined by Mr. A. T. Miller, K. C., for defendants: The tobacco he wanted was marked "O O" and was what he contracted for. It had a recognized value in the trade.

Could you not have got tobacco on the market similar to that of the 11 hogsheads? Not at the price.

What would have been the difference? About 6d. per lb.

Mr. Jonas, of the firm of Jonas, Elliott & Co., tobacco merchants, Fenchurch street, said he was arbitrator to the London Chamber of Commerce with regard to tobacco. His firm were contractors to the Admiralty and large dealers in Virginia tobacco. He thought the later samples delivered by defendants, which he had examined, were not so good as the first lot of tobacco supplied. It was darker, and the public demand was for light tobacco. For instance, the sale for Irish twist and the darker shags was falling off very much. It was also shorter, and length of leaf was a great advantage, and also stronger, and the greater demand was for a mild tobacco.

Cross-examined: He had never bought "O O" tobacco, and did not know the shipper of it. He had never seen "O O" tobacco in London, and thought it was more a Liverpool business.

Mr. Ernest William Neville, member of the firm of John Pringle & Co., tobacco brokers and merchants, of Jewry street, said he had thirty-five years' experience of the trade. On June 14 he attended at the office of the plaintiff company and examined two samples of Virginia leaf tobacco marked "O O." He had also examined some samples out of the 34 hogsheads, which was a far inferior tobacco. It was nothing like as good as the original samples.

What was the difference in pence per lb. in value? Anything from 6d. to 1s. At the time, said witness, the market was rising, and it might have been possible to get tobacco of the "O O" type, but at a higher price.

His Lordship: Is it your case, Mr. Miller, that if plaintiffs had concluded the bargain they ought to have accepted these samples of the 34 hogsheads. Mr. Miller: Les.

Mr. Miller, in opening the defence, submitted that the main question here did not turn at all on quality and a comparison of samples, but on a point of law and on his Lordship's view of the custom of the trade. Mr. Solomon, the defendant, had an offer to him of 52 hogsheads of tobacco from a firm at Liverpool, who were agents for the American shippers. It was with this consignment in mind that he dealt with the plaintiffs here. Eleven had been sampled and forty-one had not been sampled. He then made arrangements with his buyer for the purchase of the eleven, and also to take the forty-one, subject to approval of samples. That was a condition of sale and the custom of the trade. There was no doubt about that, viz., that samples would be delivered, and the buyer had the right to say whether he would take them or not. In practice it went as far as this—if the seller found he was unable to produce samples nothing was said and the contract was not insisted on. It was treated as a conditional contract subject to two conditions—production of samples by the seller and approved of them by the buyer. What was the effect of that custom in law was for his Lordship to say. This custom was necessary because of the variation of the various hogsheads. It was carried out so successfully that it was unnecessary for any arbitration clause to be inserted into contracts, and the business went on without disputes, because the seller sent forward the samples and the buyer looked at them, and if he approved the business went on, but if he did not like the samples the business dropped. There was no question of allowance or claims one way or the other. Either it was a sample or it was not. The preliminary arrangements were all made conditional on the approval of the samples, which were officially drawn by the Customs. Plaintiffs had refused to accept the samples tendered, and defendants were, in the circumstances, not liable.

Mr. Thos. Parry, partner in the firm of R. Evans & Co., tobacco merchants, Liverpool, said his firm had been established over 100 years, and were large dealers in Virginia tobacco. Witness had had forty-one years in the tobacco trade, and was vice-chairman of the tobacco section of the Liverpool Chamber of Commerce. He was fully conversant with the customs of the tobacco trade. In August last year his firm sold the tobacco in question.

Is there anything at all indicated in the mark "O O"? Nothing further than a distinguishing mark.

Who puts on the mark? The shipper.

His Lordship: Merely for identification on the bill of lading? Yes.

Mr. Miller: Could the shipper have put any mark on the forty-one casks sent over later from America? Yes.

Does "O O" indicate anything as to price, quality and color? No.

You have got to look at the sample? Quite so. Subsequently, when he got samples of the forty-one casks, he produced them for defendants' inspection and approval. He said he would take them. When he had these samples he had not got samples of the previous eleven casks, but he did think they were fairly representative of the eleven casks.

What is the practice as to sampling? Sampling is done by the dock officials. It is sampled in three different places—top, middle and bottom of the cask, and sent forward.

His Lordship: Neither the seller nor the buyer has anything to do with taking the sample? No.

Is there a universal practice in the trade as to buying and selling tobacco in this country? Yes, it is to buy on dock sample.

His Lordship: Generally or universally? Universally, but there are exceptions to every rule.

Mr. Miller: In the trade, what happens when a buyer inspects samples which have arrived and does not approve of them? The sale is cancelled; it is the custom.

What do you say is the custom of the trade? The custom is, where you sell tobacco to arrive, and then submit sample which was subject to approval, the buyer must either accept or reject.

His Lordship: It is a wise custom. Is that the whole of it? Witness: Yes. If the sample is not quite up to quality, &c., it is a question of arrangement?

Counsel: If he rejects, what happens? That is the end of the business.

Cross-examined: Mr. Solomon had not paid for the 41 hogsheads yet, but witness had got his undertaking to pay after this case was over.

Mr. Haydon: Then the question of whether he pays or not depends on the result of this case? Oh, no.

Mr. F. Solomon, the defendant, giving evidence, said he had forty years' experience of the trade.

Mr. Miller: Is there a custom in the tobacco trade in buying and selling Virginia tobacco? Yes.

What is it? The custom is that the trade is done by samples being taken from the cask, and when they are submitted to the buyer he buys subject to approval.

What then? I submit the samples, and it is for him to say whether he approves. If he does the business goes on and the matter is settled. If he disapproves, and the samples are only slightly different, it is open to negotiation for an allowance, or for the buyer to reject. If he rejects the whole thing is off. I have never seen business done on other terms.

Further questioned, witness said tobacco of the "O O" type could have been purchased at the time in question, but at a slightly increased charge. He considered "O O" tobacco was a pipe tobacco—no one would dream of making cigarettes from it, except, perhaps, for the Army.

Cross-examined: He admitted he was unable at the time to go in the market to see if it was possible to purchase tobacco similar to the "O O," but he believed he could have got it for 1s. 10½d. a lb.

Mr. H. L. Wright, partner in the firm of Philips and Wright, tobacco merchants and brokers, St. Mary Axe, said he had 26 years' experience of the leaf tobacco trade. There was a custom in the tobacco trade with regard to purchase. The generally accepted practice was to submit a certain proportion of samples. If the barrel happened to be a variable one, the prospective buyer might ask to see samples of the remainder of the goods before he purchased.

Will he make an offer before he sees the whole of the goods? Yes, frequently. That is the general rule, except where he thinks the rest of the goods may vary.

When he receives the remainder of the samples and inspects them, if he approves is there a concluded bargain? Yes.

If he disapproves? Well, you do not like it, but you have to put up with it. You take back the samples and there is an end to it.

Is that the well recognized custom in the trade? In my experience it has been the continuous rule. I have never known any other rule.

Is the effect of this—that you very rarely get any arbitration proceedings between tobacco merchants? Yes; I have never had a case of arbitration. Witness added that there was a recognized rule of taking samples in casks, breaking them at top, middle and bottom. That taken out was made up to 4 lbs. and sent forward for inspection.

His Lordship: These samples are average? Yes, absolutely. The tobacco trade is different from other trades that have a standard. There were, said witness, three grades in Virginia—brights, semi-brights and common grades, and each parcel of tobacco was valued on its own merits. All the samples which he had seen in Court he would classify in the lowest grade, which he considered a common type of tobacco. The marks on the barrels conveyed nothing to witness, they were merely identification marks.

You do not buy on such marks? No, it is not registered and has no value.

This concluded the evidence, and Mr. Miller submitted that on the evidence given it was clear there was no concluded sale, such as was alleged by the plaintiffs.

His Lordship, giving judgment, said in this case plaintiffs claimed damages for non-delivery of a quantity of 41 hogsheads of tobacco. Several questions were involved, and one was—was there a concluded contract, such as alleged by the plaintiffs, to sell and deliver to them goods or samples of goods equivalent to six samples which were sent to the plaintiffs originally when the contract was made. Assuming that such contract was entered into, he was of opinion that the defendants had failed to perform that contract, because the only goods they tendered or were willing to supply were goods which, on the testimony of one of their own witnesses, were substantialy less in value, by reason of their quality, than the goods which the plaintiffs were entitled to if their view of the contract was right. That being so, it did not matter very much whether it was 2d. or 5d. below the value, and he had no hesitation in finding there was a breach. The measure of damages was the difference between the contract value of the goods and the price at the date of the breach, which was somewhere about the middle of November, 1919. On the whole, he came to the conclusion that the amount claimer did not represent more than the difference between the contract price and the value of the goods if they had been in accordance with the alleged contract. It was not put in that way. It was put as loss of profit, plus a payment made to a sub-purchaser. It could only be recovered if he came to the conclusion that the loss as measured in the pleadings was not greater than the loss would have been if the plaintiffs had gone into

the market and bought goods of a similar kind in order to supply their subcontract. As a matter of fact, they could not have lessened the damages by going into the market and buying in the market, and therefore he thought the amount plaintiffs had claimed was the measure of damages, and therefore they were entitled to the sum claimed. A good deal of evidence was called as to a custom in the tobacco trade, and he thought that custom had been proved, and that as a result of it there were few disputes, and they were able to do without arbitration. He, however, thought it was clear from the correspondence that the buyers here wanted to fix this transaction, and that there was an agreement to supply tobacco in accordance with the original samples. In these circumstances he gave judgment for the plaintiffs for the amount claimed, £901.

LIVERPOOL MONTHLY TOBACCO REPORT

	VIRGINIA. Leaf.	VIRGINIA. Strips.	WESTERN. Leaf.	WESTERN. Strips.	NYASALAND.*	OTHER SORTS		Hds. & Tcs
STOCK, 31st August, 1920	60,005	35,873	12,457	15,979	862	1,064	=	126,240
IMPORTED in September	1,289	929	1,705	504	—	—	=	4,427
	61,294	36,802	14,162	16,483	862	1,064	=	130,667
DELIVERED in ditto	3,394	1,740	574	1,211	5	6	=	6,930
STOCK, 30th September, 1920	**57,900**	**35,062**	**13,588**	**15,272**	**857**	**1,058**	=	**123,737**
	* There is also a stock of 3,531 Bales Nyasaland.							
Against 1919	34,749	31,849	13,852	15,122	2,100		=	97,672
Ditto 1918	23,242	29,641	3,965	4,075	1,190		=	62,113
Ditto 1917	55,226	21,516	7,057	2,436	1,792		=	88,327
DELIVERIES—								
From 1st Jan. to 30th Sept, 1920	23,467	11,780	5,498	9,926	172		=	50,843
1919	36,445	17,801	6,488	9,225	187		=	70,146
1918	45,242	8,815	7,201	4,469	534		=	66,261
1917	51,221	6,614	9,221	5,844	758		=	73,658
EXPORTED in September, 1920	11	—	12	2	—		=	25
Of which to Channel Islands, 8; Christiania, 6; Zurich, 6, Antwerp, 3, Isle of Man, 2								

BOARD OF TRADE RETURNS FOR THE UNITED KINGDOM.

UNMANUFACTURED *Tobacco delivered, dry weight in lbs* — REMAINING IN BOND

	Month ended 31st August. 1920	1919.	1918	Eight Months ended 31st August. 1920.	1919	1918.	31st August
							1920... 337,094,000
							1919... 231,298,000
* Home Consumption	13,342,333	12,445,681	10,878,208	101,283,130	102,859,213	86,378,965	1918... 115,422,000
* Export	554,750	1,335,496	3,359	6,968,689	5,737,801	208,241	1917... 186,892,000
Total	13,897,083	13,781,177	10,881,567	108,251,819	108,597,014	86,587,206	1916... 262,450,000

These returns do not include Tobacco delivered for manufacture in bond in the United Kingdom, or for the use of H.M. Navy.

TOTAL CLEARANCES FROM BOND FOR FOUR COMPLETED YEARS.

	To Duty-paying Factories.	To Bonded Factories, H.M. Navy, &c.	Export.	Total Clearances.	DRAWBACK RETURNS
1919	161,901,306	25,400,392	9,407,011	196,708,709	19,059,433
1918	132,314,539	38,682,798	210,976	171,208,313	25,723,579
1917	132,684,696	39,641,174	2,184,131	174,510,001	28,155,326
1916	128,690,290	40,231,265	13,069,823	181,991,378	26,945,331

PRICES IN PENCE PER LB.

STRIPS.	1920.	1919.	LEAF.	1920.	1919
WESTERN—			WESTERN—		
Filler	18 @ 21	20 @ 21	Filler	12 @ 15	16 @ 17
Medium	22 „ 24	22 „ 24	Medium	16 „ 18	18 „ 20
Very middling to middling	25 „ 26	25 „ 26	Very middling to middling	19 „ 21	21 „ 22
Good to fine	27 „ 30	27 „ 28	Good to fine	22 „ 24	23 „ 24
BURLEY	21 „ 30	24 „ 32	BURLEY	18 „ 27	20 „ 28
VIRGINIA DARK—			VIRGINIA DARK—		
Filler	24 @ 30	22 @ 24	Filler	18 @ 24	17 @ 18
Medium	31 „ 33	25 „ 27	Medium	25 „ 27	19 „ 22
Good to fine	34 „ 36	28 „ 30	Good to fine	28 „ 30	23 „ 24
VIRGINIA & CAROLINA BRIGHT—			VIRGINIA & CAROLINA BRIGHT—		
Semi-dark to Semi-bright	21 @ 32	24 @ 33	Semi-dark to Semi-bright	20 @ 27	21 @ 27
Medium Bright	33 „ 45	34 „ 40	Medium Bright	28 „ 42	28 „ 36
Good to fine	46 „ 66	41 @ 50 @ —	Good to fine	43 „ 60	37 @ 45 @ —
NYASALAND—			NYASALAND—		
Semi-dark to Semi-bright	— @ 24 @ —	Nominal.	Semi-dark to Semi-bright	— @ 20 @ 29	24 @ 30 @ 32
Medium Bright	Nominal.	„	Medium Bright	30 „ 34 „ 38	33 „ 36 „ 39
Good to fine	„	„	Good to fine	39 „ 45 „ —	40 „ 42 „ —

This Market continued more or less dull and inactive in September.

Advices from the United States are to the effect as regards Brights that the South Carolina crop has been entirely marketed, and brought a much higher average than anticipated. The Eastern North Carolina crop began to sell during the month on a lower basis of values accounted for in part by the thin and common character of much of the offerings. As regards Darks the crop in Virginia and the West has been housed in fair shape, although a certain amount of the Kentucky crop was cut rather green from fear of "black fire" and "scab."

EDWARDS, GOODWIN & CO.

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5000 " " " " 16 " 27½ " 1560 "
5000 " " " " 20 " 28½ " 1560 "
5000 " " " " 20 " 27½ " 1560 "

Samples and Prices at Request.

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Looking Back at the Tobacco Business As It Was in Liverpool

Horace Lee Washington, American consul at Liverpool, reviews the tobacco trade situation there as follows: "The year 1919 opened with a high range of prices for American tobacco; although freights dropped, the rate of exchange also declined, so that buyers experienced no relief. It was expected that later an easier situation would result from the new crop, the planting being reported as large, but adverse weather conditions in July seriously curtailed the production so that 'Virginia' and 'Carolina Brights' sold at greatly enhanced prices during the fall and early part of the winter in the United States, and the crop was readily marketed. Prices for raw tobacco at the close of the year were the highest on record, despite the free arrivals which had taken place throughout the year. The low rate of exchange prevailing at the end of the year is said to have increased the price of tobacco in bond delivered in this country about 25 per cent.

"Some Nyasaland leaf tobacco was imported, and being entitled to a rebate of one-sixth of the import duty, which equals about $0.035 per pound at present, sold well at current quotations.

"The prices in 1918 and 1019 of the various descriptions of tobacco were as follows:

STRIP.

Grades.	1918.	1919
Western:		
Filler	$0.385-$0.405	$0.405-$0.425
Medium	.425- .466	.446- .486
Very middling to middling	.456- .466	.506- .527
Good to fine	.486- .547	.547- .608
Burley	.446- .567	.486- .668
Virginia, Dark:		
Filler	.466- .486	.608- .668
Medium	.496- .527	.689- .709
Good to fine	.547- .567	.729- .790
Virginia and Carolina, Bright:		
Semi-dark to semi-bright	.527- .587	.486- .709
Medium bright	.608- .709	729- .973
Good to fine	.729- .952	.993- 1.459
Nyasaland:		
Semi-dark to semi-bright	(a)	(a)
Medium bright	(a)	(a)
Good to fine	(a)	(a)

LEAF.

Grades.	1918.	1919.
Western:		
Filler	$0.344-$0.344	$0.324-$0.344
Medium	.354- .375	.365- .385
Very middling to middling	.....	.405- .425
Good to fine	.385- .446	.446- .486
Burley	.365- .486	.425- .608
Virginia Dark:		
Filler	.385- .405	.486- .547
Medium	.415- .425	.567- .608
Good to fine	435- .446	.628- .668
Virginia and Carolina, Bright:		
Semi-dark to semi-bright	.446- .547	.446- .608
Medium bright	.567- .648	.628- .911
Good to fine	.668- .871	.932- 1.338
Nyasaland:		
Semi-dark to semi-bright	(a)	.486- .648
Medium bright	(a)	.668- .79
Good to fine	(a)	.81 - .973

a Nominal.

"The imports of leaf tobacco in 1919 reached the large figure of 153,838 casks. In 1915 the next highest year in the past 10 years, the imports were 97,850 casks, and this was exceeded in the past year by 55,988 casks. The quantities imported and on hand of the various descriptions in 1913, 1918 and 1919 were as follows:

	Imports. 1913 Casks.	1918. Casks.	1919. Casks.	Stock on Hand Dec. 31— 1913. Casks.	1918. Casks.	1919. Casks.
Kinds.						
Virginia:						
Leaf	45,468	41,292	76,866	69,062	25,435	56,637
Strip	17,917	23,689	27,889	20,731	30,785	36,456
Western:						
Leaf	16,907	7,823	21,142	28,853	2,853	15,500
Strip	7,548	9,304	26,902	9,132	3,012	17,059
Other sorts	2,108	304	1,039	2,424	1,365	2,001
Total	89,948	82,412	153,838	130,202	63,450	127,653

"In the latter part of October the Mersey Docks and Harbor Board notified the American consulate that by reason of the congestion of their tobacco warehouse, 103,474 casks and 81,971 bales and cases of tobacco being at that time on storage, as against 64,000 and 30,000 bales and cases 12 months previously, there would be no further shipments of tobacco received and housed. It was requested that the United States Shipping Board discontinue further shipments for the remainder of 1919. The condition was intensified by the fact that in May, 1920, the Dock Board had 11,000 packages of tobacco on the dock quays and about 17,500 casks and 34,000 bales on the water en route for Liverpool."

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HUGO MULLER COMPANY

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IMPORTERS OF

Sumatra and Java Tobacco

152 WATER ST., NEW YORK

Estimates on the 1920 Sumatra Tobacco Crop

Put the Total at 146,050 Bales—A Relatively Small Proportion Will Be Very Good—Most of It Will Be "From Medium to Poor"—About 4,500 Bales of C. B. M. Java Sold Secretly—Indicated Price in the Vicinity of 500 Dutch Cents—Of the Lot, 1,200 Bales May Come to the United States—Notes of the Markets of Holland.

AMSTERDAM, Holland, October 8.—Relative to the Sumatra sale held in Rotterdam September 30, in which 4,930 bales were offered, it may be said that the tobacco was such that it had no interest for the American trade. The next day a Java sale took place, and great interest was aroused, as about 4,500 bales Ci B/M tobaccos were put on sale. These Ci B/M's are grown from Sumatra seed on the Island of Java, and whenever offered they always attract the attention of buyers, who represent American cigar manufacturers. Now prices for Sumatra tobacco are moving up so it could be expected that prices for this class of good Java would be proportionately high. The sales of Ci B/M tobacco always are made secretly and it is nearly impossible to find out who the buyers are and what prices are paid. However, it may be taken for granted that about 1,200 bales have been sold to United States manufacturers at prices of about five hundred Dutch cents.

Comparing those prices with those paid for Sumatra tobacco, they may sound cheap, but it must not be forgotten that the wrapper capacity of Ci B/M is very poor, it takes about 3 lbs. to wrap 1,000 cigars. Moreover, the quality can only be called very common. In prewar times such tobaccos were sold at prices ranging from 150 to 180 Dutch cents per pound.

A Java sale was held to-day in Amsterdam, at which about 45,000 bales were offered. About 15,000 bales of Vorstenlander tobacco were among the offerings. Generally speaking the tobacco was very poor, mostly filler and binder material and, with exceptions of a few bales, not more than 50, there was not much that was at all suitable for the American market. Even those few bales had their faults.

Next week a Sumatra sale will take place in Amsterdam, followed by one on October 22, but these sales will hardly contain any good tobacco.

The quantity of Sumatra tobacco which the crop of 1920 will produce will not be over 150,000 bales. The estimated quantities of each important producer are as follows:

Deli Maatschappy	46,000 bales
Deli Batavia My	26,500 "
Senemcah Maatschy	18,500 "
Rotterdam Deli My	9,500 "
Medan Tabak My	9,000 "
P v d A, Mandi Angin, Tanjong Poeboes	7,000 "
D C M	5,000 "
S K/Deli	3,000 "
A S T Cie	3,500 "
T T R/Langkat and Kotarie	2,500 "
S S T Co	2,250 "
Holland Deli Co	2,000 "
S M/Sumatra	2,000 "
Langkat Tal. My/H L	1,750 "
N L C M	1,500 "
W i v S	1,500 "
Holland Sumatra Tal. My	1,750 "
T K L/ok/Sumatra	1,500 "
W T R E/B M/Langkat	1,300 "
Total	146,050 bales

The various crop reports from the East Indies are not so favorable and it may be taken for granted that only a very small quantity of the crop will be good, whereas the greater part will be medium to poor.

U. S. Tobacco Reserves at Various Dates

Figures supplied by the Department of Agriculture

DATE.	LEAF TOBACCO ON HAND (POUNDS). Total.	Marked weight.	Per cent of total.	Actual weight.	Per cent of total.	Unstemmed.	Per cent of total.	Stemmed.	Per cent of total.
Jan. 1:									
1920	1,318,131,291	893,125,403	67.8	425,005,888	32.2	1,179,623,879	89.5	138,507,412	10.5
1919	1,234,884,396	835,303,616	67.6	399,580,780	32.4	1,074,175,156	87.0	160,709,240	13.0
1918	1,176,234,657	779,292,224	66.3	396,942,433	33.7	1,036,436,656	88.1	139,798,001	11.9
1917	1,044,885,108	632,550,784	60.5	412,334,324	39.5	928,521,902	88.9	116,363,206	11.1
Apr. 1:									
1920	1,590,624,644	1,144,110,690	71.9	446,513,954	28.1	1,437,166,452	90.4	153,458,192	9.6
1919	1,627,233,876	1,100,400,406	67.6	526,833,470	32.4	1,451,655,534	89.2	175,578,342	10.8
1918	1,465,168,711	979,842,107	66.9	485,326,604	33.1	1,311,546,640	89.5	153,622,071	10.5
1917	1,406,133,573	892,415,653	63.5	513,717,920	36.5	1,279,383,697	91.0	126,749,876	9.0
1916	1,418,091,519	906,315,035	63.9	511,776,484	36.1	1,257,294,033	88.7	160,797,486	11.3
1915	1,481,028,438	910,907,183	61.5	570,121,255	38.5	1,321,770,331	89.2	159,258,107	10.8
1914	1,380,987,689	834,104,872	60.4	546,882,817	39.6	1,236,747,499	89.6	144,240,190	10.4
1913	1,359,252,597	825,350,781	60.7	533,901,816	39.3	1,219,307,849	89.7	139,944,748	10.3
July 1:									
1919	1,400,963,823	940,836,910	67.2	460,126,913	32.8	1,235,062,195	88.2	165,901,628	11.8
1918	1,386,049,368	912,450,476	65.8	473,598,892	34.2	1,236,846,139	89.2	149,203,229	10.8
1917	1,266,778,903	794,178,732	62.7	472,600,171	37.3	1,141,678,287	90.1	125,100,616	9.9
Oct. 1:									
1919	1,263,769,070	848,556,444	67.1	415,212,626	32.9	1,118,516,958	88.5	145,252,112	11.5
1918	1,264,883,788	846,244,670	66.9	418,639,118	33.1	1,111,214,072	87.9	153,669,716	12.1
1917	1,154,056,034	748,864,154	64.9	405,191,880	35.1	1,023,992,789	88.7	130,063,245	11.3
1916	1,033,018,715	621,038,539	60.1	411,980,176	39.9	908,680,471	88.0	124,338,244	12.0
1915	1,205,762,948	760,807,427	63.1	444,955,521	36.9	1,066,401,067	88.4	139,361,881	11.6
1914	1,108,059,959	672,479,637	60.7	435,580,322	39.3	975,959,953	88.1	132,100,006	11.9
1913	1,108,773,652	712,252,744	64.2	396,520,908	35.8	975,447,101	88.0	133,326,551	12.0
1912	1,047,404,560	578,468,729	55.2	468,935,831	44.8	916,732,009	87.5	130,672,551	12.5

PERCIVAL R. LOWE

Leaf Tobacco Broker

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145 WATER STREET, NEW YORK

Attempts to Penalize Slow Paying Customers

Charging More Than Legal Interest on Overdue Accounts

Copyright by Elton J. Buckley

During the last month I have received from two different correspondents, located in widely separated sections, inquiries about a roundabout scheme of charging interest on overdue accounts. The scheme is new, and if it is getting circulated about as much as those inquiries would seem to indicate, it may be useful to write something about its legal status.

The scheme is one to charge a customer more than legal interest on overdue accounts, by calling the charges something besides interest. One of the inquirers who wrote to me printed on his billheads a statement that on all overdue accounts a monthly charge of 1 per cent per month would be made. The other one printed on his billhead the following:

> Credit is extended with the understanding that after thirty days a service charge of 1 per cent of account will be charged the first of each month.

These correspondents want to know if it is legal to make a debtor pay what practically amounts to a penalty for delayed payment on his account. Obviously it would be a fine thing for merchants in general, whether wholesale or retail, if they could legally add 12 per cent a year to delinquent accounts, and collect it. In fact, if the security was good it would pay them to borrow from the bank at 6 per cent, and let their customers hold it at 12 per cent, if such a thing could be done.

I am sorry to have to express the opinion, however, that the plan is not legal. No customer in my judgment can be compelled to pay any such percentage, unless he agrees to it *in writing*, and if the 12 per cent is more than the legal interest, which it is in most, if not all States, the customer cannot be compelled to pay even after he agrees to it in writing. Under no circumstances can such a charge be collected from a customer who has not agreed to it in writing, merely by stating on your billhead that you intend to make it.

The situation involves two questions: 1. Can a merchant collect interest at all on overdue accounts merely by putting a statement to that effect on his billheads; and if so (2), what percentage can he collect?

Unless a merchant clearly notifies his customers that accounts not paid by a certain time will bear interest, or unless the customer has agreed to it, a merchant cannot collect interest at all on his overdue accounts. The reason is this: Fundamentally every merchant who sells net thirty days has a right to interest after the thirty days have passed without payment. And he could collect it if he had never done anything to prevent him, but he has; he has let accounts go over thirty days without claiming interest, and has thus established a custom which he cannot break without notice to his customers. He can always break it any time he wants to, but he must get clear notice to the customer.

How shall that notice be conveyed? I advised a client recently to print the following on the bottom of his billheads:

> The above account, if not paid by the expiration of the net payment period, will bear interest at the rate of 6 per cent (or whatever the legal rate is) per annum.

After notice is thus given, the creditor can collect interest on accounts that run beyond the net period.

How much can he collect? Never more than the legal rate. That varies with the different states. Some states have two legal rates, as for instance, in Ohio, where the legal rate is 6 per cent., but where the parties can contract in writing to pay as high as 10 per cent. The same thing is true in several other States. In all these, however, the low rate prevails where no written contract has been made to pay the higher. Where collection is to be made merely by printing notice on the billhead, no more than the lower legal rate could be collected, for there would of course be no legal contract to pay the higher.

I have not examined the interest rates of all the states, but I know that there is no State in which the minimum legal rate is 12 per cent., or 1 per cent a month, and I don't believe there is a State in which the *maximum* legal rate is 12 per cent. Therefore I can see no way in which a merchant who charges up his monthly 1 per cent as a "service charge" can ever collect it, and even if a customer agreed to pay that much in writing, his agreement could not be enforced, for agreements to pay illegal interest are never enforceable.

The court always looks at the heart of schemes like this, and invariably calls a spade a spade. Thousands of devices have been invented to enable creditors not satisfied with 6 per cent to collect more, and they have been called everything that ingenuity could devise—service charges, fees, bonuses, and what not, but if they after all only represented interest, they are called interest and judged by the interest laws. Twelve per cent on delinquent accounts would really be a penalty for default, which the law will not tolerate.

The correspondents who have written me, and any others who want to experiment, may make their charge and try to get away with it. If they succeed all well and good. I do not advise them to bring suit to recover, however.

The only exception to what I have said, so far as I know, is in the case of certain public service corporations who are permitted to charge what is practically a penalty if bills are not paid on time.

The Danes Use More Tobacco.

Concerning increased consumption of tobacco in Denmark, Maurice P. Dunlap, American Consul at Copenhagen, says: "The use of cigars and cigarettes has been steadily on the increase. It was reckoned that there were 1,000,000,000 cigarettes smoked in 1919 as compared with 600,000,000 in 1918. Before the war, according to the Government statistics, there were used per inhabitant 139 cigarettes per year; in 1919, 325. Most of the higher-priced cigarettes used to be of foreign make, but now the greater part are manufactured here. An import of 144,000,000 in 1919 was partially offset by an export of 82,000,000. Prices have risen tremendously. In 1917 about 90 per cent of the cigarettes retailed less than 2½ ore apiece (seven-tenths of a cent), but in 1919 less than 40 per cent were sold at that price.

"The production of cigars in 1919 was 343 000,000, compared with 257,000,000 in 1918 and 246,000,000 in 1913. The value of the 1919 production is set at 44,700,000 crowns (about $10,395,300). The home-made article supplies practically the whole demand. There were about 7,000,000 cigars imported in 1919, but most of these were included in the 10,000,000 exported during that same time.

SALESBOARDS

IMMEDIATE DELIVERY—WAR TAX PAID
BEST PRICES—STANDARD BOARDS

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ORO SALES COMPANY

376 E. 26th Street CHICAGO, ILLINOIS

Directory of TRADE ASSOCIATIONS

Tobacco Merchants' Association of the United States

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Edward Wise, New York, chairman executive committee.
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H. H. Shelton, Winston-Salem, N. C., vice-president.
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Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
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W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

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J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

Rocky Mount, N. C., Tobacco Board of Trade

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

Greenville (N. C.) Tobacco Board of Trade

W. J. Skinner, president.
H. A. Bost, secretary

South Carolina Tobacco Association

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Bright Williamson (Darlington, S. C.), vice-president.
J. W. McCown (Florence, S. C.), treasurer.
T. B. Young (Florence, S. C.), secretary.

Tobacco Planters' Association

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

The Tobacco Manufacturers' Association

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

Independent Tobacco Manufacturers' Association

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

National Cigar Leaf Tobacco Association

Geo. W. Berger, Cincinnati, vice-president.
Jerome Waller, New York, treasurer.
Milton H. Ranck, Lancaster, Pa., secretary.

Leaf Tobacco Board of Trade of New York

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

Connecticut Leaf Tobacco Association (Hartford, Ct.)

F. R. Griffin, Hartford, president.
A. A. Olds, Hartford, treasurer.
J. J. Connor, Hartford, secretary.

Lancaster Leaf Tobacco Board of Trade

Milton H. Ranck, president.
William de Haven, vice-president.
Morris Rosenthal, treasurer.
A. H. Sondenheimer, secretary.

Ohio Leaf Tobacco Packers' Association

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

Chicago Leaf Tobacco Board of Trade

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

New England Tobacco Growers' Association

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

Franklin (Mass.) County Tobacco Growers Inc.

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

Windsor Tobacco Growers Association (Windsor, Conn.)

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

Tobacco Salesmen's Association of America (New York)

Herman Goldwater, president.
William M. Sam, 1st vice-president.
Albert Freeman, 2nd vice-president.
Joseph Freeman, treasurer.
Jos. D. Gans, recording secretary.
Leo Reiders, 200 West 118th street, New York City, financial secretary. Meetings 1st Friday of every month at Hawthorne Bldg., 125th street, New York.

Tobacco Salesmen's Association of America (Boston Branch)

Wm. F. O'Brien, president.
Frank E. Kelley, treasurer.
I. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

Tobacco Salesmen's Association of America (Newark Branch)

Abe Braun (Schwartz & Son), president.
Jos. Ogush (N. J. Tobacco Co.), sec. and treas.
Meetings third Friday of each month.

Cigar Manufacturers' Association of America

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

Cigar Manufacturers Board of Trade, Inc. (New York City)

Dave S. Saqui, president.
Asa Lemlein, vice-president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.

Greater New York Cigar Manufacturers' Association

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

York (Pa.) County Cigar Manufacturers Association

I. J. Rejahn (Fix & Co.), Dallastown, president.
Chas. C. Meads (Meads Tobacco Co.), Red Lion, secretary.
G. A. Kohler, (G. A. Kohler & Co.), Yoe, treasurer.

Independent Retail Tobacconists' Association (New York)

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at Harlem Palace, 115th St., near 5th Ave., N. Y.

Western Association of Retail Cigar Dealers

Joe F. Dizard, Seattle, president.
O. E. Doherty, Seattle, treasurer.
N. E. Nelson, Seattle, secretary.

San Francisco Retail Cigar Dealers' Association

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

The Wholesale Tobacco & Cigar Dealers Association

Philadelphia, Pa. & Camden, N. J.

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

Cigar & Tobacco Dealers Association of Minneapolis, Minn.

Louis Nathanson, president.
William J. Blackburn, treasurer.
Carl F. Thomas, secretary.
Sam Margulies, field secretary.

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If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

I. H. WEAVER
—PACKER OF—
All Grades of Leaf Tobacco
237-39-41-43 N. Prince St., LANCASTER, PA.

Samples of our 1919 packing now ready. Write us if you need Pennsylvania.

Correspondence Solicited

Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

ROBERT M. GRANAT & CO., Growers, Packers and Dealers
Connecticut and Pennsylvania Leaf Tobacco
320-322 North Queen St. Lancaster, Pa.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
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Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

BINDERS FOR CIGARS & STOGIES

BINDERS—To manufacture a pure tobacco binder, guaranteed under bond. Will bind cigars or stogies for $1.25 per 1,000. No stripping. Binders cut to any size of cigars or stogies you manufacture. Improves the quality, reduces cost and increases production. Hundreds of manufacturers using them with great success. To introduce this tobacco binder to manufacturers who have never seen or tried it, we will submit samples and if interested we will send two pounds free as trial order.

MANUFACTURERS BINDER CO., INC.
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INCORPORATED
PACKERS AND DEALERS IN
LEAF TOBACCO
Rooms 447-457 Woolworth Bldg. Lancaster, Pa.

Lull of Business Doesn't Alarm Lancaster

Guessing What Prices Will Be Is a Popular Indoor Sport Just Now—Hardly Any Tobacco Buying Reported—Conference Relative to the United States Warehouse Act—Weinberg Fails to Win Suit Against Beansdorfer—Growers Institute "Clean Up" Measures the Better to Protect the Excellent 1920 Crop from Black Rot.

LANCASTER, Pa., Oct. 22.—Tobacco growers, warehousemen, leaf merchants, dealers and bankers interested in the tobacco growing industry in Pennsylvania assembled in the hall of the Chamber of Commerce here Thursday to attend a hearing relative to tentative regulations being perepared by the Bureau of Markets, U. S. Department of Agriculture, for the more advantageous handling of tobacco under the United States warehouse act.

Under the provisions of the United States warehouse act the United States Department of Agriculture may provide for a system of Federal bonded and licensed warehouses for tobacco. The Government maintains supervision and inspection over these warehouses, and issues warehouse receipts for tobacco that is accepted and placed in these bonded warehouses.

The meeting, attended by about thirty persons, was presided over by Chester Morrill, assistant to the chief of the Bureau of Markets, who took the place of George Livingston, the directing head. He was accompanied by W. J. Ise, an attorney of the U. S. Department of Agriculture, who answered legal questions in connection with the new act, and F. B. Wilkinson, an investigator for the department, who has specialized in matters pertaining to tobacco.

Mr. Morrill explained that as the act applies to agricultural products it refers to the storing of cotton, wool, grains, flaxseed and tobacco.

In his discussion of the proposed regulations he laid stress on the fact that the Department was desirous of obtaining helpful suggestions from anyone who, from experience in and knowledge of tobacco business, could indicate how the purposes of the United States warehouse act might best be served.

The suit instituted by S. Weinberg, of 121 North Third St., Philadelphia, against John B. Beanesdorfer, of Mt. Joy, to recover the purchase price of 48 cases of 1918 Pennsylvania tobacco, bought under a "guaranteed sound" contract, on April 21, 1920, which tobacco was declared to be deteriorated and damaged because of black rot, dry rot and must, was tried before Judge Landis and a jury yesterday. And greatly to the surprise of a number of men who attended the trial, a verdict was rendered for the defendant.

Weinberg had been assured that he would win the case. The attorney for the plaintiff argued strongly that the law and the evidence conclusevely supported the plaintiff's contentions. The instructions of the judge were not adverse to the claims of the Philadelphia leaf merchant. But the jury, composed entirely of farmers, decided in favor of Beanesdorfer.

Only once in Lancaster County has an outside merchant won a tobacco law suit when a local farmer or packer was the defendant.

Because much more black rot than usual has appeared in the 1918 and 1919 tobacco, it is said that most of the fault found justly is ascribable to the tobacco growers who were entirely too careless in handling those two crops.

Growers now are reminded that extraordinarily watchfulness should be exercised in handling the 1920 crop, which was grown during a period of excessive moisture.

Tobacco growers already have begun to take care and precaution to eliminate all possible chance of black rot; they want to make sure that their most excellent 1920 tobacco may not be affected. For black rot annually has cost the packers from two to seven cents per pound to eliminate after the tobacco has been infected before leaving the stripping cellars of the growers.

In the first place growers in Lancaster County have started a campaign; it is urged that every grower shall at once and thoroughly clean up, dry out, disinfect, and whitewash his tobacco cellar, making it clean and free from all germs of rot, which may possibly affect the tobacco while hanging in the cellar or handled in the stripping room.

The 1920 crop is too good to be infected in any way by rotting or fermenting germs, which may quickly develop decay as soon as the tobacco goes into warm conditions required for the fermantation process.

It is generally conceded that the best tobacco shows up the most black rot; a packing house adage is that "only good tobacco will black rot."

In the second place growers are of the opinion that the 1920 crop should not be stripped early. It should be given time for the heavy stems to dry out thoroughly before any stripping is done. It is very generally believed that the 1920 crop will go into the heat very quickly when once stripped. To avoid excessively early heating in the bales, the stripping will be delayed until winter weather is well advanced and it will be too cold and dry for the tobacco to heat in the bales, before being delivered to the packing houses.

As to the selling of the 1920 crop, there have been very few reported calls during the past week. Growers generally are holding off contracting until they can see what they have in their sheds or what the crop will produce.

As to prices, the winter predicts that they will be about same as last year or possibly less. There seems to be no recreation of prices in all merchandise. Downward seems to be the trend of values of everything. Growers in the East and West Earl and East and West Leacock townships have unusually good tobacco this year, for the good and sufficient reason that they did not have the excessive rains during the early summer and also in the first weeks of August to prevent them properly cultivating their crops when timely cultivations counted most in making an extra good quality of tobacco. As the result they have about the best tobacco they ever had.

The C. S. Garman cigar factory at Reinhold's Station, Pa., was entered last night and 1,000 cigars, neatly tied with ribbons, in bundles of 100, were stolen. In addition, the thieves took a box of 50 cigars of a choice brand. When Foreman George Garman came to the factory yesterday morning he noticed a draught as from an open window. Investigation showed that a pane of glass had been removed from one of the windows and entrance effected in that manner. C. S. Garman has offered a reward of $25 for the arrest and conviction of the thief.

(*Continued on page* 34)

BENJ. SCHWARTZ
EXCLUSIVELY
PACKER PENNSYLVANIA BROAD LEAF
AND DEALER IN STRIPPED AND BOOKED PENNSYLVANIA
Correspondence Solicited EPHRATA, PENNA.

The Cagayan Valley

THE quality of mildness and a mildness of quality clings to Manila cigars—made of sun ripened Philippine tobacco and softened by Sumatra and shade grown wrappers—an ideal combination to please the palate and the purse of the American smoker.

Easy to Look at — Easy to Smoke — Easy to Sell

Illustrated booklet with directory and Factory Numbers on application to—

Manila Ad. Agency, (C. A. Bond, Mgr.), 172 Front Street, N. Y., Phone, John 1428

FROM THE FIRING LINE

Personal and Trade Jottings

Three million persons are on the sick list daily in the United States.

—

Some good tobacco at Oxford, N. C. recently sold as high as $75 per hundred pounds.

—

American cigar manufacturers spend nearly $55,000,000 annually for cedar boxes.

—

Claude Turner, the Charles the Great salesman, returned recently from a European tour.

—

R. I. Janer, of the International Planters Corporation, returned last week from an extensive European trip.

—

J. F. Henderson, of the International Planters Corporation, is on a business trip to Louisville and Nashville.

—

Bogdonoff & Sons, leaf tobacco dealers, at 653 Broadway, Brooklyn, report a lively demand for the golden weed.

—

Martins, Ltd., a well known cigar concern of London, England, it is said, will go into the mail order business.

—

On improvements and new fixtures for the Princess Cafe at Winston-Salem, N. C., $15,000 is being expended.

—

A farmer at Smithfield, N. C., instead of attempting to sell his tobacco scrap, is using it for horse bedding.

—

"Bort med Tobokken," which means, "Away with Tobacco," is the name of the Danish National Anti-Tobacco Association.

—

Manie Hyman continues to bombard the office of Lincoln & Ulmer with good cigar orders from the Central West.

—

Luther & Bergman, cigar manufacturers, of 71 West Broadway, New York, say they are kept busy supplying local trade.

—

From farmers in the United States last year, the combined purchases of five big companies amounted to more than $625,000,000.

—

E. P. Oakes, the western champion cigar salesman, is said to be keeping up a steady flow of orders to the E. H. Gato Cigar Co.

—

Edward Frisk of Stockholm, representative of the Swedish Tobacco Monopoly, is in Kentucky, inspecting and purchasing tobacco.

—

"We don't know of any tobacco company that ever passed its dividends," says a broker in his advertisement of some tobacco stocks.

—

Grosvenor Nicholas & Co., importers, announce the receipt of a very large assortment of tobacco pouches and wallets, cigar holders, pipe cases, etc.

—

Cities in the United States are increasing in population seven and a half times as fast as the rural districts, according to the Census Bureau.

—

Gray Miller, vice-president of the Tobacco Products Export Co., is expected to arrive in New York, Saturday, from a successful business trip to Europe.

—

The tobacco barn of Frederick Riley at Madison, Ind., was burned, October 20, with all its contents. The loss amounted to $4,000. No insurance.

—

At the M. Andres cigar store in the Head block at Prescott some fine samples of white burley tobacco grown in Arizona were exhibited recently.

—

The General Cigar Co. has leased the ground floor of the Columbia building, at Eighth and Locust Streets, St. Louis, and will establish a retail store there.

—

Oscar Friedman, of 108 Grand Street, New York, manufacturer of Jean Bart, and the O. F. brand of cigars, says that busines is good, and prospects unusually bright.

—

The anti-nicotine agitators will be delighted to hear that one of "Uncle Joe" Cannon's famous black cigars set his automobile on fire.—Louisville *Courier Journal.*

—

The Tobacco Products Corporation reports that business is good in all of its various branches, but a decided improvement is anticipated during November and December.

—

Henry Everhardt reports from New Jersey, that the cigarists in his territory remain in a receptive mood—they want to receive Rodenas, according to his orders to Lincoln & Ulmer.

—

José P. Perez, of Marcelino, Perez & Co., went from Tampa over to Havana recently on important business, and incidentally to make a study of the Cuban conditions at close range.

—

A. L. Clayton, of Mt. Moriah route No. 1, sold 1,748 pounds of tobacco in the Farmer's Warehouse at Oxford, N. C., Wednesday, a week ago, obtaining a clear check for $1,100.

—

One of those little difficulties, associated with employes inclined to take a vacation inopportunely, is mentioned in connection with the cigar factory of R. A. Bachia & Co., New York.

—

G. S. Nicholas & Son, Ltd., importers and jobbers, report the receipt of a large shipment of Muratti's Classic Smoking Mixture from England, which is being offered to the trade at $3.50 per pound.

—

J. L. Hoffman, vice-president of the Falk Tobacco Co., started out from New York, Sunday, to make a business tour of the West, which will take him to the Pacific Coast, and numerous intermediate points.

—

Tomas H. Gato, of the E. H. Gato Cigar Co., accompanied by his family, returned to Key West Thursday for the Winter. He may make occasional business trips to the New York office during the frigid season.

—

Having secured a factory location on Chestnut street, near 12th, the striking cigar makers in Milwaukee will proceed to manufacture cigars on the co-operative plan. At the outset, about 12 cigar makers will be employed.

—

Roy S. Clark, representing William Quanjer, Inc., returned to New York this week, after making a very successful tour as the exhibitor of some notably good samples of Sumatra and Java. He secured a number of desirable orders.

—

B. Wasserman, of the B. Wasserman Co., the cigar importing and jobbing house at 77 Chambers street, New York, continues to improve in health, and is scheduled to go to Atlantic City today for a two weeks' change of atmosphere.

—

Julius Drucker, cigar salesman for Lincoln & Ulmer, in New York City, is on the "war path," and judging from his orders, he is winning numerous "battles' with Gotham dealers. The toboggan slide has no terrors for Julius.

—

Leo Michaels, president of Schinasi Bros., is prolonging his western trip. He left San Francisco some days since, and is headed for New York by way of the northwest, but is not expected to reach the Metropolis for a couple of weeks.

—

Dunn's cigar store, at Bleecker and Turner streets, Utica, N. Y., was entered by burglars Sunday night. The marauders carried away a gum selling machine, an overcoat, a cap, a box of cigars, a quantity of cigarettes and $8 in cash.

—

Francisco Garcia, of F. Garcia & Bros., who has been rusticating around Pueblo, Colo., for several weeks, went to Pensacola, Fla., a few days ago, and from thence to Tampa. He is expected back at the New York office in about two weeks.

—

The Magnolia Cigar Co., is getting things straightened out and in smooth working order at its new headquarters, 689 Park avenue, Brooklyn. Its business is said to be good, and the activity manifested in its establishment, bears out the statement.

—

The Savannah Candy Co., at Savannah, Ga., filed a petition in bankruptcy Saturday in the United States Court. The company stated that its assets amounted to $3,403.10 and the liabilities were $11,410.77. The company is represented by Seabrook and Kennedy, attorneys.

—

R. M. Lewis, representing the Carolina Cigar Co. in western and eastern North Carolina, last week, is setting the pace in sales of "O. Henry" cigars. Lewis got a number of good orders for the popular 10-cent cigars, and introduced "O. Henry" in new territory.

—

James & Holmstrom, who have a leading downtown cigar store at 25 Dey street, New York, report that business is keeping up remarkably well, notwithstanding the fact that they are beginning to feel the shortage of Tampa brands. Key West goods are reported as plentiful, however.

—

Harry A. Braelow and Jack A. Klein of Newark and Harry Silverstein of Milburn, N. J., are the organizers of Bannan Braelow, Inc., a concern now located at 700 Broad Street, Newark, N. J. The new company is capitalized at $100,000 and was incorporated to engage in the cigar and tobacco business.

—

Anti-cigarette reformers met defeat when a Legion post at Downers Grove, an exclusive suburb of Chicago, restored the banned "smokes" to the shelves of local stores by means of a referendum. The vote was almost two to one in favor of bringing back the cigarettes and more women voted for the restoration than against it.

—

In a handsome booklet, having a cover embossed in gold, green and red, announcement is made concerning "what was done at the most important meeting ever held by the board of directors of the United Cigar Stores Co." The purpose of the booklet is to place the strongest possible emphasis on the importance and value of service.

—

The H. Rippen Tobacco Corporation of Perth Amboy, N. J., hereafter will manufacture and

control all the brands formerly owned by the McHie-Scotten Tobacco Co. of Detroit. The leading brands thus acquired by the Rippen Co. are All Leaf, Union World, Hand Made, County Club, Hope, Sweet Rose and Canada Royal Navy.

—

J. Langer, of 645 Broadway, Brooklyn, manufacturer of the Leaders Pride, a little cigar, which is put up in packages of ten for 25 cents, says that he could sell a hundred thousand a day to jobbers if only he could produce that quantity. And with this object in view he contemplates equipping his place with up-to-date package goods machinery.

—

W. N. Reynolds of the R. J. Reynolds Tobacco Co., is the leading North Carolina contributor to the Democratic war chest. He gave $3,000. Bowman Gray contributed $1,500, James A. Gray $1,000, Katherine S. Reynolds $1,000, R. E. Lassiter $500, and H. H. Shelton $500. It is said that Governor Cox, who is a confirmed pipe smoker, prefers Prince Albert.

—

W. W. Rosebro, sales representative of Schwab Bros. & Baer, manufacturers of Epoca, clear Havana cigars, is in Chicago this week; and his orders on Mr. Baer's desk make a formidable pile, but the large, busy and seemingly contered force in the Epoca factory on West 43rd street, New York, looks as if it could easily satisfy a vast number of daily demands.

—

Having many friends numbered among important men in the cigar trade in New York, New Jersey and New England, Harry M. Kouwiser, sales manager for the H. & M. Lithographing Co., at 161 Grand street, New York, is getting more than a share of the good business going. The H. & M. Lithographing Co. specializes in window displays and store advertising.

—

The offices of the General Cigar Co., at 119 West 40th street, New York, will be the scene of a merry Hallowe'en party, Saturday. This festival, observed joyously each year since 1916, by the office employees, is planned to be bigger and jollier than ever before. A celebrated jazz band will furnish the music, there will be plenty of dancing, refreshments galore, and Charles Cantor has charge of the affair.

—

John W. Merriam, of John W. Merriam & Co., returned to New York, Monday, after making a four weeks' business tour of the west. Mr. Merriam brings the glad tidings, that, while the segar business is not booming just now, it is satisfactory; and that there is a pronounced feeling abounding which gives assurance that better times are just ahead of us—immediately beyond the turn in the political lane.

Summer, reluctant to take its leave, apparently is attempting to placate the coal men with posies. A pear tree in the rear yard of the Dayton (Ky.) post-office branch has put forth its second crop of blossoms. Near Erlanger, Ky., automobilists on their way South are amazed at the sight of a field of tobacco plant blossoms of pink.—Cincinnati *Times-Star*.

—

Following three mass meetings in the warehouses of Burkeville, Va., and reports from Beverly S. Dodson and H. T. Jones, representatives of Nottoway county farmers at the recent meetings in Danville, the Nottoway county branch of the Tobacco Growers' Association of Virginia was formed Saturday in Burkeville. Officers were elected as follows: W. S. Green, president; J. W. Hines, vice-president; Sydney Frissell, secretary-treasurer.

—

Says the *No-Tobacco Journal:* "The advertising campaign of the tobacco trade seems to be about over and the great campaign to be made against the Antis has not only disappeared but trade papers are very nearly silent on the question. They evidently have discovered that an evil must keep under cover if it lasts very long." If such an argument suffices, the "antis" easily can persuade themselves how important they are.

—

Bernard C. and William R. Fisher, proprietors of the Opera Cigar Store, last week purchased from the Merchants & Savings Bank the block at 20 West Mifflin street, Madison, Wis. The price was $53,000. The building was formerly owned by Hausmann Bros. Co. and in it a saloon had been conducted for many years by W. J. Wirka. Fisher Bros. will make alterations and enlarge their business and expect to be located in their new place early next month.

—

As reported by the commissioner of Internal Revenue the transportation tax, which had been estimated to produce about $275,000,000 annually, reached $307,808,000 for the last fiscal year. This included taxes on freight, passenger, express, telephone and telegraph and transfer of oil by pipe line. The tax on motor cars netted $144,000,000. Taxes on jewelry, cosmetics and other so-called "luxuries" produced another $56,000,000. The special corporation tax on the value of its stock yielded $93,000,000.

—

The Lang Cigar Co. of Greensboro, N. C., has received orders from the management of the Leonard Tuft chain of hotels that reaches from Bar Harbor, Me., to Palm Beach, Fla., including the Pinehurst hotels, for the new Greensboro made "Pinehurst" cigars, which will be sold in the cigar stands of all the Tuft hotels. Mr. Tuft in a personal letter to the sales manager of the Lang Co. stated that he was highly pleased with the cigar and its dress and that he predicts a big future for the smokers.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice
TWO
STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO., Richmond, Va.

—

The cigarette factory of the McElwee-Martin Tobacco Co., at Statesville, N. C., will be ready for operation very shortly. The machinery has practically all been installed, inspected and passed and the registration of brands is nearly, or quite, completed. But as its cigarettes are to be mainly for export, it is said that the corporation is in no hurry to push production.

—

Having in mind the failure of the liquor interests to measure the strength of the prohibition movement until it was too late, the tobacco trade is already at work preparing its defences. If it is wise, it will even go along with the reformers to the extent of helping to keep cigarettes and other forms of tobacco away from growing boys and girls. For the rest, the tobacco industry and the smokers of the country may as well sit back and blow rings in the air. They have no immediate cause to worry.—Boston *Traveler*.

—

Four hundred planters from eleven counties of Piedmont section of Virginia, meeting at Lynchburg, Friday, adopted resolutions declaring it is unwise for growers to buy or sell commodities of any character whatever until there has been a readjustment of prices. The resolutions set forth that manufacturers will not reduce prices until they have disposed of all articles manufactured from raw materials purchased when prices were higher, thus compelling the producers to stand all the loss of the process of deflation of prices. An organization was formed to affiliate with the Virginia-Carolina Tobacco Growers' Association.

John Ruskin ✦ FLOR DE MELBA

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They are big sellers and fast repeaters

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Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

FIRE LOSSES ARE INCREASING AND *RATES* ADVANCING. HOW CAN THEY BE REDUCED? ASK

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FIRE - MARINE - BOILERS and LIABILITY INSURANCE

Members Tobacco Association of United States

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WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

Much Heavier Sales at Danville

DANVILLE, Va., Oct. 24.—Further improvement of prices on the Danville tobacco market were observed last week, the sales being by far the heaviest during any one week since the season began. Over $800,000 was paid to the growers in warehouse checks for the 2,710,000 pounds which were disposed of at an average price of $30.51 per hundred pounds. The week previous showed 1,423,229 pounds sold at an average of $27.67.

Triple sales blocked on Friday and the buyers failed to complete the sales which were held over until today. The indications this week point to unusually heavy receipts. Warehousemen are urging the farmers to market slowly, fearing lest a glut start a recession of prices.

The quality of the weed now being offered shows much improvement, the finer grades of leaf and cutters being in strong demand and eargerly sought after. Fine wrappers also show an upward tendency in price.

The Danville Tobacco Association has definitely decided to suspend sales during election day and the market will not operate between Friday, October 29 until Wednesday, November 3.

Sales Bigger and Prices Stronger at Wilson

WILSON, N. C., Oct. 22.—Sales were heavier during the past week and prices stronger than at any time during the season. The market averaged about 5½ cents above the week previous.

The quality of the breaks has been about the same. There seems to be a more active demand for all types of tobacco.

Here is a report of sales for the week ending October 21, together with the sales for the seasons:

Sold this week 3,171,834 lbs. Average 28.41 @ $901,137.30

Sold last week 2,248,175 lbs. Average 23.17 @ $520,937.53.

Sold to date 16,998,559 lbs. Average 23.33 @ $3,966,071.34.

WILSON TOBACCO CO.,
By W. M. Schaum.

About 2,000,000 Pounds Sold at South Boston

SOUTH BOSTON, Va., Oct. 23.—The sales of leaf tobacco were very large on this market this week, lasting all day several days and blocking on Friday. The total sales have not been reported yet, but it is certain that they reached near or quite 2,000,000 pounds and the average was around $29 per hundred. Much better leaf is showing up now and the buyers are very much more interested. Bidding is more spirited and there is no longer that outbreaking dissatisfaction among the farmers.

Farmers More Cheerful at South Hill

SOUTH HILL, Va., Oct. 23.—There have been full sales of leaf tobacco here all of this week and prices have been very good as compared with the opening days. The farmers are now bringing in some of their better grades and the average is thus climbing from day to day. Numerous were the piles knocked out this week above $70 and some went as high as $80. These figures caused the sellers to exclaim, "Begins to look like old times." They otherwise showed their satisfaction.

Rather Light Sales at Rocky Mount

ROCKY MOUNT, N. C., Oct. 23.—Leaf tobacco sales have been light this week owing to the fact that the farmers are taking advantage of the good weather to pick cotton and house other crops.

The market has sold a little upwards of 1,000,000 pounds that averaged around 27 cents. We are still selling a large per cent of very common tips, which keeps the average down. Medium and good tobacco seems to be in demand and the bidding on these grades is always spirited; some of the best piles have brought as high as 94 cents.

Awaiting Wet Weather at Lynchburg

LYNCHBURG, Va., Oct. 23.—Tobacco sales here during the past week ruled very light, there being only scattering sales of primings and a few lots of bright stock. The aggregate for the week was only 8,300 pounds. Dark tobacco cannot move until there will have been a rainy season to moisten it, to enable the farmers to strip it for the breaks. That there is, however, a decided tendency on the part of the planters to hold is seen in the bright market. Prices for bright stock of the desirable grades stiffened considerably, being from $4 to $6 a 100 pounds, higher. There is a strong demand for good leaf, but nondescript tobacco continued to find an unattractive market.

More Extensive Selling at Oxford

OXFORD, N. C., Oct. 23.—Total sales for the week, 1,093,431 pounds; average price per pound, $0.2390; sold to date of 1920 crop, 2,701,724 pounds; average price per pound, $0.2386; sold to same time last year, 4,039,442 pounds; average price per pound, $0.5093.

Prices Materially Higher at Kinston

KINSTON, N. C., Oct. 22.—Total sales for the week, 1,635,912 pounds; average price per pound, $0.2542; sold to date of 1920 crop, 10.877,170 pounds; average price per pound, $0.2105.

Remarks: Prices are materially higher this week and appear to advance each day. E. Y. SPEED, *Sec'y*,
Kinston Tobacco Board of Trade.

Business Somewhat Dull in Richmond

RICKMOND, Va., Oct. 22.—From the bright markets of Virginia and North Carolina continue to come reports of "climbing" prices and there are no longer stories of disgust on the part of the farmers who have the tobacco to sell. Sales on all these markets were very large last week and in the main they were satisfactory to the growers of the weed, although it is true that really common tobaccos are still dragging some. All strictly good to fine bright leaf brings good figures. Some sales at from $70 to $85 per 100 pounds are reported and the farmers are saying "that sounds like old times."

Except for the getting ready for the big opening sales of leaf tobacco this week, there was dullness about the Richmond warehouses last week. Something like 10,000 pounds of primings, supposed to be the last of the season of this style of leaf, were sold at prices that varied but little if any from those prevailing ever since the sun-cured primings have been coming in. No brights were offered.

On Tuesday the Richmond market will be regularly opened and the warehousemen are looking for large deliveries of all kinds of the leaf. There will doubtless be large deliveries of sun-cured leaf and fairly large offerings of brights with possibly some lots of fire-cured dark shipping leaf.

The general opinion among warehousemen and commission merchants that the market will open with good prices for the better class of leaf and the information from the rural districts is to the effect that the sun-cured and dark shipping goods of this year's crop are largely of that class.

Exceptionally Good Sales at Roxboro

ROXBORO, N. C., Oct. 23.—Tobacco sales on the Roxboro market for the week ending October 22 have been exceptionally good, both as to prices and quality; in fact, it is predicted a high level has been established for the ensuing tobacco year. All types have shown a decided increase, particularly the better grades, many piles bringing 70 cents to 75 cents. The warehousemen advise it has been a satisfactory week.

All of the farmers selling here express gratifying results with their sales, many stating they received more than they expected. The high prices being maintained on the Roxboro market are being spread broadcast, for large numbers of farmers are selling here from vicinities of nearby markets and they state they will soon return with additional loads.

The following daily averages were paid for the week: Monday, $32.67; Tuesday, $31.60; Wednesday, $30.77; Thursday, $28.11; Friday, $29.90, the weekly average being $30.61, which is believed to be the highest yet paid on any market this season.

A Decided Jump at Greensboro

GREENSBORO, N. C., Oct. 21.—Tobacco sales on the local market yesterday broke all previous records of the year; the two warehouses sold 38,052 pounds at an average of a trifle over 27 cents per pound. All grades of tobacco showed a decided jump. Warehousemen and tobacco buyers here were highly pleased with yesterday's results.

All Grades Advanced at New Bern

NEW BERN, N. C., Oct. 23.—Total sales for the week, 283,049 pounds; average price per pound, $0.1860; sold to date of 1920 crop, 1,953,369 pounds; average price per pound, $0.1650.

Remarks: All grades have greatly advanced. The light sales are due to the farmers being busy picking cotton.

NEW BERN TOBACCO CO.

Farmers from Five Counties Meet

ASHLAND, Va., Oct. 23.—At a meeting of the tobacco growers of Hanover County here today, attended by a very liberal representation from the Carolina County Association, there was a thorough discussion of the marketing conditions prevailing.

Judging from the personnel present, the earnestness manifested, and the intelligence and conservatism characterizing the discussions, as well as the quiet determination noted, this move promises more eloquently of real progress for our farmers than any and all other similar moves combined.

There were farmers present from five counties, and, among other committees appointed, there was one to appear on the Richmond market on its opening date, October 26, to note conditions and report back to a meeting called for October 30.

Numerous Tobacco Barns and Packhouses Burned

HENDERSON, N. C., Oct. 23.—Tobacco farmers in this section of the State have suffered from fire losses this year to a greater extent perhaps than in any recent years. Almost every day reports are received of tobacco barns and pack houses that are destroyed in night conflagrations, many of them wiping out the entire holding of tobacco growers, and their mainstay for squaring themselves with time merchants and landlords who financed their crop for the year. It has been true in some instances that merchants who advanced money and supplies to the farmers have been compelled to carry them over into another year because of the loss of the crop by fire.

Several very large fires have occurred within the past ten days in this county. Less than two miles from the city nine barns were burned to the ground in a spectacular fire which took away the entire crop of one or two farmers in close proximity to each other, and in both cases it is understood that there was no insurance.

In another case, a farmer living six miles from the city lost his packhouse containing 8,000 pounds of the weed, and saved only a couple hundred pounds of it after the flames had been discovered by neighbors. He carried insurance to the amount of $2,000.

Eleven barns of tobacco were destroyed in a conflagration that swept the old "Hammie" homestead place eight miles west of this city a week ago. Along with the tobacco crop went also the home of the tenant, and some of his outhouses in addition to the packhouse and barns.

From information at hand it seems that packhouses are suffering far more from fires than did the tobacco barns themselves at the height of the curing season, which is practically over hereabouts.

An uncommonly large number of farmers seem to have sought protection from fires by taking out the limit of insurance on their holdings, but the companies are understood to be settling partly on the basis of three-fourths of the amount of the policy's value, and others on the basis of the current market prices being paid on warehouse floors.

One farmer here today who had recently lost his entire crop, except a few hundred pounds, has something to say about intimations that have been made that many of the fires might have been of incendiary origin. He said that some faith might be put into such claims if it were not for the fact that as many barns and packhouses without insurance were being burned as those that have been secured by this protection. While no credence to speak of is being placed in stories of incendiarism, it is true, according to reports reaching the city, that practically all of the fires that have occurred have been more or less mysterious in their nature, with out any evidence of a definite nature to show the exact origin of the blaze.

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INC.

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Louisville Ky., U. S. A.

A Considerable Strengthening of Prices

ROCKY MOUNT, October 24.—Upwards of 1,000,000 pounds of tobacco have been sold on the local tobacco market during the past week, according to the regular weekly report of the Rocky Mount Tobacco Board of Trade issued today. The report accounts for the light sales by the fact that the farmers are taking advantage of the good weather to pick cotton and house other crops.

The total offerings averaged approximately 27 cents per pound, which represents a considerable strengthening of prices over those of the preceding weeks of the season. Bidding has been spirited at the sales, some piles of tobacco having brought as high as 94 cents per pound, which is considered a top figure after the initial price slumps.

The report points out that the local market is still selling a large per cent of very common tips, which serves to keep the general average down to a minimum figure. Medium and good tobacco appear to be in demand and always result in lively bidding from the buyers.

Creeping Up Toward the 30 Cent Mark

KINSTON, N. C., October 24.—Tobacco prices now creeping up toward the 30-cent mark will not stop short of 35 cents, according to many opinions here. Even that price will not give many growers "a cent of profit," it is said by some, but it will enable the producers to "break even" on a large part of the crop. The 1920 crop was made at a greater expense than any in history. Higher prices were paid for fertilizer and labor. Leaders of the local planters' organization today urged farmers to "market with extreme caution." The goose that laid a golden egg last year has been offering an inferior article this season, and the allegorical fowl needs to be treated with infinite care if the egg this season is not to fall off to bantam proportions again. "Don't rush the market," was the advice issued to the growers.

Prices ranging from 33 to 67 cents have been quoted during the last few days, but the weed offering in each case was exceptional. The average price struggled for the 30-cent level, however, and many believe it will soon reach it. Well informed tobacconists say the advance will continue until a maximum of not less than 35 cents is reached, but that this cannot occur if the farmers market in large quantities. Among satisfactory individual sales here recently was one by Jobe Howard. Howard offered 1,642 pounds of the product, of eight grades, and drew $719.14 from the buyers. For 170 pounds he was paid $413.90.

An Enterprising Tobacco Warehouse Company

LYONS, Ga., Oct. 23.—As the result of a meeting held here a few days ago, the Lyons Tobacco Warehouse Co. opened its doors to the farmers of Toombs County for the storing of cotton. The company are issuing warehouse receipts which, when taken to the bank, will be discounted at 15c. per pound or can draw for that amount on any cotton company in Savannah. The warehouse has a capacity of two thousand bales and during this week has been filled to its capacity.

Growers Organize at Lynchburg

LYNCHBURG, Va., Oct. 21.—Four hundred dark tobacco growers, representing ten counties contiguous to Lynchburg, organized this afternoon a unit of the Virginia-Carolina Tobacco Growers' Association, the organization naming a committee to meet with tobacco buyers and manufacturers to show the cost of producing the 1920 crop, and to make effort to fix a better price for the yield than is now offered. Governor Westmoreland Davis was a visitor and made a brief talk. He did not, however, touch upon the tobacco situation.

A series of resolutions adopted urge upon farmers that it is unwise and unsafe for farmers to make new obligations that can be avoided, or to buy or sell any commodity, except as necessity absolutely demands, until a readjustment of present prices of raw materials has resulted in a reasonable reduction of the necessary spread between raw material prices and manufactured goods.

Touching the $70 Mark

DANVILLE, Va., Oct. 21.—Choice tobaccos brought as high as $70 per hundred pounds Tuesday on the sales, which were by far the largest of the season. The sales did not finish and the day's run was delayed by finishing up yesterday's round. It is said that the average for sales of all grades of tobacco here yesterday was in excess of $30 per hundred pounds.

No Great Rush at Warsaw

WARSAW, N. C., Oct. 23.—Total sales for the week, 421,930 pounds; average price per pound, $0.2243; sold to date of 1920 crop, 3,127,472 pounds; average price per pound, $0.1757.

Quality and Price Improvements

WINSTON-SALEM, N. C., October 23.—Total sales for the week, 3,402,545 pounds; average price per pound, $.2697; sold to date of 1920 crop, 11,125,576 pounds; average price per pound, $.2292; sold to same time last year, 18,386,696 pounds; average price per pound, $.4309. Remarks: Gradual increase in both quantity offered and average price. Prices firmer on practically all grades.

G. W. CORBIN.

Important Reports Were Delayed

NOTE.—Though, seemingly, it should be possible, in 48 hours or less, to forward mail from North Carolina to an address in New York City, it appears that the expeditious post office department is willing, at times, to devote a week or more to the task.

The following reports, though mailed promptly at the places indicated, as the postmarks show, were days and days late in arriving.

Selling Slower Than Usual at Durham

DURHAM, N. C., Oct. 18.—Total sales for the week 639,826 pounds. Average price per pound $.2324. Sold to date of 1920 crop 9,241,258 pounds. Average price per pound $.2218. Sole to same time last year 3,578,839 pounds. Average price per pound $.4890.

W. F. HENRY Co.

A Better Market Anticipated at Kinston

KINSTON, N. C., Oct. 16.—Total sales for the week 1,052,244 pounds. Average price per pound $.2075. Sold to date of 1920 crop 9,241,258 pounds. Average price per pound $.1915. Sold to same time last year (no record). Average price per pound (no record). Remarks: Our average this week is nearly $.200 more than last week and the market is showing a generally better turn.

E. Y. SPERD, Secy.,
of the Tobacco Board of Trade.

Sales Not Rushed at Oxford

OXFORD, N. C., Oct. 16.—Total sales for the week 773,340 pounds. Average price per pound $.2501. Sold to date of 1920 crop 1,608,293 pounds. Average price per pound $.2384. Sold to same time last year 2,975,064 pounds. Average price per pound $.5254.

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*Capt. X's big idea—

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And the new soft foil package is the most beautiful container ever made. Reinforced to prevent breaking of cigarettes glassine covering to keep the covering fresh the patented opening tab give the package all the advantages of the card board box and prevents the spilling out of the cigarettes—it contracts as each cigarette is extracted and is therefore less bulky than the ordinary package.

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York City

*Yes, there is a Capt. X. He was an officer in France. When he was forced to use first one and then another brand of Doughboy cigarettes he conceived the idea of combining their easy-smoking feature with the famous Pall Mall blend of 42 Turkish tobaccos. A new idea—a success!

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Our own packing plants and storage warehouses enable us to handle orders to the best advantage.
Inquiries solicited for samples and quotations.

Prosperity of Many Depends on Tobacco Prices

How High Will the 1920 Crop Sell?—A Question That Affects All from Grower to Consumer—Citations of Experience—"Extreme Heights" Are Not Safest Nor Best for Business—Practical Illustrations Given by a Recognized Expert in Tobacco Traffic—With Particular Application to Kentucky, Tennessee, Ohio, Indiana and Missouri.

By EDWIN T. ROBARDS

How high or low will tobacco go? Beyond doubt this as yet unanswered question is one of the most interesting issues now prevalent in Kentucky, Tennessee, Ohio, Indiana and Missouri.

Kentucky being the largest tobacco growing state in the United States, Lexington its largest loose leaf market, having had sole charge of that market, and the daily market quotations for five years, selling over 200,000,000 pounds, gave me a "world record" on loose sales and values of that market, so that the tobacco trade has asked President Wilson that the office of United States Tobacco Commissioner be created under the Department of Commerce, and put under my charge.

This is a most high compliment such as has never before been paid any one man so far as my memory serves me, and I have been active in the traffic for over forty years.

During the great war values on tobacco soared to unprecedented heights, the demand was so great, buyers seemed to have left the earth to vie with each other to reach the limit of prices, and while "the going was good" and the farmers were jubilant, these excessive heights *have created new dangers to be met.*

Like the aeroplane, with force and power to make speed, all's well on the upward turn, but this *cannot last forever;* there must be a limit, else dangers are more and greater to be met. The aviator well knows ere long he must prepare to descend, then he must be vigilant and cool to arrange a landing, for there is where his best judgment must be exercised. He well knows at the bottom of his journey he is liable to encounter dangers that may wreck his voyage and cost him his life and thus end his career as a navigator of the air.

In the tobacco traffic, as in other lines and commodities, there are dangers to be avoided that cause disaster. When prices are excessively high, *the consumer has to foot* the bill, hence should his customers be lost, the manufacturer has no means or outlet or use of the raw product and hence the producer is without a buyer or a market.

I well remember a practical illustration I had in the early 90's. I was a manufacturer in western Kentucky, at Henderson. I had a splendid trade on Twist, my brand was Golden Leaf, packed in half bushel measures, sixes to the pound to retail at 10c. each, and twelve to the pound, put up in peck measures to retail at 5c. The stock used was Burley tobacco grown in central Kentucky. I was paying around eight to ten cents for fillers, and fifteen to eighteen cents per pound for wrappers. The leaf markets advanced *more than double,* the prices I had paid for my raw tobacco. I tried to meet the increased cost by an advance in my selling prices of my brand. The trade wouldn't stand it, and my trade on that brand rapidly lessened. I then put all my profits into raw tobacco and even that would not meet the higher leaf cost. I then reduced the quality, but left me no profit—result, that brand of my factory lost out, and I ceased to make it, turning my attention to my other brands.

The planter of tobacco must know that extreme high prices, which have in most cases been double and in others trebled the last few years, are in the end disastrous to their own interests, and the reaction that inevitably must follow, must be met with calm composure.

In the Burley section, I am informed by the head of an old and reliable factory in Detroit, who follows the lines of all markets, is estimated to be 400,000,000 pounds; if true, a "record-breaking crop" and far more than the current annual demands, and since an unwanted surplus grown necessarily impairs values, causing a decline, the planter must needs see his error in growing more than can be used, and not blame the buyer when they are overwhelmed with unwanted tobacco.

The markets of the Western states will open in December in full blast, and there may be some country buying earlier, so ere long we shall see what this staple of a century in Kentucky and other tobacco growing states for the year 1920 will command.

Another illustration of the matter in point, take the formation of the American Tobacco Co. in the early 90s. The original company made only cigarettes, but J. B. Duke, president, desired to extend their business to include plug tobacco. Mr. Duke having had no practical experience in this line of the business, first purchased the Pfingst & Doerhoefer Company business plant trade marks and good will at Louisville, Ky. They made the famous Piper Heidsec and numerous other less popular brands, many cheap ones for popular trade. Tobacco leaf was selling low, so he decided to set "a new low priced record." He waded into the leaf market on low grades, useful stock suitable for a cheap 16-oz. navy, a style most universally used to frighten Liggett & Myers on Star, Drummond and Horse Shoe, and he put out the then world-famous brand of "Battle Axe," to the wholesale trade at 13c. per pound, or only about one-third the cost of the brands named.

This was done at a heavy loss in cost to the manufacturer. The estimate of the annual loss on this brand alone was from $1,500,000 to $2,500,000, but the American Tobacco Co., as stated, having an annual profit of $5,000,000 on their sales of cigarettes, still left them a balance and their volume of plug business grew by leaps and bounds, till they were shipping to the West and the Pacific Coast "Battle Axe" in car load lots to leading jobbers.

This stimulated consumption and furnished a keen demand for low priced plug, increased the demand for the cheaper grades of leaf tobacco, and soon aided the planters, dealers and holders of the former unwanted surplus of stocks to both advance and surplus disappear.

Now had present high and prohibitive values existed on leaf, this could never have been done.

The prevailing condition today, not only in leaf tobacco, but in all lines, is that everybody has sought to see how much profit can be extorted from the consumer, till he is wearied and seeking to exist without buying.

One other valuable ilustration now in point, is the price of motor cars. Henry Ford, the pioneer and authority in such matters, known now all over the world, recently did the wise thing and set the motor world a pace that shook the continent, and even now the sound reaches around the globe. Realizing, as he did, that the consumer is his best and truest friend, the one upon whom the future of his business was totally dependent, he "set the pace" by cutting his prices and sacrificing his profits (a thing that caused his competitors to writhe in pain), and the result, inevitably, will give him the lead and prestige which this

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sort of generosity and sound business sense deserves. It has and should cause the public to look upon him as a benefactor and a manufacturing leader of the world. What a pity his policy does not become epidemic and so quickly and effectively solve the high cost of living!

Purposes of the Association

LEXINGTON, Ky., Oct. 22.—Articles of incorporation for the Burley Tobacco Growers' Association were filed in the office of the Fayette County clerk Thursday, with twenty-six of the most prominent tobacco growers of the State as incorporators.

The association is the outcome of the efforts of former State Senator John W. Newman, of Versailles, to enlist every burley grower in five States in this organization. The new corporation is designed to promote, foster, encourage, and advance in every manner the growing, cultivation and production of Burley tobacco.

The new body, besides working for legislation to protect the grower from unscrupulous buyers and manufacturers, will establish a bureau by which information as to the state of manufacturers' stocks will be disseminated among the growers, in order that the latter may be able to govern their planting and crops accordingly. This will prevent the grower from raising tobacco which will not sell for as much as the cost of production, and will enable him to know what grade and kind of tobacco the market can stand.

Steps will also be taken to protect the public from fraud in the matter of labeling tobacco products as Burley which are really an inferior grade of the weed. It is one of the projects of the association that bureaus may be maintained in foreign countries to get rid of the surplus of American crops and the inferior trade of tobacco which now holds the market price down.

Incorporators are: E. M. Mansfield, Carrollton; C. B. Sullivan, Versailles; Dave Prewitt, Winchester; Trumbo Snedegar, Carrollton; William Highland, Mt. Sterling; A. Grovinger, Carrollton; H. E. Routt, Brooksville; J. H. Sousley, Flemingsburg; F. P. Drake, Lexington; Harry Myers, Carlisle; Jo C. Van Meter, Lexington; E. D. Smith, Georgetown; James Tolly, Stamping Ground; A. F. Shouse, Lexington; T. C. Collins, Carrollton; J. E. Ashby, Prestonville; C. M. Dean, Carrollton; W. H. Hays, Bloomfield; F. V. Nunnelley, Georgetown; O. C. Chapman, New Richmond, O.; V. S. Metcalf, Dry Ridge; Martin Maden, Sparta; J. W. Newman, Versailles; L. O. Harris, Worthville; P. B. Gaines, Carrollton, and John C. Bond, Worthville.

The Tobacco Hearing at Clarksville

CLARKSVILLE, Tenn., Oct. 21.—Suggestions and criticisms regarding the proposed establishment of Government bonded warehouses for the storage of tobacco were heard at the city hall Friday by Chester Morrill, acting chief of the Bureau of Markets, United States Department of Agriculture, and other members of the department.

The hearing was under authority of Secretary of Agriculture E. T. Meredith on tentative regulations for tobacco under the United States Warehouse Act of 1916 and amended in 1919.

Similar hearings to determine local sentiment have been conducted at Danville, Va., Richmond, Va., and Wilson, N. C., and subsequent hearings are scheduled for Louisville, Ky., Dayton, O., Huntington, W. Va., Lancaster, Pa., Hartford, Conn., and New York City.

The act covers Government recognition and licensing of storage warehouses for grain, cotton, wool, flaxseed and tobacco, licensed warehouses are being operated for all of the commodities named, and the hearings in the tobacco districts are to determine the practicability of such a procedure with tobacco.

The regulations propose for the Government to license in tobacco markets warehouses in which farmers may store their tobacco under Government supervision, get receipts for same which will serve as collateral on which to borrow money until the tobacco is disposed of. The maximum storage period is fixed at three years.

Those present at the hearing in this city were: Adolph Hach, Thomas Edwards, Alfred Clebsch, C. D. Runyon and R. Dunzelmann, leading tobacco men of this city; R. E. Cooper, T. E. Elgin, L. B. Cornette, H. H. Amernathy and B. E. Smith, of Hopkinsville, Ky., and County Agent A. B. Harmon.

The tentative regulations for application of the act to tobacco were gone into thoroughly and the representatives noted such suggestions and criticisms as local market conditions warrant.

Paducah Market Report

PADUCAH, Ky., Oct. 22.—The weather continues dry and warm for this season of the year. The continued dry weather is not good on the new crop hanging in the barns. Tobacco has not been in order since housed and the colors are not as uniform as they would have been if we could have had warm rains to bring the tobacco in order before the sap was thoroughly dried out.

There is no activity in old tobacco in hogsheads although the Planters' Protective Association report inquiries for various grades of leaf, which they believe will develop into sales in the near future.

W. B. KENNEDY.

Tobacco in Nearly Perfect Condition

LEXINGTON, Ky., Oct. 23.—The long dry spell in Fayette county has enabled the farmers to catch up with their fall work and get their preparations for the winter well advanced before cold weather has set in. No rain has fallen for so long a time that some of the pasture crops and winter grains are beginning to show a need for it.

Tobacco has all been housed for some time now, and is reported in as near perfect condition as possible, considering the damage done to it in the field by wild fire and rust. A very little stripping has been done.

A Regular Drouth Reported

PARIS, Ky., Oct. 24.—A drouth of more than four weeks has parched the pastures and is drying up springs, branches and pools, with the result that in sections of the county stock water is getting scarce.

The dry weather has cured corn and tobacco. Two-thirds of the corn crop is either in the silo or shock, and in a few more days the entire crop will have been harvested. The acreage seeded to wheat will be at least 15 per cent larger than a year ago.

Farmers will begin stripping tobacco as soon as rain falls sufficient to bring tobacco in case. Farmers assert that the price of farm labor must come down or they will have to quit business.

Farmers Will Grow Less Tobacco

CARLISLE, Ky., Oct. 24.—Farming conditions in Nicholas county the past week have been ideal and most of the grain has been sown and harrowed in.

On account of the uncertain condition of the tobacco market many farmers have expressed themselves as being in favor of devoting more time to the growing of wheat and other small grain, with a result that if next year shows a favorable season there will probably be a record crop of wheat harvested.

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SEND FOR OUR WEEKLY REPORTS

Louisville Tobacco Market Reports

LOUISVILLE, October 23.—Tobacco was rather active on the market here last week, circumstances considered. Sales are reported by the Tobacco Board of Trade, as follows:

Tobacco Sales for the Week and Year to October 22, 1920

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	21	3	24	3,650
Kentucky ...	347	..	347	11,841
Main Street.	151	1	152	6,686
Planters-Farmers ..	429	14	443	9,941
Tenth Street	208	3	211	6,733
Louisville ..	162	..	162	8,059
	1,318	21	1,339	46,910
Year, 1919			2,244	53,032
Year 1918			266	52,337
Year 1917			56	37,761

Classifications of This Week's Sales

	Old Crops	1919 Crop	Total
Burley	23	1,194	1,217
Dark	17	105	122
	40	1,299	1,339

Classifications of Sales Jan. 1 to Date

	Old Crops	1919 Crop	Total
Burley	7,895	35,908	43,803
Dark	347	2,760	3,107
	8,242	38,668	46,910

Classification of Sales to Same Date in

	1919	1918	1917
Burley	46,336	47,034	33,531
Dark	6,696	5,303	4,230
	53,032	52,337	37,761

Comparisons with Previous Years

	1920	1919	1918
SALES—			
Total sales of new crop to date	41,909	53,451	55,581
Sales of new crop to date. Original inspection	34,604	46,767	50,707
REJECTIONS—			
Rejections this week:			
Burley	262	....	....
Dark	19	....	....
Total	281	334	47
Percentage of rejections to auction sales:			
Burley	22	....	....
Dark	16	....	....
Total	21	20	31
Rejections, Jan. 1 to date:			
Burley	10,963	....	....
Dark	759	....	....
Total	11,722	8,400	6,012
RECEIPTS—			
Receipts this week.....	748	1,547	107
Receipts, Jan. 1 to date	37,457	48,822	46,489

Official Quotations at Louisville

	Burley—Dark Red.	Burley—Bright Red.	Burley—Colory.	Dark—Manufacturing.
Trash (green or mix).....	4 to 5	to 6	7 to 8	5½ to 6
Trash (sound)	5 to 7	8 to 10	9 to 12	6 to 7
Common Lugs	8 to 10	11 to 14	14 to 17	6 to 7
Medium Lugs	11 to 16	14 to 17	19 to 24	8 to 9
Good Lugs	18 to 22	22 to 25	35 to 40	9½ to 10½
Com. Leaf (short)	9 to 12	16 to 20	18 to 22	8 to 9½
Common Leaf	13 to 15	20 to 22	24 to 28	9½ to 12½
Medium Leaf	17 to 25	25 to 28	30 to 35	14 to 16
Good Leaf	30 to 35	38 to 42	40 to 45	18 to 20
Fine and Selections.....	40 to 45	55 to 60	60 to 65	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER,
Secretary.

Would Welcome Some Showers

FLEMINGSBURG, Ky., Oct. 24.—Most farmers have about finished their sowing of wheat now, and at present there is very little activity on the farms. The weather has been very warm during the past week and we have been without rain for a longer period at this time than for many months.

No tobacco has been stripped yet, but in all probability stripping will begin with the next rain. Cattle are doing fine, and each week some are being delivered. Grass still looks fresh and green, and grazing is exceptionally good.

Some Complaints of House Burn

OWINGSVILLE, Ky., Oct. 24.—The weather of the past two weeks has been ideal. As a result the farmers of the county are well caught up with their work. All crops are looking fine and the corn crop is the best for several years.

The filling of silos has been progressing rapidly and the good weather has aided the early completion of this work.

Pastures are still in good condition, although they might be benefited by rain, as the long dry spell continues.

The tobacco is cut and housed, but farmers in some parts of the county are complaining that the warm weather is causing the tobacco to house burn.

Tobacco Prize Winners at Clarksville

CLARKSVILLE, Tenn., Oct. 23.—At the Montgomery County Fair, here this week, tobbaco prizes were awarded as follows: Plug black wrapper, H. Cocke, first; J. E. Rudolph, second; W. Holt, ribbon. Austrian wrapper, Roy Holman, first. German wrapper, J. H. Cocke, Jr., first; Ed. Bourne, second; L. B. Hunter, ribbon. Long or African leaf, W. R. Corlew, first; J. H. Cocke, Jr., second. French leaf, J. H. Cocke, Jr., first; R. M. Barker, second. German spinning leaf, J. H. Cocke, Jr., first; Claude McCormac, second; J. E. Rudolph, ribbon. Snuff leaf, J. E. Rudolph, first; Roy Holman, second! R. M. Barker, ribbon. Italian leaf, J. H. Cocke, Jr., first; J. E. Rudolph, second; A. D. Harris, ribbon. Stemming leaf, any type, A. D. Harris, first; J. D. McCloud, second, and R. M. Barker, ribbon.

Hard Work Saved the Warehouse

PARIS, Ky., Oct. 24.—Considerable damage was done by smoke and water and large quantities of seeds and feed threatened with destruction Sunday morning when the Collier Brothers warehouse on South Main street, in the tobacco district, caught fire. Spontaneous combustion is believed to have been the cause.

The entire fire department was called to the scene and by hard work succeeded in confining the damage of the contents.

Commencing to Strip the Tobacco

MIDWAY, Ky., Oct. 24.—The stripping of tobacco is in progress in some parts of the country. One farmer reports all his tobacco stripped, others are waiting for the weed to cure up better. All corn is practically cut. Some few have yet to sow their wheat.

Fires Destroy 600,000 Pounds of Tobacco

HOPKINSVILLE, Ky., Oct. 21.—Four more barns were burned in Christian County today, bringing the total to fifty this season, and not less than 600,000 pounds of tobacco have been destroyed. W. C. King, Mrs. L. V. Adams, J. A. Litchfield and R. F. Ralston were the latest victims. None had sufficient insurance to cover his loss.

Baxter Heads the Jessamine Division

NICHOLASVILLE, Ky., Oct. 21.—The Jessamine County division of the Burley Tobacco Growers' Association has been organized and the following officers were elected: W. J. Baxter, president; W. D. Harris, vice-president; Allen McDowell, secretary. Thirty-five farmers have become members of the Association.

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Prices Go Up Some at Rocky Mount

ROCKY MOUNT, Oct. 20.—Tobacco prices on the local market have strengthened greatly during the past week, according to reports from warehousemen and several planters who have received high prices for their offerings here. No perceptible gain has been shown in the amount of the average offerings, although several heavy sales have featured the week.

After a general average for the season of between 19 and 20 cents the increase in prices is clearly reflected by the report from one warehouse that Monday's sale of 82,432 pounds averaged $27.65 per hundred pounds, while yesterday the offerings at this house which totaled 59,022 pounds brought an average of $27.76 per hundred pounds. Advances of a similar nature are also noticeable at all the warehouses, thus signifying that the market is strengthening.

Several individual piles of tobacco have brought record prices for the season during the past several days, one bringing 93 cents a pound, while several others have cleared the 90 cent mark.

Advised Not to Glut the Floors

Speaking of tobacco sales in Winston-Salem, N. C., his home city and where he is a famous tobacco auctioneer, Col. Webb, the editor of the *Southern Tobacco Journal,* says: "Despite the fact that tobacco farmers are organizing in practically every tobacco-producing county, and notwithstanding farmers are being advised and urged to hold back their tobacco from the markets until better prices shall come, receipts on the Winston-Salem market are large considering all conditions. The market sold in September about three million pounds of tobacco, and it will sell during October at least ten millions, or say nine millions. We have estimated all along that the local market would sell this year at least 50,000,000 pounds, and if our estimate is correct about one-fourth of this amount will have been sold by November 1st. But then we may have to 'come again' on our estimate, for evidently the crop in this section is an extra large one, and now that prices are about one-half of what they were last year, farmers as a rule seem to prefer to try the big markets—hence the smaller ones will lose to the gain of the big to us.

"We do not want to see the markets over-crowded at any time. It is so much better for all concerned if farmers will not glut the warehouses. The crop can be easily moved and in good time if the producer will sell just about as he is now selling.

"Another thing, this is a hard crop to sell. There is such a large percentage of common and undesirable stuff, and so much that is of a nondescript variety, and so much that at a first glance looks well, when in fact it is not as good as it looks, that buyers are forced to go slowly on most of the offerings. We do not remember of ever seeing so much tobacco that is lacking in character; and so far, taking it as an average up to this time, the crop is not altogether desirable. Of course, there is a considerable per cent of good, desirable tobacco in the crop, and we are frank to confess that these grades are selling very well. Comparing the offering that we have seen with that which was sold up to this time last season, there is a great difference in the quality of the crop in favor of last season. So far as we have been able to see there is a big difference. Up to this time prices have averaged about one-half of what they did last year up to this time, and when we consider the great difference in the quality of the two crops we wonder sometimes if there is such a big decline in prices. But then we believe that farmers are going to sell the crop as fast as possible, and we are not in position to advise them not to do so. Only we do advise them not to glut the floors."

County Executive Board Meets

GREENSBORO, N. C., Oct. 22.—The executive board of the Guilford County Tobacco Growers' Association held a meeting at the courthouse here yesterday afternoon with Chairman John W. King presiding. The board took up a number of matters of vital importance to the tobacco growers of the county.

Probably the most important act performed by the board was the increasing of the townships allotment of the assessments from two and one-half to five cents per acre. At a previous meeting of the county association it was decided to assess each tobacco farmer 25 cents per acre on all of the tobacco grown in order to defray the expenses of the tobacco organizations. Ten of the 25 cents is alloted to the State organization; 10 goes to the county association and five to the township branches. A number of other questions were discussed but were not made public.

Chairman King stated that the county organization officials plan to thoroughly organize the various townships and then issue a call for a big mass meeting to be held in Greensboro within the next 10 days.

The executive board in addition to Chairman King is composed of James F. Doggett, R. W. Winchester, W. H. Dunbar and S. E. Coletrane.

Maryland Tobacco Growers Protest

WASHINGTON, Oct. 27. — Protest against alleged unfair methods by a tobacco buyer for the French government in dealing with members of the Maryland Tobacco Growers' Association was presented to the French embassy here by Mrs. Percy Duvall, representing the association.

Mrs. Duvall declared that she had returned recently from France, where tobacco grown in the five southern counties of Maryland and offered for sale there at 40 cents a pound was selling for the equivalent of $2.40 in the French market. An investigation relative to the wide discrepancy in prices is requested.

Mrs. Duvall said the association represented millions of dollars invested in tobacco and nearly all its members were growers of the Maryland tobacco so popular in France.

The five counties represented are Anne Arundel, Prince George's, Charles, Calvert and St. Mary's.

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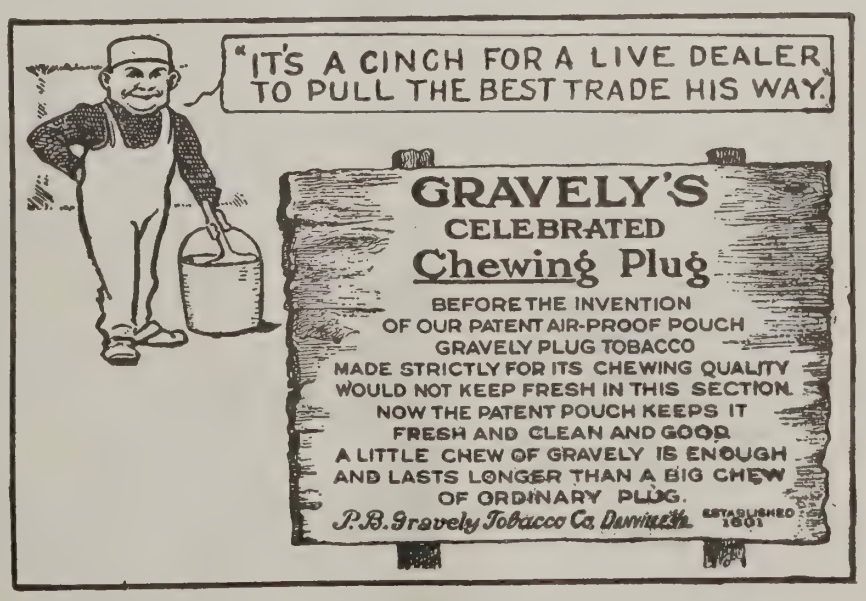

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Commencing to Assort Tobacco in Connecticut

Weather More Suggestive of Summer Than Autumn—Favorable Opinions Expressed Relative to the Hartford Conference on Tentative Tobacco Regulations Pertaining to the U. S. Warehouse Act—Manfred P. Welcher Features Anti-Tobacco Propaganda—Buying Quiescent for the Time Being.

HARTFORD, Conn., Oct. 25.—The weather last week was really out of season; one was reminded of the good old summer time, as during the middle of the day it was very warm, the thermometer registered as high as 84 degrees, the warmest October day in twelve years. During the early part of the week, there were foggy mornings near the Connecticut River so that tobacco dampened sufficiently to take down. Many of the growers availed themselves of the opportunity. The tobacco shows up fine, having good colors. Growers feel that they have a crop far superior to any grown for some years. They will be able to deliver a much larger percentage of sound tobacco, too.

Tentative regulations for tobacco under the United States Warehouse Act were presented for discussion in Hartford Friday by representatives of the Bureau of Markets.

C. Morrill, Assistant Chief of the Bureau of Markets, presided at the hearing. With him were associated F. B. Wilkinson, specialist in tobacco, and W. J. Ise, attorney for the Department of Agriculture. Mr. Morrell presented the Act in a very clear and able manner, taking sections and paragraphs and explaining them minutely.

Representatives of several of the leading tobacco packing houses who were present asked many questions. It was the consensus of opinion that the Act was worked out very minutely and would be of great benefit to many tobacco sections. The plan of the Act will assist greatly in obtaining loans on crops.

Among the prominent tobacco men present at the meeting were Will Haas, of L. B. Haas Co.; A. A. Olds, of the Steane, Hartman & Co.; A. N. Shepard, of A. N. Shepard & Co.; H. A. Lathrop, of the Farnham Tobacco Co.; M. Hartman, of A. & S. Hartman, Mr. Pellisser, manager for the Connecticut Valley Tobacco Growers, Inc., and Ed. Eggert, a well known tobacco expert of this city. Those present were much interested in Mr. Morrill's explanations of all the different phases of the Act, and agreed that the Act was well drafted.

Under this Act the owner of a warehouse, if in suitable condition for the storage of tobacco, will be allowed to have his place licensed by the government.

Mr. Merrill said that the object of the Act was to offer protection to everybody. The Act provides that warehouse receipts may be issued to the owner of the tobacco and such receipts may be presented to banks as collateral for loans that might be made.

He said that in the South, where the law is in operation on cotton, insurance rates have been lowered 25 per cent in licensed warehouses.

The Bureau of Markets has been holding similar meetings in other tobacco sections during the past two weeks, and the bureau is very desirous of getting opinions from the different sections upon the various phases of the situation.

A fire was discovered in the shed formerly owned by W. L. Huntting Est. in East Hartford a few days ago, but was quickly stopped before it had done much damage. There was 1920 broadleaf hanging in the shed, which does not appear to have been damaged.

The Osterweis tobacco warehouse, leased by Steane, Hartman & Co., in East Hartford, is being repaired and will soon be in shape to start the assorting the 1920 shade grown from the Windsor and Bloomfield plantations.

At the convention of the W. C. T. U., held in this city last week, Manfred P. Welcher, secretary of the Anti-Cigarette League, addressed the convention, urging them to be vigilant in meeting the propaganda which he said the tobacco trade was already beginning to forestall tobacco prohibition. "We owe the tobacco trade nothing," he said, "and they are getting scared. God help us to keep in our minds the faith that there can be no protection for the tobacco trade." Mr. Welcher further said that American colleges were producing a race of smokers and that one woman who sent her son to Yale told him that she had "not gotten over it yet."

Olds & Whipple are making fast progress with their East Hartford warehouse for mixing fertilizers; the warehouse will give them increased capacity and their customers better service.

This warehouse is located adjoining the large freight yards of the New Haven Railroad, a terminal point where all trains from the West as well as the East come in and are made up.

Growers are now about cought up with outside work and are ready to give up their entire time to bundling and assorting their crops, and with additional damps coming along now the warehouses will be supplied with tobacco to keep them running full time.

Those of the growers who have to assort their crops will start the work much earlier than in former years, and it is safe to predict that they will have their tobacco assorted much earlier than usual and ready for delivery in January.

No buying is being done at the present time, although some offers have been made at prices considerably below the prices offered at the time the buying movement was on.

More tobacco lands were laid down to cover crops this fall than in former years and with the extra fine weather the cover crops, principally timothy, has gotten a good start and probably will stand through the winter without winter killing.

Those who have used the cover crop in former years are much pleased because the crops that follow show better growth and quality. X. Y. Z.

Lancaster Letter

(*Continued from page 22*)

There seems to be a cessation of business, buyers are few and far between. When a buyer does come here, he invariably asks for tobacco that don't exist, viz., "Tops" and binders. No one looks for much improvement until after election. The general uncertainty of business of all kinds and the downward trend of prices throughout the country has had its effect here and buyers are giving us the "go by" for the reason that they don't know where they stand or how business will keep up in the near future.

Cigar manufacturers are busy on the high grade line but Class B inferiors are not doing much.

The buying of the new crop, from present indications, will not begin until the farmers' ideas of high prices have been dissipated. They are very "bullish" at present, but when they see that every other commodity is coming down in price they also will have to reduce their prices in sympathy.

Buyers for the largest consumers of Pennsylvania tobacco here all say that unless farmers change their ideas as to price we will not buy this year.

The large cigar factories have enough Pennsylvania tobacco to carry them for two years perhaps, and they will not buy this crop unless they can get it at a reasonable price. The paramount question is " What will be the price of Pennsylvania tobaco when it is sweated and ready for market?"

Packers are asking themselves this question and say "we will not take chances and pack high-priced tobacco, for if we do and the market goes against us, which from present indications it will, then we will lose money. And, rather than stand that, we will let the 1920 crop severely alone." DICKIE.

Strikers' Meeting Wasn't Even Good Comedy

Prearranged Applause for Mediocre Speeches—Everything as Desired by the Joint Advisory Board—Anxiety to Impress Sr. Rojo Properly—Pompous Promises—More Cigar Makers Are Wearied and Disgusted—A Bit of By-Play in Tampa.

"A Union Man" in the *Tampa Times*

TAMPA, Oct. 21.—I have always admired a good comedy, a farce or any public show where I can learn something. I have seen many a good show in my days, but the best one I ever saw was the one performed at the Centro Asturiano on Thursday afternoon a week ago, under the title of a "General Meeting of the Tobacco Strikers of Tampa." The show was organized by the auxiliary committee of the joint advisory board, or something with a similar name, but the power behind the throne was the same joint advisory board that has misled the workers into the now defunct strike.

The acts or speeches were all carefully prepared, with the object in view of creating a favorable impression on Sr. Rojo, that he might carry it to Cuba for the purpose of raising more funds to keep up the strike which the J. A. B. refuses to give up as lost. The speakers all said about the same thing, nothing new, the same stuff they have been feeding us with for over six months. I can assure you that we were very much disappointed, even before the meeting was over, for we had been told very clearly that same day that the object of the meeting was to call off the strike. I am sure that 75 per cent of those present were under the impression that the sacrifices made by the strikers up to this day were all that could be expected in these days of high cost of living.

Somebody with talent for organizing men into evil doings took the trouble of gathering a bunch of rather young and troublesome men, who got orders to be at the meeting early and to occupy the seats in the front rows. These young men were there for the purpose of making all the noise they could by stamping on the floor, clapping their hands and vociferating with all the might of their lungs whenever one of the speakers appeared on the stage to deliver a load of braggadocio. It made no difference what the speakers said or whether they understood what was said, they were there for applauding anything and everything that was said in favor of continuing the now forever lost strike.

As expected, the orator of the day was Sr. Rojo. He made all kinds of promises. He even spoke of sending millions to keep up the strike, even for years, if necessary. The word "millions" seemed to impress the audience more than anything else, especially the men composing the J. A. B., and in particular J. M. Muniz, who probably would not mind having some of those "millions" to develop his new brand of cigars just patented in New York.

Sr. Rojo became very dramatic in his discourse. He acted as if he believed what he said. I noticed he kept his eye on a pretty young lady who smiled at him. He caught the smile, like the good sport that he is, and then he put new steam in his peroration. He said that if MacSwiney could live 50 or 60 days without food he saw no reason why the cigarmakers could not live three or four months without eating, and that the cemeteries of Tampa should be filled with martyrs rather than lose the strike. The bunch of young men in the front rows applauded very furiously, but the elder people did not seem to take it as seriously, especially the Italians, who are known among the cigarmakers as heavy eaters.

Just as Sr. Rojo finished his Spanish speech a fat guy known as Lechuza or Laguna, stepped forward and put his arms around the Cuban delegate in proof of his appreciation of his wonderful speech. This was part of the show as prearranged by the committee for the occasion. The men in front were there with the regular applause; but the pretty Latin ladies thought it was rather funny to see two men hug each other.

Another speaker came to the front. He is one of the now discarded members of the joint advisory board. He was all balled up. His mouth very dry. He perspired copiously. He is a big man, weighing about 250 pounds. He looks like a man that eats well and has nothing to worry him. He said that he is also one of the sufferers of this infamous strike. He suffers with all and was willing to go through great sacrifices to save the proletariat from the ignominious tyranny of the capitalist. A lady next to me said: "He does not look much like a victim of the strike. He must have had some of the honey out of it while we got the wax." He was applauded furiously by the kids in the front rows. Some of the old timers left the hall in disgust. They had been told that the meeting was for the purpose of ordering the people to go to work.

The place, all in all, represented a picturesque and interesting spectacle. The pretty Latin ladies adding some grace to the show. It reminded me of a bull fight I saw in Madrid some years ago; some people left the hall in good mood and others decided to go to work at once rather than stay out for two years, as the delegate from Chicago promised us.

While at the meeting I had to keep very quiet, because I got into the hall with a union card I borrowed from a friend of mine. I am a union man but I don't belong to the International and never will. During the meeting I came to the conclusion that we workers must find a solution for this deplorable strike, not only for the present, but forever, so I came to the following conclusion:

Let us have a mass meeting of all the tobacco workers, let us agree to call off the present strike, then let us have another general meeting and appoint 50 or more of our best men. These men will collect from us 50 per cent. of our weekly wages and deposit same in the local banks. In two years we will have fifteen to twenty million dollars in the banks. With this money we can buy for cash all the factories in Tampa. If the manufacturers refuse to sell them to us we will start our own factories with our own money. This will solve all the strikes forever, and we will be on the road to something practical, but we cannot do it with the present leaders. The leaders we have now tell us to keep up the strike for two years longer if necessary. We cannot accomplish much by staying out on strike for two years longer. Our present leaders are of the kind that rejoice in the destruction of the accumulated wealth. They are destructive, not constructive. They are envious and revengeful towards everybody who owns any property, be he a big or small man. They have driven us into a starving and miserable situation. They have made us promises that they knew perfectly well never would materialize. They are cowards in that when they see the strike lost beyond hope they organize another committee called the "auxiliary," with the purpose in view of unloading their failure on them. Gentlemen of the advisory board, it is time for you to give somebody a chance. We are tired of your falsehoods and your weekly home-made lies. We cannot afford to trust you any longer. You have disgraced our cause and driven us into the deplorable starving situation that you cannot solve yourselves. We have put all we have at your disposal for over six months, and you have shown your absolute inefficiency. Get out and give a chance to somebody who can lead men. You are not the men we need You are a total failure. Get out and give honest men a chance.

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As Salesmen Congregate in Cigar Stores Up State

The Talk Ever Runs to Prices, Quality and Prospects of Getting More Goods—Even Politics Is Subordinated to New Business—Fitzpatrick & Draper Building Up Trade—An Appreciated Offering of Bennett & Sloan—The Dearstyne Fleet of Automobiles—An Echo From Atlantic City.

New York State Capitol District,
Seven-Reel-Week, 1920.

"Never mind it what yuh're idear is, my opinion should be that this here tobacco business is a seven-reel movie," quarreled Sam Ash, kicking a dent in the Stubb & Ash, Inc., pipe case as he went back o' the counter to wait upon a customer with six cents to spend. "Because ev'ry day, unnerstan me, they should be a sensational episode to keep it the trade so excited as a kewpie-kid at the Hippodrome."

"What's so excitin' this morning, Sam?" yawned Jim Stubb, turning over in his Hot Chair Club seat to view the retail department, where ten cent cigars were still being sold for fifteen cents, cash and carry. "Has some careless cigar manufacturer reduced prices?"

"Whatd'yemean reduced prices?" yelled Sam Ash, selling the customer a very excellent Class A smoke for his six cents, and forthwith remarking that grade three-for-twenty. "How should even a cheap kike make it anney moneh, y'unnerstan, unless he should boost his price-list at least 10 per cent to keep pace with these here mirror-movers."

* * *

"All prices are not going higher, Sam," calmed Jim Stubb, using his left eye to observe the conditions in the wholesale cigar department, where an entire case o' goods had just arrived. "Look at the Fitzpatrick & Draper statement.

"They say down there in Kingston that they're trying their darndest to catch up with orders previously filed, and that old figures will be maintained for the present. Also, that just so soon as their new plant is completed, they will be in position to handle more new business, besides taking good care of their new distributors, the Metropolitan Tobacco Co., which now has control of River territory."

* * *

"Well, we're not raising prices, either," mentioned Tom McGowan, snapping into his famous stride of six miles to the hour as he rapidly criss-crossed the traffic center o' the Hot Air Club. "Orders at the B. Payn's Son's Tobacco Co. are being filled in sections. Each customer receives absolutely all the Anndora cigars we can spare at the time. And we're simply trying to hold the retail prices at the established rate of two-for-a-quarter, that's all."

"Some job at that," agreed Al Metzner, wandering into the Chit-Chat-Circle from the jump-spark rush of his Beaver street factory. "If the help situation continues to improve, perhaps we can maintain present prices.

"But business is so good that the demand still slightly exceeds the supply of popular priced cigars. This causes a quite natural desire upon the part of the workers to ask even more money for their labor. To keep them within reason, under present circumstances, is our job, and it's a warm one, too."

* * *

Huh, yuh fellers listen to what A. R. Scofield says," reminded Sam Ash, going behind the twelve cent case to show a smoker just what sort of a Manila cigar could be purchased with minted money. "He should be here either this week or next, unnerstan me, an' he writes that Bennett, Sloan & Co. has some low priced see-gars to sell in the importacated quality class, also-as-well."

"Yep, your old friend H. Goldsmith writes about the same thing, Sam," mentioned Jim Stubb, checking off the arriving cigars with his fingers, and using an adding machine to total the orders to be shipped. "Only difference is that Goldsmith is selling pipes for the Metropolitan Tobacco Co., and when he comes to town he wants to explain how his firm is selling the N. P. W. lines at really exceptional quotations for the time and date."

* * *

"Everyone has got to do that," admitted Herbert L. Hymes, smiling his way into the Boosters Bashful Band with his bulging sample cases of the H. L. Hymes Company, N'York. "My tobacco trade specialty is a simple line like pipe cleaners. Also, I have cigar and cigaret cases.

"And, going up and down the State, especially up-State, I've come to realize that buyers are holding off for lower rates, thus making business slow, with the only answer possible—lower prices. Newspapers have initiated the campaign for cheap stuff, mills are laying off help in response, and the consumers are walking over to the nearest fence for a perch-seat 'til the wind settles the dust."

* * *

"Oh, it's settling alright," encouraged Earl Goodrich, unfolding his Dearstyne Brothers Tobacco Co. order-sheets, and bringing forth two new pencils. "And, to show how much confidence Will Dearstyne has in the situation, look at my new car out there at the curb!

"He told me to go out and get any type o'small coupe I wanted, so I got this of friend Henry. This purchase makes eight cars we have now in the sales division, including Dodges, Buicks, Fords, and so on. No firm name or other advertising appears upon the cars, and we salesmen ride around the country like lords in our lizzysines."

* * *

"Yet cigaret salesmen walk," sighed Billy Farrell, drawing out a packet o'Tareyton cigarets for the inspection of the Hot Chair Club. "That's the reason it has taken me so long to come over here from Connecticut. Because, since August first I've been working and walking thru the New Haven home sector with my Falk Tobacco Co. line, booking nice business nevertheless."

* * *

"Nothing the matter with business that I can see," observed Boss Allen of the Lorillard Tobacco Company's cigaret section for the Capitol District. "Our sales on Murads, particularly in the thirty-five cent tins, is almost remarkable.

"While Mister McMurphy here, New York State division man for our Egyptian Deities, finds his stuff selling extremely fine thru the entire State. Things are moving, I'll say. Knockers can pick flaws, but the smokers are demanding flawless merchandise, and there you are!"

* * *

"Now you stop!" warned Billy Hughes, District Committeeman for the Reed Tobacco Co., the Larus & Brother Co., and also the representative of the Democratic County Committee in the Fifth District, Eleventh Ward, Albany, and the, etc., so on, and so forth. "For, after a full day's work on Relus, Edgeworth, and the other products of my firm, I spend a pleasant evening looking for flaws in the political situation.

"Such elements are difficult to discover, as you all know. But, by properly bawl-

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WALTER SUTTER Y CA
COMMISSION MERCHANTS EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

ing 'em out occasionally, even a small snapper like me can line them up for the November Olympic. And, eventually, these gentlemanly voters may learn to love me so well that they'll all demand nothing but Relu and Edgeworth cigarets, wherever they go."

* * *

"Sure, or else they should mebbe ask it for that there 101 Rancho brand," snorted Sam Ash, dishing out a pack o' the same to a bird who wanted One-Eleven. "See how these here intelligent gents point it out. 'Gimme that Wild-West Injun cigaret,' they says, meanin', I s'pose, that there 111.

"So yuh hands 'em out, unnerstan me, waitin' for the equivalent fifteen centavos, while they makes up their masterminds whether or not they should mebbe change the order to toasted cigarets, or som'thin' elser they should see it advertised in the A. M. papers."

* * *

"Perhaps they'd all smoke Lucky Strikes if they could see 'em toasted at Atlantic City," remarked Jim Stubb, sorrowfully vacating his cushion in the Hot Chair Club for the necessary fling at his usual luncheon o'four quarts of oats. "Because, when I was down there last week, Sam, I gazed like a hick at the pearly-white machinery in the all-glass conservatory, glanced at the demure damsels in their clean bibs-and-tuckers, white as whitewash, then wandered inside for a peep at the detail.

"And say, Sam, you ought to get a whiff of that aroma! You'd think you was in Mister Ward's spice cake factory, honest you would! That toasted flavor permeats the hull place, Sam, and when you see that long mechanical finger reaching up to grab off twenty Lucky Strikes to cup into the nifty green-and-red bullseye packets, you kinda feel like handin' the dames a franc or so for a sample bundle to take home as a souvenir o' Atlantic City!"

* * *

"Did yuh see it that there immense Lucky Strike 'lectric sign there, also as well?" demanded Sam Ash, making a stab to procure his dish o'raw meat before Jim got his hand on the door. "And didya notice how the blame thing flashes on four packs, revenue stamps an' all, then changes inta 'Lucky Strike Cigarets' like a burst o'sunrise?"

"You betcha, I got that, likewise the Prince Albert and Camel flashes further down the board-walk," nodded Jim Stubb, hurrying to the fire-exit for a quick fadeaway to the famous Boulevard Rotisserie. "They alternate on either side like a winkin' jane, and they get attention from dusk to dark, all over the ocean front."

"After which I s'pose yuh went back to Philadelphia to see Otto Eisenlohr Cinco, hey?" shouted Sam Ash, gloomily going back to work behind the eight cent case 'til the second table was announced. "Mebbe yuh should also arrange it for Louie Killeen, o'Schenectady, to git some Cincos, of which he ain't had none to job, y'unnerstan, since five weeks ago Friday noon."

"No, I didn't have any time to see either Eisenlohr or Roig," confessed Jim Stubb, passing out the asbestos egress, and, at the same time, setting aside a suspender button for the customary business-man's gratuity for service a la carte. "But I did see the crack in the Liberty Bell, Sam, while also noting that about all the other bells in Phillie come from the oldest bell foundry in the U. S. A., which is in Watervliet, Albany County, and not Troy, as the bell is emblazoned."

"Is that so? An' what difference should that make to a seegar-store feller?" grunted Sam Ash, leaning up against the wall-case whilst awaiting the next customer with cash to exchange for fine merchandise. "They ain't ringin' nu bells, so far as I should see it, either in this or anney other county, unless yuh should mebbe croak an' leave it all yuh're seven-reels o'tobacco profits to some over-the-hill to the poor house where most seegar fish fin'lly float!"—*The Smoker.*

The Cuban Sugar Loan

BOSTON, October 26.—It is understood that the Cuban sugar loan will be in two parts of $50,000,000 each. First $50,000,000 will be on security of sugar now in Cuba, about 400,000 tons, worth about $66,000,000, priced at a drop of more than 15 cents a pound from the recent high.

The Cuban Government will issue its own short time notes for the $50,000,000, probably bearing at least 8 per cent. Funds will be deposited in Cuban banks.

The other $50,000,000 loan, it is believed, will be made on security of growing crop.

The next grinding season is expected to get under way later than last year, due to handicap of money scarcity. Expert predictions of price range from 7 to 9 cents.

CIGARS FROM CUBA

Per S. S. Mexico. Arrived Oct. 20.
Consignees:

New York—	Cases
Amer. Metal Co	1
Park & Tilford	266
G. S. Nicholas & Co	19
Acker, Merrall & Condit Co	19
United Cigar Stores Co	13
G. W. Sheldon & Son	24
B. Wasserman & Co	26
Alpers & Mott	1
Delaware-Lackawanna R. R. Co.	2
G. W. Faber, Inc	34
N. Y & Cuba Mail S. S. Co	47

LEAF TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 20.
Consignees:

New York—	Bales
S. Rossin & Sons	220
Consolidated Cigar Co	20
M. Lopez & Co	25
Bernard Judea & Co	32
W. O. Smith & Co	56
E. Rosenwald & Bro	322
	Barrels
Infanzon Rodriquez	25
Bernard Judea & Co	24
B. Rosenbluth	50
American Cigar Co	327
E. Ellinger & Co	32
E. Rosenwald & Bros	43
	Packs
Guedalia & Co	32
Nussbaum & Bower	25
N. Y. & Cuba Mail S. S. Co	518
E. Rosenwald & Bros	124

TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 20.
Consignees:

New York—	Bales
M. Schwarz	112
Amer. Bluefriesveem	706

FILLER TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 20.
Consignees:

New York—	Barrels
E. Ellinger & Co	20
	Packs
Havana Amer. Co	67

SCRAP TOBACCO FROM CUBA

Per S. S. Mexico. Arrived Oct. 20.
Consignees:

New York—	Packs
Bernard Judea & Co	2

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GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
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LOBETO y GARCIA S. en C.
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Almacenistas de Tobaco en Rema
Cabal "Casin" HABANA, CUBA Amistad 138

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LEAF DEALERS
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Specialists in Sancti Spiritus and Semi Vuelta
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IGLESIAS & VALLE, S en C.
PACKERS AND DEALERS IN LEAF TOBACCO
SPECIALISTS IN REMEDIOS
Cable "Iglelle" 15 Slaud St., HABANA, CUBA

SEVERIANO JORGE Y CA.
LEAF TOBACCO WAREHOUSEMEN
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EGIDO NO. 2, COR. DRAGONES HAVANA, CUBA

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B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella.

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.
Havana Tobacco Stripping Co.
Tobacco Strippers and Commission Merchants
LEALTAD, 110, HAVANA, CUBA

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Rodriguez, Mendez & Co.
Leaf Tobacco Dealers
53 Cardenas Street Havana, Cuba

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Cash Register Bells Continue to Ring in Chicago

Trade, Circumstances Considered, Is Better Than One Might Expect—Quincy Cigars Are Becoming More Popular—Vincello Is a Newcomer That Receives a Cheerful Welcome—Winston-Harper-Fisher Co. Arrange to Distribute Blackstones Throughout the Northwest—A Bigger Demand for Cressidos—An El Producto Advertising Campaign—Schermerhorn, Inc., Is Featuring Spur Cigarettes—McKenzie Boosts Sales of El Roi Tan—A Special Drive Puts Murads Into Greater Prominence—Lone Bandit Took $200 from a United Cigar Store.

CHICAGO, Oct. 22.—Neither the threat that "the country will see times less prosperous" nor the political activity incident to the fortnight before election can cause business to slow down much in Chicago. Whatever happens elsewhere Chicago may be relied on always to do things that develop trade and make business more lively than it otherwise would be. So conditions in the cigar trade here, for the most part, are better perhaps than an outsider would expect them to be.

The Western Cigar Box Manufacturers' Association opened their annual meeting on Tuesday in Recital Hall of the Auditorium Hotel with a full attendance.

The Quincy cigar made by Breslin & Campbell is being placed here by Grammes & Elson. One size at 15 cents, with a list price to the dealers of $105, is now shown in many cases.

Gene Lilienfield, of Lilienfield Bros., left Tuesday on a visit to the Corina factory of Jose Escalanta & Cia. at Tampa.

"Signs of winter abound. Leaves have begun to fall and politicians' fur to fly."

Vincello, a new 10 cent brand, is being placed by the Clarence Hirschhorn Co.'s sales force. The list price is $73. Vinecillo is made by the G. H. P. Cigar Co., of Philadelphia.

Not satisfied with grabbing the presidency, Ohio annexes the world's baseball championship.

Winston-Harper-Fisher Co., one of the largest wholesalers in the northwest, whose headquarters are in Minneapolis, will distribute the well known Blackstone brand of cigars. The deal was made by Thomas Mason, the cigar manager, on his recent visit East.

Louis Simon who, during the past year, conducted a retail store at 13 South Clark St., has closed, and also "a number of creditors are stuck."

The National Association of Purchasing Agents, comprising 4,000 members in the United States and Canada, who, altogether spend $10,000,000,000 a year, held their annual meeting here last week.

The National Association of Ice Cream Manufacturers held their annual convention at the Hotel Sherman.

The dealers who buy the Cressida brand from E. H. Gato Cigar Co. and Franklin MacVeagh & Co., who distribute it to the smaller trade, all report a shortage of this brand.

The Monroe Cigar Co. and the Home Drug Co. have taken on the Cressida clear Havana cigar made by the E. H. Gato Cigar Co. E. P. Oakes, the factory representative, has the Gato brands now placed with nearly all of the bigger dealers.

John G. Campbell has been re-elected president of the South Shore Country Club, one of the largest country clubs here.

Sig. Meyer, of F. Lozano Sons & Co., is still "lingering" in our midst, awaiting the settlement of the Tampa strike.

Joseph Zinner, of the Consolidated Leaf Tobacco Co., has left for California where he will rest for several months.

L. Kleen's department store, one of the largest on the west side, had a special sale offering eight 16 cent tins of Tuxedo tobacco for 95 cents.

A lone bandit entered the United Cigar Store at 2401 West Roosevelt Road the other day, locked Martin Wolf, the clerk, in a rear room, and escaped with $200 in cash.

Ads of the Odin 10 cent cigar, distributed by Franklin MacVeagh & Co., are appearing in the Chicago papers. "You will like the Odin," a mild pleasant smoke.

A $12,000 advertising campaign will be launched in a few days on the El Producto cigar, which is distributed by Clarence Hirschhorn Co. Large ads will appear in all the Chicago papers and hundreds of displays will be placed in windows throughout the city.

"One-Eleven" cigarettes have been placed on the Chicago market.

"When the nickel does come back it will miss some of its ancient cronies, owing to the prohibition law."

Harold Hatton is again in the retail game. He is connected with the Breitung retail sales force.

Tom Dean with S. Grabosky of the G. H. P. Cigar Co. paid a visit to their distributors here.

"Though the old fashioned dollar is coming back it finds this a changed world."

The new foil wrapped R. B. cigar is now being placed by Clarence Hirschhorn & Co. It comes in the invincible size and retails at 10 cents. The price list is $75. The R. B. 8 cent size is still listed at $60.

Doc Raphael, of the Ryan & Raphael Cigar Co., left for Tampa to visit factories there.

Seth Laycock, formerly a well known cigar salesman, who for some months past has been traveling for a candy firm, has again entered the cigar field. Laycock has connected with the Mendelsohn Co. of Cleveland and will represent the Paramount and Decision brands in a large territory.

E. P. Oake's cigar store now offers Flor de Watt & Compania, a high grade Manila cigar.

A shipment of the well known Francisco G. Bances clear Havana cigar has just reached Keffer & La Duc Inc., the classy Washington St. cigar merchants. This is the first shipment that has reached them in months from Tampa.

Marc Haas, of the San Teleno Cigar Manufacturing Co., of Detroit, and Haas Bros., of Cincinnati, visited his distributers, Grommes & Elson.

Reports have reached here that the clear Havana factory of the Preferred Havana Tobacco Co. in Tampa has gone out of bond.

Herb Mesick is back from a business trip to Detroit.

Victor Thorsch, the new general sales manager for the Consolidated Cigar Co., who has made his home in Chicago for a great many years, moves this week with his family to New York, which will be his future home.

A small shipment of the La Esperanza clear Havana cigar made by the Havana-American Co. has reached H. M. Schmerhorn Inc., who control the trade in this market. "First since the strike."

Joseph L. Salhanik is here working the city trade on the El Rajah and Mungo Park brands, which are made by Lubinsky Bros. & Kleiner.

"Maybe this is the year in which the profiteer is caught holding the bag."

All the stores of the H. M. Schmerhorn Inc. chain are featuring on the show cases the new packing of 50 Spur cigarettes packed in vacuum tins that retail for 55 cents.

The gratis deal of Afternoon cigarettes with Egyptian Prettiest has just been withdrawn by the Schinasi branch of the Tobacco Products Co.

"Speaking of optimism, the importers of cloves are not discouraged," remarked E. Ackerburg.

Fred Baumstein is working the city trade for Randall-Laudfield Co., of Chicago and Benton Harbor, Mich. He

puts all his efforts behind the Press Club, mild Havana. The Chicago headquarters of this firm is at 112 East South Water St.

Ernest MacKenzie, of El Roi Tan fame, is calling on the loop dealers.

The Murad sales force is conducting a special campaign in the loop at present. They have very neat made up Murad displays showing on many cigar counters. The Murad handy tin box of 20 is repeating in good shape.

The following jobbers now feature the Virginia Lee cigar, C. C. Taft Co., Des Moines, Iowa; Harnet-Hewitt, Toledo, O.; The Weideman Co., Cleveland, O.; M. L. Annenberg, Milwaukee; Jos. Plumb, Cedar Rapids, Iowa; Cave Cigar Co., Dubuque, Iowa; Keifer Stewart Co., Indianapolis, and Charles Krohn, of Cincinnati.

The Club Special brand, made by Wm. J. Seidenberg Co., is featured by the jobbing houses of H. Ferbstein, Akron, Ohio, and the Wayne Drug Co., of Fort Wayne, Ind. The Rotary brand is a leader with O. C. McCaffrey & Co., of Mason City, Iowa. H. L. H.

"Sabe Jawbone"

C. C. Sherlock in Leslie's Weekly

Last summer the president of a wholesale grocery called in a young salesman and said to him:

"George, I want you to run down to Independence and stock up a new concern. Two old experienced merchants are coming back into business and they want a complete line. They have invited us and the Tri-State and the Midland to bid for their patronage. Land that order and I'll make you sales manager."

George had been "knocking 'em over," right and left, for more than two years. His record had been exceptional; he had attracted the attention of the home office.

And he had gotten the notion into his head that he had developed into a master salesman. He had lost sight of two essential facts; first, that war times were boom times and that it is always easy to sell on a rising market; second, that the war had disorganized his competitors in the territory. Their salesmen had been subject to the draft and had been called.

So George had gradually swelled up like a pouter pigeon and became enamoured of his own greatness as a salesman. With a characteristic fault of so many salesmen who have "the gift of gab," he ran more and more to jawbone. He worried less and less about quotations, prices, stocks. He relied on his "gab," his jawbone, to turn the trick.

"Just watch me!" smiled George, shooting his cigar skyward, sticking out his chest and strutting about in front of the Old Man; "that little ol' job has been embalmed by yours truly this minute!"

He climbed on the train and went down to Independence. There he found the Tri-State and the Midland men already on the ground. They were late of the A. E. F., which really meant After 'Em First. These two lads were after 'em first and working carefully, methodically—**doing** a thorough job of "mopping up."

George blew in and set up his barrage of jawbone. He carried a line of funny stories; he dwelt upon the money situation; he discussed the League of Nations, as if he had been on the *George Washington;* he sang the praises of Woman Suffrage. He did not forget John Barleycorn and pulled a few feeble puns on the deceased gentleman. Then, lowering his voice and winking solemnly, he doped out the November election, and told them how each State was going to cast its electoral vote.

In short, he did everything but speak on the Motion Before the House. The other two salesmen were sitting on an empty counter writing up sample orders. They kidded George along now and then, and kept him going while they worked. He thought they were merely drinking in his superior wisdom; he thought he had the crowd with him. So he talked.

Finally the new merchants happened to remember that they must catch the noon train to a neighboring city where they were going to buy some store fixtures. There was a scramble; George got out his order book with a flourish.

"How much are canned tomatoes?" asked one of the merchants.

Promptly, the two ex-soldiers spoke up. George hesitated. Durned if he knew, prices had flopped a lot lately. He got out his price-list.

It was inevitable that the two soldiers should get the business. They had sample orders all made out. It was the work of but a moment for the merchants to sign them and catch their train.

George went away bewildered, sore, growling at the two upstarts who rushed in and hooked his order "just as he was closing up." But that wasn't what put George on the greased chute. It was Old Man Jawbone.

I do not infer that jawbone is a disease peculiarly common to salesmen. Executives suffer from it. In some directions, jawbone is running rampant, even in the high and mighty places in American Business.

The Money Held in the Country

WASHINGTON, Oct. 23.—Distribution of the money in the United States outside of the amount held in the treasury and Federal system was estimated at $51.06 per capita on Sept. 1 or an increase of $13.18 over July 1, 1917, by the Federal reserve board in its monthly bulletin issued last night. The board put the general stock of money in the country on Sept. 1 at $7,997,080,820, the amount held in the treasury at $485,884,277, the amount held by Federal reserve banks at $2,031,514,938, and the amount held outside these government agencies at $5,479,681,600.

Experimental Tobacco Growing in England.

From the office of the American Trade Commissioner in London comes the report that a successful crop of tobacco has been obtained in Church Crookham, Hampshire. This, it is thought, may mark the revival of tobacco growing in England. The estimated yield from 140,000 seedlings planted this year on 20 acres unfit for general cultivation is 7 to 8 hundredweight per acre. The varieties grown are suitable both for cigarettes and for pipe smoking, and include the White and Red Burley.

An official of the Board of Agriculture is reported to have stated that 10 acres have been put under tobacco at an experiment farm in Methwold, Norfolk, with the idea of ascertaining the best soil, plants, fertilizers, and method of curing to be employed. No results have as yet been published. Tobacco is being grown in other parts of England, but at present there can not be more than 500 acres under cultivation. The British Tobacco Growers' Society has carried out experiments in various districts which prove that good crops can be grown on the poorer soils, and there are at least 1,000 acres in Great Britain which are unsuitable for the production of wheat but which should prove profitable for the cultivation of tobacco.

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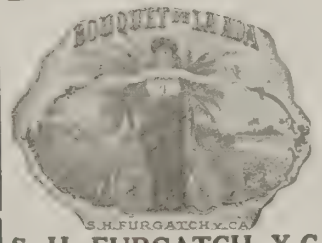

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From Inflation to Deflation in Philadelphia

A Period of Transition—Manufacturers More Determined to Control Their Own Business—Improvement in Production—Retail Trade Continues to Be Fair—The Jobbers' Association Is Doing Much—Dusel, Goodloe & Co. Await a Shipment of 3,000,000 Manilas—Heavy Sales of Central Union in Glass Jars—"United Candy" Acquires the Newmann Building—Mitchell, Fletcher & Acker Co. Creditors Accept Terms Proposed—October Cigar Sales of Reeves, Parvin Co. Are Record Breaking—Quaker City Notes.

PHILADELPHIA, October 27.—Prices continued firm, for retailer and manufacturer alike, during the week; firmer indeed for the former because of the adherence of the lower Market street price slashers to their agreement to advance cigarette prices at 16 cents as a starter towards a legitimate retail price, and with the promise that shortly there is to be another advance to 17 cents. But while the retailers reported quiet times, manufacturers continued busy, up to the limits of the large number of hands available but the small production they give. It is, indeed, as regards this problem of production, that the manufacturers have most of their troubles. For there is looming up a crisis which must come, when a decision is reached, whether employees shall continue to run factories or whether owners again shall take the helm.

Although, in this period of transition from inflation to deflation, the cigar industry has been affected chiefly, because of restricted credits and not through falling values, there has come a realization that decided changes must be made if prosperity is to continue. While consumers in large numbers have not protested against prices, and while belief that, since other commodity prices are falling, cigars should be cheaper too, has not gone to the point where consumers refuse to buy, it still remains a fact that the cigar store patron is becoming very much more critical. In war days and their aftermath, the buyer was satisfied to take substitutes if he could not get his choice, and he quite overlooked poor workmanship. But a change has set in. If he pays high prices, he insists upon good workmanship and that puts directly before the manufacturer the problem he is now facing.

Until hands were as plentiful as now they are, the manufacturer was completely at the mercy of employees. The suggestion from a foreman that more care should be taken in manufacturing was resented; not only would the hand criticized walk out of the shop, but probably a half dozen more would go, too. The need for production was so urgent that virtually nothing could be done. The next manufacturer was willing to take without question those who walked out.

Philadelphia long had enjoyed a reputation for the fine quality of its cigars, but there are not a few manufacturers who admit now that the high standards of the past have been departed from, not because manufacturers were willing but because they were helpless.

Said one of the largest manufacturers during the week: "The time has now come when we must decide whether we shall continue to be satisfied with poor workmanship or whether we shall insist that the old standards be observed; the issue is clearly whether employers or employees shall run the factories. There is in this city and in fact in the nation, a strong movement against the tyranny of many unions and consequently a very rapidly growing sentiment against the closed shop. The cigar makers are not organized it is true but they might just as well have been, because we were at their mercy. Just what shape the present determination to regain control will take, I do not know. The manufacturers have no organization, but unquestionably the success, first of all of the T. M. A. convention in Washington, and then of the jobbers association here, has not been overlooked and I am hopeful that there will be unity of action through organization among the manufacturers. Certainly something must be done, and done speedily."

Entire success has rewarded the effort of the Jobbers' Association to have the lower Market street cut price dealers get together, but there has been little accomplishment along that line with the South street price cutters. Several meetings have been held during the past week but while the South streets are almost a unit, one man is holding out and that has prevented complete unity of action. Secretary Brogan of the Jobbers' Association, however, has not lost hope that the Association will be able to do as much good to the trade on South street as it did on Market street.

The Association has just taken another forward step. It has appointed a Credit Committee to abolish an evil which long has been suffered. Before there was organization, certain jobbers exhausted their credit with one jobbing house and then turned to the next to do likewise. Now it is proposed to have a free interchange of information on this matter of credits. Delinquent subjobbers probably will find that they cannot open new accounts until old one have been liquidated.

Creditors of one of the smaller subjobbers in the extreme southern section of the city were called into conference during the week. The amount involved is not large and there is hope that he can be tided through his difficulties.

Creditors of Leo P. Walter have accepted his offer of a 60 per cent settlement. Of the aggregate liabilities of $40,000, it is reported that the American Sumatra Tobacco Co. had a claim of $13,500 and that the other larger creditors were H. Duys & Co., Inc., and the Spingarns.

Tampa cigar manufacturers have come to this city for help. Public advertisement has been made for experienced packers who are guaranteed steady work at from $45 to $60 a week, with transportation paid. Because of the inability to get Tampa goods, Porto Rican manufacturers are endeavoring to have the retailers offer their goods as a substitute.

Manager John Van Miller of the Reeves Parvin cigar department reports October sales in excess of those of any month since the department was established.

The Million Dollar Cigar Co., makers of Havana goods, which long was located at 32 North Fifth street, recently moved into much larger quarters on the third floor of 223 South Fourth street. The proprietors are Michael Golden and Benjamin Newman.

Local cigar box manufacturers are becoming alarmed over the complete cessation of shipments of redwood from the Pacific Coast. On top of that, comes advices from the California producers that prices are to be raised. A committee to lay the case of the boxmakers before the dealers has been appointed. It will endeavor to get larger supplies and price concessions.

John M. Kolb, of the H. W. Somers Co., who has been on the Pacific Coast for the last six weeks, is expected to return to the city shortly. His trip was taken in the interest of El Paxo and Pleasure.

Announcement has been made that henceforth the Men-de-lion made by Eiseman & Co. will be represented on the Pacific Coast by E. D. Marshall, widely known through that territory. His son recently joined the Men-de-lion organization as sales manager.

W. A. Hall and Charles Loughran, of the D. L. Loughran Co., Washington, spent the week in the city. Leo D. Loughran is on a trip to Albany, Schenectady and Boston.

Carl Nisslinger, of the Manila Commercial Co., and Herbert Goldsmith, of the Metropolitan Tobacco Co. were among the week's visitors to the trade.

Heavy sales are reported by the trade for the new packing of the U. S. Tobacco Company's Central Union in the glass jars with screw top which make so splendid a container when emptied for coffee, spices and the like. In the tobacco jar is enclosed quite a number of labels which may be pasted in the place left for that purpose on the jar. The sale of these goods is engaging the special attention of Harry Parker, who is looking after the Philadelphia office during the absence on an extended trip of Jack Fowler, the manager.

S. Becker, who for the past fifteen years has been a tenant of 21 South Seventh street, conducting his own factory for direct sales to the consumer, has taken a lease on the property at 27 South Seventh street, corner of Ranstead street, and will occupy it as soon as extensive alterations are completed. The building was formerly the plant of a large printing concern which retired from the field and its offices are now being subdivided. Nearly all Mr. Becker's business career has been spent on Seventh street in the block between Market and Chestnut street. Before moving into his present quarters, to be abandoned next month, he was for many years located at 3 and 5 South Seventh street.

The big building at 17 South Second street, built specially for Morris N. Neumann and known as the Neumann building, is now in the hands of artisans who will reconstruct it for occupancy by the United States Retail Candy Stores Co., an affiliation of the United Cigar Stores Co., for manufacturing purposes. The company has taken a long time lease on the property which is said to be most excellently adapted for the new purpose, better indeed than as a cigar factory, due principally to the fact that having its own power plant the basement hitherto was too hot for tobacco storage. Neumann and his associate and son-in-law, Benjamin F. Loeb, have taken offices on the second floor of the May building, 11th and Filbert streets.

Jacob Paley, of the Congress Cigar Co., announces the appointment of Yahn & McDonnell as Philadelphia distributors for the Congress La Palina leader. A new size. The President, packed in '80s, is being placed on the market. It will retail at three for $1. The Minneapolis Drug Co. has been appointed distributor for Minnesota with the exception of St. Paul.

Though creditors of the Mitchell Fletcher Co. and the Acker Co., which recently consolidated, were called into conference recently, such a spirit of consideration was shown that the firm's financial problems virtually have been solved. The consolidated firms were engaged in the grocery business but both conducted important cigar departments. At the meeting of creditors the assets of the combined corporations were reported at over $1,250,000 and the liabilities at a little less than $1,000,000. Officials of the firm said that unquestionably all claims could be met in full if time was granted. Thereupon a committee of five was appointed to have oversight of the financial program. All claims of $500 and under were paid off at once and notes at six months and at six per cent interest were given to the other creditors, all of them unanimously agreeing to accept this program.

Changes in the personnel of the cigar department have taken place. Durbin Acker, who was in charge of the department for the Finley Acker Co. and subsequently for the combined companies with headquarters at 12th and Chestnut streets, has retired to become vice-president of the recently incor-

porated F. C. Schaible Co. He has been succeeded by Horace D. Cronk, for many years in charge of the cigar department of Mitchell & Fletcher at 18th and Chestnut streets. Mr. Cronk is now behind the counter at the 12th and Chestnut street store. His place at 18th street has been filled by the transfer of H. D. Harman from the liquor department.

The Sinbad Cigar Co., whose plant at Marietta, Pa., was destroyed by fire recently, is now heavily increasing production at the factory, 37 Strawberry street, which was occupied upon removal from the smaller and first home at Tenth and Filbert streets. The firm occupies two floors at the Strawberry street site.

Reeves, Parvin & Co. have just taken on the Doughboy account. The brand formerly was featured by Yahn & McDonnell. The Doughboy is the product of H. N. Heusner & Sons, Hanover, Pa. It is an eight-cent proposition.

Leo F. Weiss, of Roie & Langsdorf, is on his return swing. His trip was through the Middle West, visiting Girard distributors. He left early in the month. The Girard Brokers are now being packed in foil in '20's. The Merchant size is being placed on the market now in foil at two for 25 cents. In the absence of Mr. Weiss the factory is being managed by Alfred I. Moriarity. Southern representatives Joseph H. Bradley and Simon Dietz are touring the South and Southwest. William A. Yochum is covering Los Angeles and the Pacific Coast.

Benjamin Stiefer has been appointed a distributor in the Western and Middle Western territory for La Tonia, the leader of the Steigerwald Cigar Co., 7th and Cherry streets. The firm is now making La Tonianis, eight sizes in addition to the El Brevo and the Sobel brands. Joseph W. Levi is back from a trip through the Southern territory. While away, he opened several new accounts in Texas.

A three million Manila cigar shipment is being awaited by the Dusel-Goodloe Co., 7th and Arch streets. It is hoped to get the goods through the custom House and have them ready for distribution this week.

Jose Alvarez, Second and Chestnut street, will have a Christmas packing in 40ths. Carlos Alvarez, a member of the firm, has entered the newspaper business and is on the reportorial staff of the *North American*.

The Halpern Cigar Manufacturing Co., Inc., is conducting a campaign through window displays on Lexie and Edmund Halley brands. Since the recent incorporation of the firm, the personnel has become: President, Joseph L. Halpern; vice-president, Robert A. Halpern; secretary, A. Lindinger, and treasurer, Louis Halpern. Peter Delafrange, formerly with Murphy Brothers, Camden, has been added to the Philadelphia sales force.

E. A. Calves, head of E. A. Calves & Co., Havana leaf dealers, 131 N. Second street, is off to Cuba, where he will be for the next month on a leaf buying trip.

The property at 115 Arch street, long occupied by J. Vetterlein, has just been transferred to the firm by the Philadelphia Trust Co. for a consideration of $35,000. It was assessed at $20,000. It occupies a space 24 by 144 feet.

Allen R. Cressman's Sons are conducting a simultaneous campaign in this city and in Washington on Counsellor. On November 15th the firm will open a campaign nationwide, on Flor de Manuel.

At the Aufderheider Shop, 2nd and Walnut streets a display is being made of the Corona Size Ottina.

The entire Bobrow sales force at this time is distributed over the United States. Charles Bobrow is in Texas, O. L. Myers is travelling through Iowa, Wisconsin and the Middle West; W. C. Copple is still further West and will travel along the coast. Others of the organization are working closer at home but all with equal vigor on Topics and Bolds.

A "Red Letter Hunt" at Fort Wayne

The A. C. Alter and Riegel Cigar stores, of Fort Wayne, Ind., recently combined with other leading retailers of the city who are members of the Fort Wayne Suburban Trade Association of the Chamber of Commerce, in a style show and "Red Letter Hunt" which was staged by the merchants for the purpose of stimulating interest in the stores and in the window displays and for the purpose of starting the fall buying season with a rush.

The principal feature of the affair was the "unveiling" of the specially decorated show windows promptly at 7.30 o'clock on the Tuesday evening which marked the beginning of the show. At this hour the Elks' Band paraded through the principal streets, the curtains were withdrawn from the windows and the lights switched on. The streets were jammed with people who came down town to see the windows and to participate in the "Red Letter Hunt." Just what this "Red Letter Hunt" was, can best be told by quoting from the card distributed by the merchants to their customers for the purpose of informing the customers all about the affair. This card read as follows

"Great Red Letter Hunt.

"$50 in Free Prizes.

"Fort Wayne Style Show.

"INSTRUCTIONS: As soon as the windows are 'unveiled' look for the RED LETTER in the window of each of the business houses listed below. With a pencil put the letter in the square on this card OPPOSITE THE NAME OF THE STORE IN WHICH THE LETTERS APPEAR. Example: If the letter 'H' appears in the window of the Al Riegel cigar store (Corner Main and Calhoun Sts.), put an 'H' in the square on this card opposite the name of the company. When you have discovered all the letters you will have a complete sentence. Write your name and address on the dotted lines and then hurry with the card to the booth on the court house square. The first person who brings in a card correctly filled out will receive $5 in cash; the second to report will receive $3 in cash; the third to report will receive $2 cash; and the next forty to report will each receive $1 in cash. Everybody is eligible to participate. Watch for the unveiling promptly at 7:30 o'clock Tuesday evening. Fort Wayne Suburban Trade Association of the Chamber of Commerce."

The completed sentence spelled by the letters when they were placed in the proper squares was this: "Do your Christmas shopping earlier than ever this year."

All of the merchants who had a part in the affair are enthusiastic over the results achieved. They state that their trade on the opening night of the show was boosted immensely and that it was much larger on the days that the show was going on than it was on the same days of the previous year. One of the most satisfactory features about the affair was that it brought in a tremendous lot of people from the surrounding towns and many of the country people were liberal buyers. F. H. W.

Price Cards Help to Sell Goods

Modern methods of business call for prices, good, plain, readable prices, prices that are so evident that to the passing public there can arise no possible question. There are still merchants who are unable to comprehend this and to all questions regarding the subject, they have the ever-ready reply, "It tells our competitors what we sell at." Of course it does, but it also tells customers the same thing. What do you care about your competitor? Ten to one he is too busy to bother about your prices, and if he isn't you can't afford to be afraid of him. If you are not able to do so well as he can, there must be something wrong about your purchasing department. Anyhow, if your competitor was really interested in your prices, it would be the easiest matter in the world to obtain them.

But these arguments have been talked and argued until every twist and turn of speech has been taken advantage of, yet there still remains merchants who will visit their wholesale house and purchase a bill of goods, because they happened to see a low price on it, and yet won't see that the same method would attract customers to their own stores. What more can be said?—*Smoke.*

The Nerve of the Anti-Tobacco Propagandist

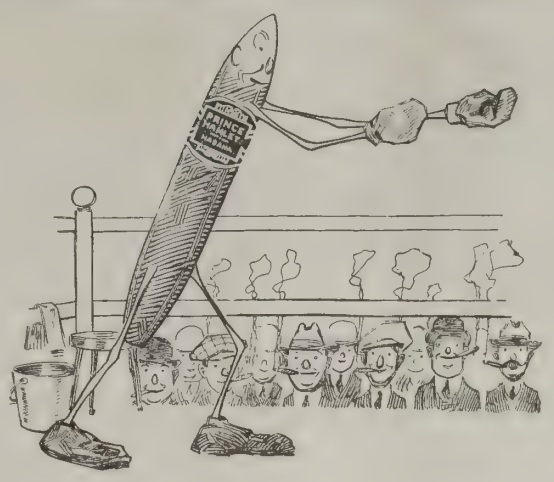
Ted Ray, the famed British golfer, is a pipe smoker and it is claimed that "Lady Nicotine plays an important part in quieting his nerves." If he weren't a tobacco fiend he wouldn't need anything to quiet his nerves.—*No-Tobacco Journal.*

Will the *No-Tobacco Journal* please name an anti-tobacco crank who can play golf better than Ted Ray?

A Question of Service

The Carl S. Von Poettgen Inc. advertising agency in Chicago inquires: "Are you buffaloed in your advertising? Does an array of more or less plausible gentlemen, skilled in the painting of pretty pictures, and with figures that point unerringly to the use of upteen two-page spreads," the copy continues, "send you off immediately to mortgage the plant and raise the extra money?"

"This agency judges publications not on how big they are," another advertisement says, "or how much pressure they can bring to bear, but solely on their ability to be of service to our clients. We are not nearly so much interested in how many pick up the publication as in how quickly they throw it down. One thoroughly read publication is worth six that are scanned and thrown away."



Yours for a Knockout!

WE'RE handling old man "Demand" a "knockout blow" with our street car and display advertising. You can win a quick "decision" over a customer's smoke appetite in just as handy a fashion with

PRINCE HAMLET

2 for 25c. CIGARS *15c.—25c.*

The Well-balanced, Satisfying Smoke

"Cut loose and connect with bigger business."

BAYUK BROTHERS

Manufacturers of the Famous "Mapacuba" Cigars

PHILADELPHIA

New York, 119 Lafayette St., Phone Franklin 3166

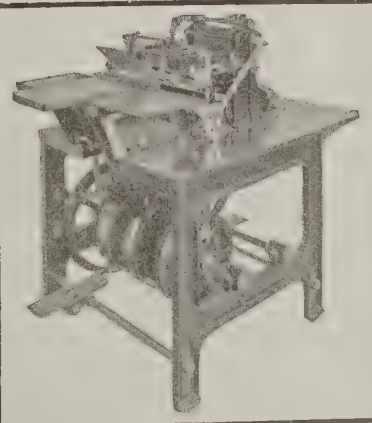
E. P. CORDERO & CO.

ESTABLISHED 1883

Mi Hogar Cordero La Superior

These cigars are guaranteed to be made from the finest Selections of Havana Tobacco grown on the Island of Cuba.

1327 Avenue A, Cor. 71st St., New York City



Increased Efficiency Bigger Outputs Diminished Expenses

Follow the introduction of our

AUTOMATIC MACHINE

For

MAKING LONG FILLER BUNCHES

With

UNSKILLED LABOR

Descriptive catalogue showing annual savings and capacity sent on request

COLWELL CIGAR MACHINE CO., Inc.

131 Washington St. Providence, R. I.

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO TRADE MARK WALLS COURT
FLOR DE NARVEZ EL LESSERO
VICLO CALATRAVA

REG. U. S. PAT. OFF.

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

Facsimile of Package

LA TURKA

a

Turkish Blended Cigarette

packed

20

for

18

cents

La Turka Satisfies the Smoker

Jobbers & Retailers Should Stock La Turka's They Sell

SAMPLES CHEERFULLY SUBMITTED
PRICES ON APPLICATION

EXPORT TRADE SOLICITED

F. & E. SOTER CORPORATION

309 CANAL ST. NEW YORK

IN A CLASS BY ITSELF

MATOAKA TOBACCO
AND
MATOAKA CIGARETTES

Apply for open territory to

MATOAKA TOBACCO CO., Inc.

276 FIFTH AVENUE

(Old Holland House) NEW YORK CITY

Telephone Long Acre 5888

Earnings and Dividends

Estimating that, in 1920, the American Tobacco Co. will produce and sell goods to the value of $160,000,000, R. K. Mason, in the *Magazine of Wall Street*, tabulates an "analysis" of the company's finances, as follows:

Year	Sales	Total Net Income	Bond and Other Interest
1919....	$146,023,730	$18,409,004	$2,436,432
1918....	144,470,069	17,215,257	593,901
1917....	89,820,249	13,420,023	98,513
1916....	70,009,437	12,412,623	102,248
1915....	64,710,286	11,434,019	199,438
1914....	69,339,084	11,836,931	201,745
1913....	69,516,932	14,721,638	232,105
1912....	67,940,257	15,930,653	486,702

Concerning the scrip dividend policy, Mason says, in part:

"The American Tobacco Co. has at various times pursued the policy of declaring a portion of its dividends in scrip. This practice was followed during the entire year of 1918 and the first half of 1919. The outstanding scrip, which approximated $12,000,000, was then converted into class B common stock, which conversion, together with this year's 75 per cent stock divided on the class A common stock, payable in class B common stock, increased the outstanding class B common stock to almost $50,000,000.

"The class A stock now outstanding amounts to $40,242,400. The class A and class B stocks have equal rights as to dividends and to assets, except that class B stock has no voting power.

"The value of the voting power to any stock is very difficult to gauge. In the case of the Bethlehem Steel Corporation, the class A common stock, having the voting power, continually sells a few points below the class B common stock, which lacks that power. On the other hand, in the case of the R. J. Reynolds Tobacco Co., the class A common stock, having the voting power, sells at just double the price of the class B stock, which does not possess voting power.

"Since the dissolution of the 'Trust,' the dividend payments which have been declared by the new organization have been 5 per cent quarterly, which rate was maintained to and including June, 1920, payment. After the payment of the 75 per cent stock distribution, the September 1 dividend was 3 per cent in scrip, payable to both classes of the common stock. This scrip will bear interest at the annual rate of 8 per cent and will be convertible into the class B stock on March 1, 1923.

"The program of paying dividends in scrip, which is convertible into stock, while it helps conserve cash resources, increases the outstanding stock and is, in fact, merely a stock dividend. If the holder of the stock disposes of the scrip (thereby availing himself of the only method of obtaining a cash return on his investment) he does so at a sacrifice of a part of the percentage of his stock holdings.

"The present rate of 12 per cent on the $90,000,000 of common stock requires an annual disbursement of $10,800,000; this compares with $8,048,480 paid in dividends during 1919, showing an increase in the dividend requirements, if the current rate is maintained, of $2,750,000, or almost 34 per cent over 1919 payments."

Tobacco Has Many Defenders

Leading tobacco interests evidence no concern over the budding anti-tobacco movement. They are unanimous in their belief that the tobacco industry, with its investment of more than a billion which supplies the American public with smoking materials costing upwards of $1,500,000,000 annually, is not threatened.

Confidence of the tobacco interests is evidenced by the fact that no counter campaign has been undertaken. Preparation has been made for such a campaign, however, as a precaution, should the anti-tobacco agitators make any headway.

Newspapers and periodicals have given much more space to the anti-tobacco movement recently. While writers apparently attempt to treat the possibility of a national prohibition of tobacco lightly, they either unconsciously or unwillingly strike a note of caution. The feeling appears unanimous that three elements threaten tobacco—professional reformers unemployed since enactment of Eighteenth Amendment, indifference of tobacco interests and users of tobacco, and growing anti-tobacco activities of certain organizations.

As the *Wall Street Journal* puts it, "Tobacco interests take the view that professional reformers will not find the same response to anti-tobacco appeals that they received when they undertook agitation for the Eighteen Amendment. This is based on the fact that intemperance and its resultant evils were so widespread that there was a general prejudice against liquor, and these enemies of strong beverage were easily mustered as the driving force behind the movement. Tobacco men generally are of the opinion that the anti-liquor and anti-tobacco movements have nothing in common. Tobacco is admitted to nearly every home in the country, including many in which liquor for years had been banned."

Indifference of tobacco interests is more apparent than real. The Tobacco Merchants' Association of the United States, at its last convention, decided to look into the situation, and take whatever measures were deemed expedient. A survey of the situation led to the conclusion a counter campaign would be unnecessary at present. There is a disposition on the part of the organization to wait until something definite has been done by the foes of tobacco. It regards the agitation thus far as of little consequence.

So far as growing activities of certain bodies are concerned, the two which have received the most prominence are the Women's Christian Temperance Union and the Life Extension Institute, with which are associated the names of William Howard Taft, Professor Irving Fisher, and Charles H. Sabin.

At the offices of the Women's Christian Temperance Union a representative of Dow, Jones & Co. was assured that the Union's anti-narcotic bureau, which has been maintained for years, has not enlarged the scope of its activities, nor is any such scope contemplated. This bureau will content itself with its agitation against the cigarette, and for the enforcement of the law regarding the sale of tobacco to minors.

The Tobacco Merchants' Association has looked into the activities of the Life Extension Institute. It finds that thus far the Institute has issued only one pamphlet on tobacco, which is only one of hundreds it has issued on health. There is no indication of any plan for an active movement against smoking.

One of the points which tobacco men emphasize is the number of men in all walks of life who will not hesitate to defend tobacco but who, though they had been moderate drinkers, hesitated at opposing liquor prohibition because of the popular prejudice.

A "Get Acquainted" Campaign

VALDOSTA, Ga., Oct. 23.—At a joint meeting of the Valdosta Rotary Club and the directors of the Chamber of Commerce held last night, it was definitely decided to undertake a plan of getting acquainted with the business men of the county who are engaged in agricultural pursuits. The business men of Valdosta decided that if they would mingle more freely with their friends in the country they could learn much from them, and the two could be of mutual help to each other.

A comprehensive plan of this kind will be worked out and put into effect, backed jointly by the two organizations. An experienced Lowndes county man who has made a success of his own work on the farm in growing tobacco and other products will be employed to canvass the county and advise with all regarding better business methods, both in Valdosta and in the country and the business and professional men will visit the country and learn what they can, and wherever they can be of service will gladly render it.

The Fiftieth Barn Burned This Season

HOPKINSVILLE, Ky., Oct. 22.—Four more tobacco barns were burned in Christian county Thursday, bringing the total to fifty this season. Not less than 600,000 pounds of tobacco have been destroyed.

Turkish Tobacco Crop in Asia Minor

WASHINGTON, Oct. 22.—American Vice-Consul H. Earle Russell, Smyrna, says that all reports received up to date have been most favorable for the tobacco crop of 1920, and it is estimated that this crop will amount to approximately 10,000,000 okes (28,200,000 lbs.), which figure represents tobacco grown inside and outside the zone of Greek occupation. The 1919 tobacco crop amounted to approximately 6,000,000 okes (16,920,000 lbs.), grown only in the occupied zone.

According to reports received, there are about 120,000 deunums (80,000 acres) of tobacco land under cultivation this year in the regions held by the Greek army and about 12,700 deunums (8,500 acres) outside this area.

Ireland's Tobacco Trade During September

Michl. Macnamara & Son, of Dublin, in their report on tobacco trade in Ireland during September, say: The market continued quiet this month, only small transactions to record of Virginions and Westerns."

DELIVERED TO IRELAND FROM LIVERPOOL

	Virginia		Western		
	Leaf	Strips	Leaf	Strips	Total
September, 1920.	13	2	54	7	76
Same period, 1919	6	1	30	1	38
Nine months ending—					
September 30, 1920	108	22	689	79	898
Same period, 1919	286	31	848	97	1,262

PRICES

	1920		1919	
	D.	D.	D.	D.
Virginia Leaf—				
Dark	18	@23	18	@22
Bright	33	@66	26	@40
Western Leaf—				
Fillers	13	@16	15½	@16½
Wrappers	18	@26	18	@22
Burley	18	@28	17	@23
Virginia Strips—				
Dark	24	@30	24	@30
Bright	42	@68	30	@44
Western Strips—				
Fillers	19	@21	18	@19
Wrappers	21	@30	21	@26
Burley	20	@30	22	@27

The Farmers and the Market

(*Continued from page 3*)

to conditions rather than to any conviction that a fair price is being paid for the tobacco. The farmers say they would not feel so dissatisfied with what they are getting if it were not for the fact that the crop cost them more than any in all the history of the county. One prominent farmer of this section is of the opinion that tobacco now is selling at a high price, and perhaps the highest it has ever brought, barring the unusually high figures of last year, and possibly also the prices of the 1918 and 1917 seasons, the latter being almost on a par with present prices.

Low prices of tobacco and cotton have brought on a more or less stagnant condition of business, and all lines of activity are financially restricted. There seems to be a conviction in some quarters, however, that there will be a marked improvement immediately after the election, no matter which way the decision goes, nationally.

Where Money Is Cheap

DANVILLE, Va., Oct. 24.—Joseph Tuck, a well known tobacco man, has recently returned from a business trip to Europe. He spent some time in Germany, where, he says, money is the cheapest thing on the market.

When he presented an American draft for $500 at a German bank, he received so many bundles of notes that he could not handle them easily so a bank messenger had to assist Tuck in carrying the money to his hotel.

CIGAR CUTTINGS FROM MANILA

Per S. S. Duquesne. Arrived Oct. 23.

Consignees:

New York—	Bales
A. A. Hussey Leaf Tob. Co	25

Per S. S. Schodack. Arrived Oct. 23.

Consignees:

New York—	Bales
A. A. Hussey Leaf Tob. Co	25

Per S. S. Schodack. Arrived Oct. 23.

Consignees:

New York—	Bales
Bowring & Co	25

TOBACCO FROM HOLLAND

Per S. S. Ryndam. Arrived Oct. 20.

Consignees:

New York—	Bales
Herzog & Sarluy	67
Irving National Bank	59
P. J. Waxelbaum & Co	79
Cullman Bros.	233
Amer. Bluefriesveem	706
E. Rosenwald & Bro	322
H. Duys & Co	408
American Cigar Co	105
	Cases
Hugo Muller & Co	690
	Boxes
W. Van Doorn (samples)	1

Per S. S. Julia Luckenbach. Arrived Oct. 19.

Consignees:

New York—	Bales
W. Quarijer, Inc	295
Amer. Malaya Trading Co	241
Amer. Sumatra Tob. Co	80

LEAF TOBACCO FROM ANTWERP

Per S. S. Louisiana. Arrived Oct. 22.

Consignees:

New York—	Cases
International Planters Corp	8

TOBACCO FROM HAMBURG

Per S. S. American. Arrived Oct. 20.

Consignees:

New York—	Barrels
Tropical Tob. Co	32

TOBACCO FROM PORTO RICO

Per S. S. Ponce. Arrived Oct. 21.

Consignees:

New York—	Bales
American Cigar Co	946
	Barrels
A. Philippi & Co	15
	Cases
Chatham Phoenix National Bank	22
P. R. Amer. Tob. Co	174
United Cigar Stores Co	106
Cien Porciento & Co	6
Villar, Lanza & Co	9
F. Bonilla	7
Infanzon & Rodriquez	30

STRIPPED TOBACCO FROM PORTO RICO

Per S. S. Ponce. Arrived Oct. 21.

Consignees:

New York—	Bales
Taussig & Co	10
American Cigar Co	27
	Barrels
General Cigar Co	50
Hamburger Bros. & Co	117
P. R. Amer. Tob. Co	51
Durlach Bros.	42
Amer. Sumatra Tob. Co	12
American Cigar Co	62
M. A. Sola & Co	56
M. Lopez & Co	50
M. Gans & Sons	150
Goldsmith & Black	50
W. Schall & Co	30
J. B. Lichtenstein & Co	128
Rosenstadt & Waller	160
V. Kohn	3

Per S. S. Ponce. Arrived Oct. 21.

Consignees:

New York—	Barrels
American Cigar Co	40

SCRAP TOBACCO FROM PORTO RICO

Per S. S. Ponce. Arrived Oct. 21.

Consignees:

New York—	Bales
Hamburger Bros. & Co	36
General Cigar Co	35
P. R. Amer. Tob. Co	25
Durlach Bros.	19
American Cigar Co	43
M. A. Sola & Son	3
M. Gans & Son	20
American Cigar Co	10
J. B. Lichtenstein & Co	50

STRIPPED TOBACCO FROM MANILA

Per S. S. Duquesne. Arrived Oct. 23.

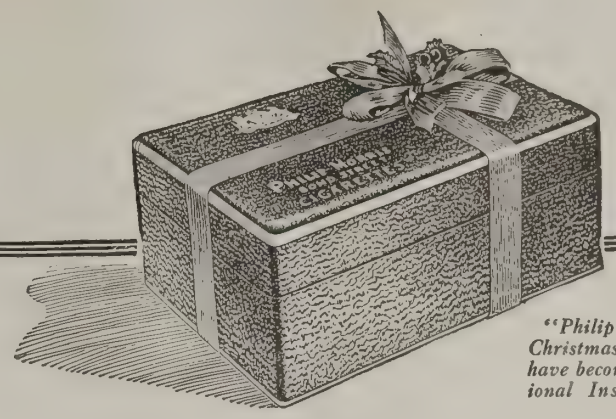
Consignees:

New York—	Bales
S. Loewenthal & Sons	40

Per S. S. Schodack. Arrived Oct. 23.

Consignees:

New York—	Bales
Bowring & Co	30



"Philip Morris Christmas Packages have become a National Institution"

PHILIP MORRIS

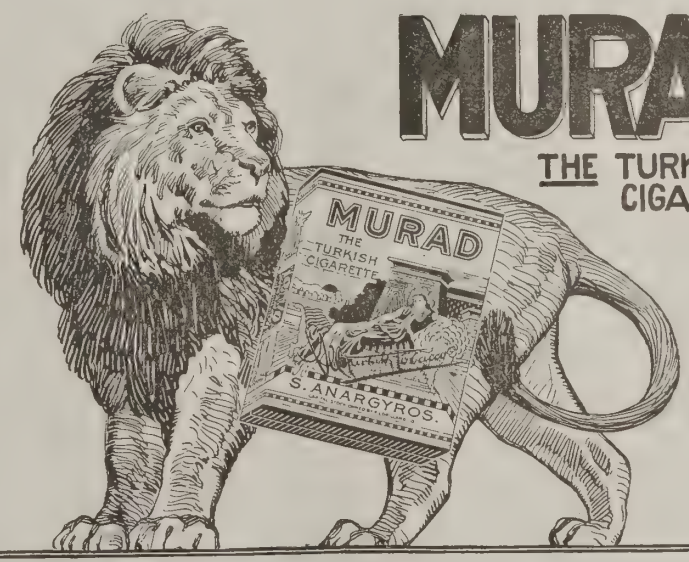
for your Christmas Trade

A LIMITED quantity of Philip Morris Cigarettes will be packed in beautiful holiday boxes, containing 10 regular packages of Philip Morris 10s (100 cigarettes) Cork or Plain

No Extra Charge for Xmas Packing

Order from Your Jobber

NOW!



MURAD

THE TURKISH CIGARETTE

Mrs. Fox was bragging one day about the large number of her cubs.

"How many cubs do you bring into the world at one time?" she asked the Lioness.

"Only ONE," replied the Lioness—"but it's a LION."

MURADS COST 20 CENTS for a BOX of 10—BUT THEY'RE MURADS!

MURADS would be lower priced if we left out all or part of the 100% Turkish tobaccos of the purest and best varieties grown—or if we substituted inferior grades of Turkish tobacco.

But they wouldn't be MURADS—they'd only be Foxes!

"Judge for Yourself—!"

Special attention is called to Murad 20s in Tin Boxes

S. Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

Around and About

John H. Gibson has bought a cigar and pool business at Brainerd, Minn.

—

M. Friedman, of M. Friedman & Co., leaf tobacco house of Chicago, is in New York this week.

—

T. C. Wilde has sold his cigar and pool establishment in Starkweather, N. Dak., to T. H. Hylan.

—

Arthur Burns of the Commonwealth Cigar Co. of Boston was a business visitor in Burlington, Vt., last week.

—

Mr. Elson, of Grommes & Elson, of Chicago, is paying his respects to the New York tobacco market this week.

—

E. Rosenwald & Bro., report that Porto Rican tobacco is moving very well. Also that Javas are in good demand.

—

D. Emil Klein, vice-president of the Consolidated Cigar Co., has returned to New York from his visit to French Lick Springs.

—

Julius Lichtenstein, president of the American Sumatra Tobacco Co., returned to New York Monday from French Lick, Ind.

—

Jacob Stahl, Jr., & Co., of New York, are graciously allowing their erstwhile cigarmakers to enjoy a "spell" of out-door exercise.

—

Hammond Bros., proprietors of a cigar and confectionery business in Hillsdale, Mich., recently sustained a loss by fire which amounted to $3,000.

—

Albert R. Ford and Leon F. Ford, of Suffield, Conn., will increase their tobacco acreage. They have purchased a tractor to use in working the land.

—

E. Rosenwald & Bro., are getting good orders for Sumatra. This is due to the fact that manufacturers realize that the best grades will not long be available.

—

The failure of John J. Garrity, general superintendent of police in Chicago, to surrender all records and papers bearing on the whisky scandal to federal authorities promises a new sensation in the liquor ring investigation.

—

Henry Hill, general salesman of the I. Lewis Mfg. Co., manufacturers of Flor de Melba and John Ruskin cigars, spent several days in Knoxville, Tenn., recently, as the guest of Roy Newman, of the Roy Newman Cigar Co.

—

Because of labor annoyances in New York City, S. H. Furgatch & Co., have established an out-of-town cigar factory. Furgatch says that they have a considerable force of experienced artists employed who are turning out high class work.

—

Percival R. Lowe, a leading Water street tobacco broker, is expected back in peaceful old New York again next Monday, after a two weeks' sojourn at French Lick Springs, that magnetic Mecca which of late has been attracting so many tobacco magnates.

—

Representatives of the Guilford County N. C. Tobacco Grower's association will continue their work of organizing the farmers of the various townships in the county. Already some of the townships have organized, and meetings are scheduled in others for this week.

—

Charles W. McCormick, the affable representative of A. Siegel & Sons of New York, recently started from Gotham to his Pacific Coast headquarters, and made good headway, considering the numerous stops to capture fat orders; but when he reached Kansas City, he suddenly became a quick-change artist—he faced about and returned to headquarters for some special conferences. He arrived in New York again last Friday, and on Tuesday night he once more hit the trail for the Golden West.

—

When the moratorium was declared in Cuba two weeks ago, shortage of currency immediately became acute. To relieve this embarrassment, between $50,000,000 and $60,000,000 Federal Reserve notes have been shipped to Cuba from this country, chiefly through the Reserve Bank of Atlanta. This transfer has helped, and banks and business men have acted to relieve the pressure by using certified checks in place of cash. Checks, certified by the larger banks, have been availed of to meet bills failing due on internal transactions, the final liquidation of this paper to occur after the moratorium is lifted.

—

The Homespun Cigar Co. at New Haven, has filed a voluntary petition in bankruptcy through its president, Abraham Harrison, with the clerk of the United States court. The petition sets forth that at a recent meeting of the board of directors of the company which has been engaged in the manufacture of cigars it was voted to take such action. According to the schedule, liabilities of the concern amount to $24,638.17 while the assets are given as $1,-909. The only New Haven claims are those of the New Haven bank, N. B. A. for $3,700 and the Merchants bank, $2,400, which are secured. The unsecured claims amount to $18,538.17.

Notes and Quotes

Some of the tobacco that was sold on the market at Winston-Salem, N. C., Friday, a week ago, was grown by two of Davidson county's most attractive young girls. They were the two daughters of Mr. and Mrs. Burrell Kennedy, twelve and fourteen years old.

—

"We are loss-teers, not profiteers," said a well known London tobacconist to a representative of the *Daily Mail* recently. "Government taxation is hitting us too far below the belt. We don't get the profit, and were it not for shrewd buying many of us would be obliged to close down to-morrow. People are not buying as much now, the better class brands are suffering tremendously and now the cheaper classes are feeling the effect of the high prices."

—

We administered our daily check to the anti-tobacco movement yesterday by pointing out to a certain noble woman that, if, when and as this proposed constitutional amendment is adopted and the rigid enforcement law is passed, it will be necessary for a law-abiding man to do all his smoking indoors, with the inevitable result of more smidgens of Bull Durham than ever before in all our domestic history on the sitting-room rug, not to mention the bathroom floor.—*Columbus Journal.*

—

Now that prohibtion has closed the saloon, what has become of the old-fashioned brand of cigars that used to decorate the bars? You all know the kind—the variety that the wary yet overladen celebrant got when he hiccoughed "Jus' gimme a schmoke"; the kind the bartender used to take out of the box when someone insisted that he "join us," and then put back in the showcase when the generous patron was gone. Closest investigation reveals that the far famed "bar cigar" has gone the way of the Scotch and soda and the Dodo.—*Redlands Facts.*

—

Information coming to bankers in New York from correspondents in Cuba indicate that financial conditions are considerably better than a week ago. Also, business interests, especially those engaged in the marketing of sugar, are finding encouragement because of a changed attitude of labor. J. T. Monahan, vice-president of the Bank of Cuba in New York, said Tuesday that customers had written that some workers who received as high as $7 a day for cutting sugar cane had notified employers that they would be ready to help out in the crisis by working for $2 to $2.50 a day. The planters believe that this attitude will have an important bearing upon the cost of producing the next crop of sugar, which begins to go through the mills in January.

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

DON'T HIDE YOUR WEEK-END TINS

IT amounts to *Buried Treasure* when you dealers don't display your Week-End Tins of Natural Cigarettes.

You'd be surprised at the brisk sales that attend a conspicuous showing of these handsome tins---tins that sell at a handsome profit to you. Why bury them in the case or on the shelves, when they'll sell themselves in great shape if you'll only set them out where people can see them?

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE

Schinasi Brothers, Inc., 1790 Broadway, New York City

Trade Notes From Near and Far

Finland last year imported tobacco worth 804,000 francs.

—

New York City received 495,000 tons of anthracite and bituminous coal last week.

—

Canadian sugar refiners agree to cut wholesale price of sugar from $19.50 to $17.90 a hundred.

—

Nova Scotia and Manitoba vote favors prohibition of liquor importations from other provinces.

—

The Deli Batavia Maastschappij will pay an interimistic dividend of 20 per cent on its 1920 profits to stockholders.

—

The firm of Loeser & Wolf, operating a chain of cigar stores in Berlin has become a corporation with limited liability.

—

Stuart Giffen, of the American Cigar Co.'s plant at Sparta, Wis., is expected to arrive in New York, next Monday.

—

Wm. Huntoon, of Huntoon & Gorham, cigar manufacturers, of Providence, made a dashing dip into Water street, Monday.

—

F. H. Peterson, of Seattle, Western representative of the Preferred Havana Tobacco Co., is visiting the New York headquarters this week.

—

Tobacco planters of the province of Starkenburg, Hesse, Germany, are in a quandary. Their crop is so plentiful that they have not enough proper storage room.

—

At the time of the Spanish-American war, 3,000,000,000 cigarettes were consumed annually in the United States. Today the quantity consumed approximates 40,000,000,000 a year.

—

The new Belgian tax on cigars, cigarettes and smoking tobacco took effect Oct. 1. It amounts to from 12 to 15 per cent ad valorem. Luxury smokes are paying a still higher tax.

—

Samuel Holzman, of the leaf tobacco house of Joseph Holzman, 185 Water street, New York, left headquarters Monday for a week's trip to Philadelphia, Baltimore, Washington and contiguous points.

—

La Yenada Cigar Co., of New York, is branching out for greater effort, and with this object in view it has just been incorporated by R. Mazza, E. Cerrati and C. Gallina, with a capital stock of $9,000.

—

Those who want to abolish the "tobacco habit" do not seem to be making much progress. Probably it is because they conceive tobacco to be a luxury, whereas to millions of smokers tobacco is a prime necessity.

—

About 12,000 tons of Finnish paper were shipped to United States this year, 5,000 tons are ready for shipment and 10,000 more will be shipped before end of year. Finnish Cellulose Union reports contracts for 30,000 tons for early 1921.

—

The Association of Bavarian tobacco planters decided to arrange for an exhibition of cured tobacco of the 1920 crop, to be held next June. Planters of Baden and Wuerttemberg are invited to participate.

—

Belgium reports a general depression in the tobacco industry. Mostly all tobacco workers of Ghent are out of work. Unemployment is also very extensive in Antwerp, Grammont and other cities where tobacco manufacturing is featured.

—

Low prices and slow sale of coffee have produced a financial crisis in Colombia, and it has been suggested that the Government declare a moratorium for banks and permit free exportation of gold to remedy the situation. Much the same, though hardly as serious a situation is reported in Venezuela.

—

A new tobacco corporation, the Tabak Unie, has been organized at Amsterdam. It has a capital of ten million guilders and will produce tobacco as well as trading in leaf and engaging in tobacco manufacturing. The holding of preferred shares is restricted to Dutch citizens.

—

The tobacco business is likely to prosper no matter what the state of general industry may be. People smoke in bad times just as they do in good times. The comparatively small weekly outlay of the average smoker for tobacco is not in danger of being reduced very much, even if a period of depression does set in.

—

Every nation is squeezing more money out of tobacco. Greece, according to a recent statement by the minister of finances, exacted

"Wherever Gentlemen Are"

EL ROI-TAN

Sold Everywhere
Good Anywhere

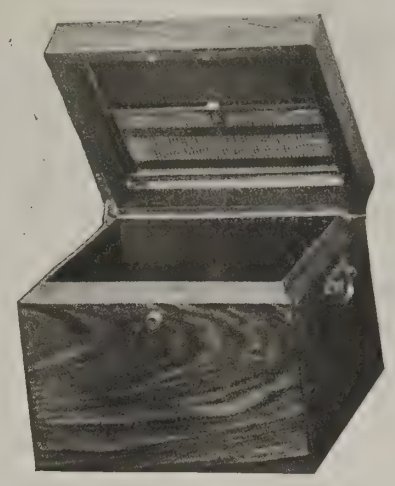
PERFECT CIGARS

Dealers and Jobbers

who feature a high grade Independent Cigarette should carry a full line of Themelis

Three Sizes—Guaranteed Turkish Tobacco. Tipped with the petals of the fresh rose (patented process). Also Themelis Cork and Plain Tips.

THEMELIS BROS., Inc.
127 W. 25th St., New York



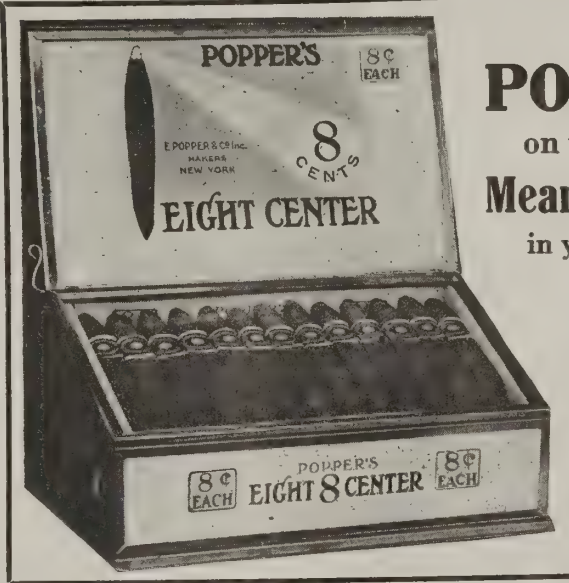
QUICK SALES
Made By LIVE DEALERS

Our humidors obtain the appreciation of smokers who buy good cigars by the box.

We can suit the most exacting customers.

Write for catalogue and price list.

THE MUNDLER CORPORATION
318 East 75th Street, NEW YORK
Tel. Rhinelander 2090
HUMIDORS AND SMOKERS' STANDS



A Box of
POPPER'S
on your show case
Means More Money
in your cash drawer
Every Night
Ask us where you can get
POPPER'S

E. POPPER & CO.
INC.
1510-1512 Ave. A, New York

in one month 3,683,000 drachmae out of tobacco, compared with 2,075,000 for the corresponding month of last year, while consumption had risen from 215,000 kilograms to 217,800.

—

Trade in Glasgow, Scotland, continues very quiet, a fact partly accounted for by the high prices having reduced the consumption of all forms of tobacco, while, on the other hand, the demand has been diverted to the cheaper qualities. Inquiries among retailers show that smoking habit among women, so much written about, has had little, if any, effect on sales.

—

The leading Argentine importers, according to report, have agreed to limit to absolute necessities future importations from the United States until there is an improvement in the rate of exchange. Incoming ships, it is said, continue to unload American goods, the most of which are being left in warehouses, as importers are reluctant to pay for them under present exchange conditions.

—

Present indications point to a possible increase of 200,000 or 300,000 tons in the Cuban sugar crop, 200,000 tons in the domestic beet crop, and 100,000 tons in the Louisiana crop. These prospects might be altogether changed by unfavorable weather conditions. The indicated increase in supplies available to the United States more than equals the importations of outside sugars this year, which are variously estimated from 400,000 to 500,000 tons.

—

"Undoubtedly, there are some absurd things to our present income tax system. In addition to being absurd, it is inequitable. The burden is not properly distributed. We have, according to the last census, 105,000,000 people. One out of three of us is in a class which should account for some taxes. In other words, there should be approximately 35,000,000 people who ought to share in varying degrees the present burden of taxation. What do we find? We find that there are less than 6,000,000 tax returns."

—

The National Foreign Trade Council, at its seventh annual meeting in New York, selected Cleveland, O., as the place at which to hold the Eighth National Foreign Trade Convention, scheduled for the spring of 1921. It was felt that as the 1920 convention had met in San Francisco, the 1921 Convention should be held in an inland city. Previous to the San Francisco meeting, these gatherings had been held in Washington, D. C., St. Louis, New Orleans, Pittsburgh, Cincinnati and Chicago.

—

The H. P. Brewster Co., an important and prosperous wholesale cigar and tobacco concern in Rochester, N. Y., is making adequate provision for enlarged business in future. The company has acquired the Oothout building on South Water street and will make extensive improvements and alterations. The property located on the west side of South Water street was owned by the Oothout family for 41 years. It includes a six-story brick building with a frontage of 73 feet and depth of 100 feet. Included with the sale is a water right. It is said that the property has been held at $50,000.

—

For the first time in this country, so far as is known, a comprehensive effort is being made to secure detailed and accurate information on the costs of marketing. Hitherto investigations of this nature have either been very limited in scope or have contained such a large element of estimate as to make the figures secured practically valueless. But the Bureau of Markets, United States Department of Agriculture, in undertaking an investigation into the costs of marketing farm products, has approached the subject in a manner calculated to bring forth complete and authentic information upon which can be based intelligent reasoning as to what reforms or changes may be needed in the system of marketing.

—

Bank clearings outside of New York City show a slight decline from the very high levels recently prevailing; but the movement of goods as reflected by railway traffic continues in tremendous volume, largely due, no doubt, to the high coal movement and the heavy crop movement. There has been undoubtedly a considerable falling off in the movement of merchandise. This high tide of business, coupled with a record decline in commodity prices, which is apparently still in progress, and was the heaviest this week of any week recorded in years, presents a striking anomaly. Somewhere from one-third to one-half of the vast volume of the nation's total product is always in transit from producer to consumer. And ever large amounts of money are being transferred.

—

While mail order business in the United States has shown a decided drop in the last three months, monthly sales of F. W. Woolworth Co. are running along on an even keel. Reports for the early weeks of September show business running about $500,000 weekly ahead of a year ago. This continued gain may be a straw on the trend of public buying of lower priced merchandise. Woolworth's business thus far in 1920 has been at a remarkable rate and with the exception of January and February sales each month have averaged close to $11,000,000. The significance of this is that in 1919 there were but two months in which sales exceeded $10,000,000. Previous to December 1918, the Christmas shopping period, was the only month with business of more than this figure.

THE PEER OF AMERICAN PRODUCTS

A Mild Havana Cigar made by skilled Spanish workmen

Write Today for Quotation and Territory

HIDALGO CIGAR CO.

Factory
Key West, Fla.

New York Office
203 West Broadway

BUSINESS CARDS

HAVANA LEAF DEALERS

F. EZQUERRO, S en C
10 Luz Street, Havana, Cuba
Cable "Pradillo"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

RUPERTO LEON GONZALEZ
Almacenista de tobaco en Rama
Prado 123. Habana, Cuba

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

NARCISO GONZALEZ Y HNO S en C
Monte 72, Havana, Cuba
Cable "Cisonar"

MANUEL LOZANO
Monte No. 130,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Habana, Cuba
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
United Workman Union Made 6c. Cigar
123 Liberty St., New York

LITHOGRAPHERS

PASBACH-VOICE LITHO. CO., N. C.
Cigar Labels & Bands
Corner 25th St. and 11th Ave., New York

ADOLPH FRANKAU & CO., INC.
Cigar Labels and Bands
129 5th Avenue, New York

STEFFENS JONES & CO.
Imported LITHOGRAPHERS Domestic
Cigar Labels and Bands
36 East 23rd St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers—Cigar Gauges—Cuban Blades—Molds, etc.
113 Maiden Lane, New York

PIPES

L. & H. STERN, INC.
Manufacturers of Pipes for Jobbing Trade
432 East 10th St., New York

CONNECTICUT LEAF DEALERS

CONN. LEAF TOBACCO CO.
IRVING KATZ
Packers and Dealers of Leaf Tobacco
68 Market St., Hartford, Ct.

S. LUBLIN & SON
Packers of Connecticut Tobacco
72 Village St., Hartford, Ct.

THE SUFFIELD TOBACCO CORP.
Nathan Tolpin, Treas.
Connecticut Leaf Tobacco
West Suffield, Connecticut

Cigars Gained and Cigarettes Decreased in August

Internal Revenue Collections for the Month in 1919 and 1920 Compared

WASHINGTON, Oct. 27.—In the report of the Commissioner of Internal Revenue for August the figures show that in the month named, $22,898,721.28 was collected from all tobacco sources as compared with $22,714,091.87 for August in 1919, an increase this year of $184,629.41.

The largest items were for small cigarettes. The collections in August, this year, for small cigarettes totaled $10,708,195.69 as against $11,756,615.81, which is a decrease in the collections this year of $1,048,420.12. The collections during August of this year for large cigars was $4,843,457, as compared with $3,397,658.84, making the increase this year amount to $1,445,798.16.

The collection of taxes in August on small cigars amounted to $72,256.86 as compared with $83,930.47 for August of last year, which is a decrease this year in collection amounting to $11,673.61. The taxes collected in August of this year on large cigarettes totaled $28,558.44 as compared with $15,651.50, which is an increase in the collections of this year of $12,906.94.

The taxes collected on snuff in August, this year, totaled $486,481.61 as compared with $552,513.51, a decrease of $66,031.90. The tax on smoking and chewing tobacco collected for August of this year amounted to $5,785,009.40 as against $6,402,289.96 for August of last year, a decrease of $617,280.56.

To the International Institute of Agriculture

Hunt, Estabrook and Sconce Will Go as the Representatives of the United States

WASHINGTON, Oct. 27.—Three of the delegates from the United States to the general assembly of the International Institute of Agriculture at Rome, November 3-15, will be Dr. Thomas F. Hunt, dean of the college of agriculture of the University of California, permanent delegate; Leon M. Estabrook, statistician and chief of the Bureau of Crop Estimates of the United States Department of Agriculture, and Harvey J. Sconce, of "Fairview," Sidell, Ill., former president of the Illinois Agricultural Association and prominent in organizing the American Farm Bureau Federation.

Because of failure of Congress to provide a specific appropriation for the payment of the expenses of the American representatives, it has been necessary to delegate men who will be in Europe at the time on other business or who are willing to pay their own expenses. Dean Hunt, who was appointed permanent delegate to succeed David Lubin, is now in Europe on sabbatical leave from the University, and will reach Rome in time to take part in the meeting.

The International Institute of Agriculture was organized in 1905, through the assistance of King Victor Emanuel III, at the instance of the late David Lubin of California, who had first tried to interest several other countries in the project. Mr. Lubin conceived the idea of an international clearing house for crop and live-stock statistics which would make available systematically, on the same dates for the entire world, information regarding the production, consumption, marketing, and distribution of agricultural commodities. He was the permanent delegate of the United States to the institute from the time of its organization until his death in 1919.

The institute has a direct interest to American farmers, because the prices of American products are determined, to a considerable extent, by the relation between supply and demand which is world-wide in its application. The price of bread and meat in this country is influenced to a considerable extent by the surplus or deficient production of bread grains and meat animals in many foreign countries as well as at home.

Mr. Estabrook, who is thoroughly familiar with the crop and live-stock statistical service of the United States, and deeply interested in the marketing and distribution of American farm products, is being sent to western Europe by the United States Department of Agriculture to collect information on the present and prospective supply, marketing, and distribution of agricultural products, especially cotton, wool, hides and skins. The American representatives will pay particular attention to the marketing and distribution, surplus, carry-over, etc., of food crops, fiber crops and live stock.

The General Assembly meets every two years to review the work of the institute and to outline plans for the succeeding two years. The last meeting was held in May, 1913, the war having interrupted meetings since. The International Institute is maintained by contributions from 55 adherent countries, these contributions being proportionate to the part taken by each country in the activities of the institute. The United States and other countries of first rank contribute yearly $16,000 to support it.

In addition to the crop and live-stock statistical service, the institute collects and publishes information with regard to trade in agricultural products and fertilizers, cooperation among farmers, wages and conditions of farm labor, rail and water transportation rates, credit, finance, and exchange, and other economic factors affecting agriculture. In addition it issues a monthly review of progress in the science and practice of agriculture.

For Men Who Want Quality

ENGLO

Havana Cigar of Highest Quality
Retailing 10 Cts. Up

SAN EBRO

Imported Sumatra Wrapped Hand Made, 9 Cts., 3 for 25 Cts.

Manufactured by
ENGLEHARDT BROS.
EVANSVILLE, IND.
Correspondence Invited

San Francisco Dealers Pursue a Cautious Policy

Some Slight Price Reductions—Trade Somewhat Improved — Jobbers Successful in Introducing New Lines—Marx Bros. Extend the Distribution of La Insular Manilas—Cigar Boxes Scarce—D. Asch, California Representative of Garcia & Vega, Dies Suddenly.

SAN FRANCISCO, October 19—Trade conditions are showing a little improvement over a slump which was in evidence for the last few weeks, although there is a good deal of agitation on the part of the public for price reductions of some kind. Some concessions to this sentiment are being made by some of the larger companies, another price reduction being featured in retail stores of the United Cigar Co., being a small cut in prices on Manila goods to consumers. Isabellas and the St. Francis, have been cut from $2.75 to $2.25 a box.

With all the talk of possible declines in the air, dealers in general are pursuing an extremely cautious policy and buying from "hand to mouth." Still many of the dealers realize that the policy of introduction of new brands rather than price reductions on old brands will be followed by manufacturers.

New lines of both cigars and cigarettes are being awaited with interest by the trade here, but the public seems to be very slow in willingness to make a change. Jobbers are having a large measure of success, however, in introducing new lines. Staple lines of cigars are all in big demand. "One-Eleven," the new 20 for 15 cents cigarette of the American Tobacco Co., are expected to make their first appearance on the Pacific coast with anticipated arrival this week of a shipment. This new brand is being widely discussed by the trade here, and widely diverging views are expressed as to its reception by the public.

Shipments of La Insulars are arriving regularly for Marx Brothers who have commenced to do a jobbing business in that line. The jobbing business is being conducted on a small scale at present but will be enlarged soon when larger shipments arrive from the Philippines. Until recently, all consignments of the La Insulars have been used by Marx Bros., in their three retail stores in this city. The firm will soon have five stores in operation here when the new store on Market street is opened and the Labels store at Bush and Market streets is taken over about November 1.

A large business is being done and a big permanent trade built up by L. M. Callicott, well known proprietor of the Chronicle Cigar stand, at Market, Geary and Kearny streets. He reports a very good outlook for business improvement.

D. Asch, local salesman for the Garcia y Vega, died suddenly last Wednesday. Mr. Asch was a well liked salesman and had many friends in this city.

R. E. Donahue has opened a sumptuously fitted retail establishment at Market and Front streets.

Monroe Falkenstein and R. E. Carlton, vice-president and Northwestern representative, respectively, of S. Bachman and Co., have started on an inspection tour of the Northwest.

Because of alleged scarcity of boxes, no 40th packing of La Natividads or El Camino Reals will be made by Frankel, Gerdts and Co., for the coming holiday trade, it was announced by the firm this week. The boxmakers can turn out one thousand 20th boxes in the same time that it would take to make the same number of 40th boxes, so there is only one thing to do, says Mr. Gerdts.

Closer co-operation and a mutual understanding for the benefit of consumer, retailer and wholesaler, was the subject of an address by R. H. Bennett, secretary of the Northern California Wholesaler Grocers' Association at the Tobacco Conference dinner here last week. During the dinner the members were addressed by T. W. Harris, president of the American Tobacco Co., Pacific Coast branch. Much favorable comment was created by the ideas expressed by Mr. Bennett in his talk.

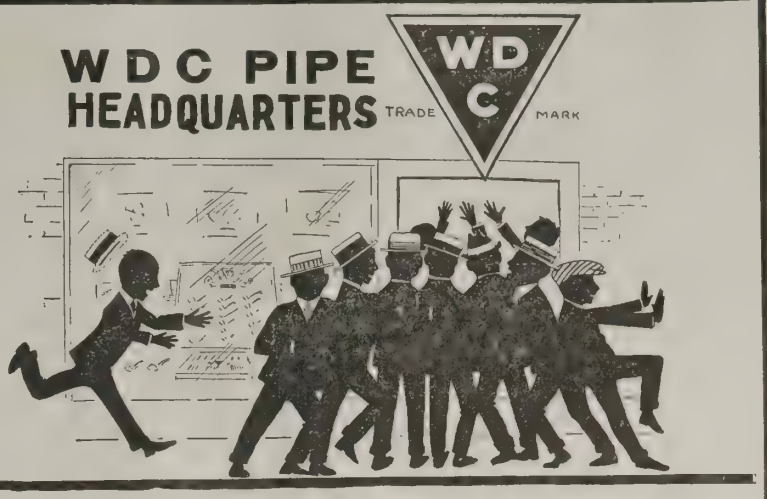
"Uncle Sam" the Largest Coal Exporter

WASHINGTON, Oct. 27.—The United States is now the world's largest coal exporter. "Prior to the war," says the publicist for the National City Bank of New York, "we ranked third among the coal exporters of the world, our exports in the year immediately preceding the war having been slightly less than 20,000,000 tons, against 76,000,000 tons exported by Great Britain and approximately 30,000,000 tons by Germany. In the eight months ending with August, 1920, the latest date for which detailed figures are available, our exports of coal were, in round terms, 23,000,000 tons, while those of Great Britain were, in the same period, but 18,375,000 tons and those of Germany far less than those of either the United States or Great Britain.

"This change whcih has brought the United States to the head of the list of world coal exporters, is due, both to an increase in our own exports and a decrease in those of Great Britain and Germany. Our coal exports, which aggregate, in round terms, 28,000,000 tons in the fiscal year 1920, were only 13,000,000 tons in 1910, 19,000,000 in 1914, 24,000,000 in 1917, 26,000,000 in 1918, and, as above indicated, 28,000,000 tons in the fiscal year 1920, and seem likely to be nearly 40,000,000 in the calendar year 1920, the total for the latest months for which figures are available having been practically double that of the same months of the immediately preceding year. The 1920 record will probably show our total coal exported about twice as great as that of any year preceding the war. All of the above figures, it is proper to add, are exclusive of 'bunker coal' supplied for the use of vessels engaged in the foreign trade, but not for transportation to foreign countries.

"There is good reason to expect that the United States may retain permanently the rank of the world's biggest coal exporter. Our total coal 'reserve,' by which is meant the quantity remaining underground within our own territorial limits, is 40 times as much as that of Great Britain, formerly the world's biggest exporter, and is, in fact, a little more than one-half of the total coal 'reserve' of the entire world. Expert estimates of the world's stock of coal, presented at a recent Geological Congress held in Canada, put the world's total coal 'reserve' at 7,398,000,000,000 tons and that of the United States alone 3,839,000,000,000, or 52 per cent of the world's total. Canada ranks next to the United States with 1,234,000,000,000 tons or 17 per cent of the world's total; China, 996,000,000,000 tons or 14 per cent of the world's entire stock, while the British 'reserve' was stated at but 190,000,000,000 tons, or less than 3 per cent of the world's total.

"The leading position of Great Britain and Germany prior to the war, in the list of coal exporters was largely due to the fact that their large fleets of commercial vessels, scouring the world for food and manufacturing material, could carry coal at extremely low rates, while the fact that we have, during the war, greatly enlarged our commercial fleet, correspondingly enlarges our power of distribution. As a consequence of this increased power of transportation on our own part, and shortage of supplies from Great Britain and Germany, our exports of bituminous coal to Europe alone in the calendar year 1920 will approximate 10,000 000 tons."



They Fight To Get In

Make your store W D C Headquarters. Then the everyday "smoke" sale will bring in crowds that will make a fire sale look like a pile of wet cinders.

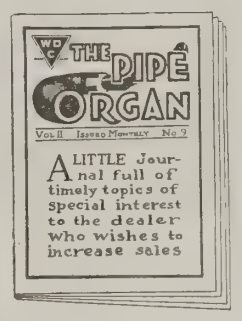
Put your W D C cases on your counter and in your windows. Have a few of the attractive W D C display cards properly placed in the store.

Then enlarge your entrance to keep the crowd from sticking. For there is sure some big demand for W D C Pipes and Triangle Tubes.

And the demand is growing. W D C quality is bringing back the smokers who know. W D C advertising is creating a bunch of new business.

So check up stock and send your jobber a hurry-up order for refills.

Do You Get "The Pipe Organ"?



It's a live little magazine with a bunch of interesting information for the tobacco merchant. Sent free upon request.

WM. DEMUTH & CO., NEW YORK

World's Largest Pipe Manufacturers

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., Inc.

Established 1873 Manufacturers New York

PERFECT LITHOGRAPHY

CIGAR LABELS BANDS

American Box Supply Co.

383 Monroe Avenue Detroit, Mich.

Exclusive Selling Agents For

THE CALVERT LITHOGRAPHING CO.

L. KEHLMANN CO.

229-239 WEST 28TH STREET

NEW YORK CITY

PRINTED AND EMBOSSED

LABELS, WRAPPERS, ETC.

FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

HIGH GRADE CIGAR LABELS

We have just purchased the entire stock of the exceptionally fine line of Labels formerly lithographed and carried by Louis E. Neumann & Co. This complete line together with our own and those formerly made by Krueger & Braun is now being offered at exceptionally low prices to close them out. Editions run from 2,000 sets upwards. GOOD OPPORTUNITY TO OBTAIN A PRIVATE LABEL IN SMALL LOTS. Samples furnished on application.

WM. STEINER SONS & COMPANY

257 to 265 West 17th Street NEW YORK CITY

CIGAR BOX LABELS BANDS AND ADVERTISING

American Lithographic Co.

NEW YORK

EL DALLO

"Each Cigar In Its Own Humidor"

Made ONLY by

WERTHEIMER BROS. Baltimore, Md.

LEAF TOBACCO FROM ST. THOMAS

Per S. S. Guiana. Arrived Oct. 19.
Consignees:

New York—	Barrels
H. Duys & Co.	25

TOBACCO FROM CHILI

Per S. S. Santa Luisa. Arr. Oct. 21.
Consignees:

New York—	Cases
Sprulle Braden	1

TOBACCO FROM SMYRNA

Per S. S. Rey d'Italia. Arr. Oct. 25.
Consignees:

New York—	Bales
Liggett & Myers Tob. Co.	1,421
To order	1,631
	Cases
Liggett & Myers Tob. Co.	3

Classified Advertisements

ATTENTION

CIGAR BROKERS JOBBERS

In all the important cities of New England, Middle Atlantic, Middle West and Southern States.

We can offer an attractive proposition to those that will interest themselves in marketing the products of a High Grade Turkish Cigarette Manufacturer, of various priced brands.

Kindly state exact territory covered and detailed particulars will be promptly submitted.

A. B. C., care TOBACCO,
10 E. 39th St., New York.

GEORGIA SHADE GROWN, Crop 1918 First Size, Light Equals Imported, Sumatra, 3 lbs. to M. 10 to 1,000 lbs., price $1.55 per lb. Net cash delivered. No order less than ten lbs. considered. P. J. Sullivan, 161 Pierrepont St., Brooklyn, N. Y.

TEXAS, OKLAHOMA, ETC. SALESMAN WANTED

WANTED—Salesman to represent us in Texas, Oklahoma and other Western States with a high Class A Cigar. Commission only, write to P. O. Box 136 Elwood, Indiana.

HIGH GRADE LABELS FOR SALE

FOR SALE—Small and large lots of hign grade labels and edgings. Will sell them cheap. Write P. O. Box 136, Elwood, Indiana.

FOR SALE—55 cases French cigarette paper, $2.00 per reel in bond New York. Southern Leaf Tobacco Company, 90 Wall St., New York City.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

CIGARS—CLASS A, B & C

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

MANAGER OR SUPERINTENDENT

A THOROUGHLY EXPERIENCED MAN HOLDING THE HIGHEST REFERENCES FROM THE BEST ACCREDITED CONCERNS IN THE COUNTRY DESIRES A POSITION AS SUPERINTENDENT OR MANAGER OF A CIGARETTE OR TOBACCO FACTORY—KNOWS THE MANUFACTURING END OF THE BUSINESS FROM EVERY ANGLE. "COMPETENT" IN CARE TOBACCO, 10 EAST 39TH ST., NEW YORK.

TOBACCO FROM BRAZIL

Per S. S. Camoens. Arrived Oct. 19.
Consignees:

New York—	Bales
Universal Leaf Tob. Co.	110

TOBACCO FROM SANTO DOMINGO

Per S. S. Mary. Arrived Oct. 25.
Consignees:

New York—	Bales
Tropical Tobacco Co.	150
Selgas & Co.	48
	Barrels
A. O. Anderson Trading Co.	10
A. Philippi & Co.	9
	Packs
A. Philippi & Co.	7

CIGARETTE PAPER

Per S. S. Hannington Court
Consignees:

New York—	Cases
P. J. Schweitzer	252
The Surbrug Co.	6
Davis, Turner & Co.	26

Per S. S. Roman Prince
Consignee:

New York—	Cases
P. Lorillard Co.	100

Per S. S. Caroline
Consignees:

New York—	Cases
Max Spiegel & Sons Co.	10
Renken & Gates Smith	100
American Tobacco Co.	900
Liggett & Myers Tob. Co.	32

Per S. S. Lafayette.
Consignees:

New York—	Cases
Guaranty Trust Co.	43
The Surbrug Co.	10
W. Duke Sons & Co.	40
A. A. Kohary	3

Per S. S. La Touraine.
Consignees:

New York—	Cases
P. J. Schweitzer	162
American Tobacco Co.	56
Guaranty Trust Co.	43

Per S. S. Rochambeau.
Consignees:

New York—	Cases
Southern Pacific Co.	3

Per S. S. La Savoie. Arr. Oct. 25
Consignee:

New York—	Cases
Wilkinson Bros. & Co.	15
American Tobacco Co.	110

PIPES FROM ENGLAND

Per S. S. Maine. Arrived Oct. 18.
Tobias & Co. 2 cases

Per S. S. Menominee. Arr. Oct. 25.
Consignee:
New York—
Tobias & Co. 1 Case

TOBACCO POUCHES FROM ENGLAND

Per S. S. Cornishman. Arr. Oct. 14.
Meadows Wye & Co. 1 case

Per S. S. Dominion. Arr. Oct. 25.
New York—
Consignee:
Meadows, Wye & Co. 1 Case

TOBACCONISTS' GOODS FROM ENGLAND

Per S. S. Minnehaha. Arr. Oct. 21.
Consignees:

New York—	Cases
A. Frankau & Co.	3

SMOKERS' ARTICLES FROM HAMBURG

Per S. S. Manchuria. Arrived Oct. 19.
Consignees:

New York—	Cases
Lehrer Commercial Corp.	1

TOBACCO

ESTABLISHED 1886

Vol. LXX. No. 26 NEW YORK, OCTOBER 28, 1920 Per Annum, $2.00 Six Months, $1.00

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ARGUELLES, LOPEZ & BRO.

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10¢ and up

FLOR DE MONDAY CIGAR

MILD HAVANA

Mellow as Moonlight

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MILD HAVANA BLEND

CIGAR

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A good product, they reasoned, deserved the best container—a container that would be sturdy, practical, and attractive to the eye.

And so Tindeco Decorated Tin Packages were selected.

These smokables are sold all over the country. The careful, airtight construction of the containers makes for the uniformity of the contents, no matter in what part of the United States you buy them.

Let us supply a Tindeco Package for your product.

THE TIN DECORATING COMPANY OF BALTIMORE

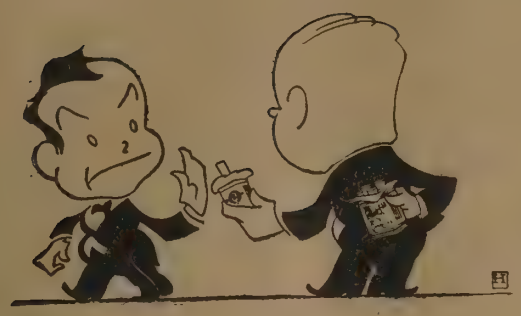
Manufacturer of

TINDECO

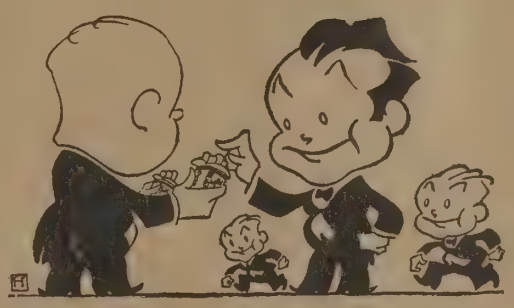
Decorated Tin Packages

With acknowledgments to K. C. B.

Henry even carries matches now



HENRY WAS "near."
* * *
IN OTHER words, tight.
* * *
HE CARRIED two packs.
* * *
OF CIGARETTES.
* * *
ONE FOR friend Henry.
* * *
FULL OF "Satisfys."
* * *
AND THE other containing.
* * *
JUST ONE cigarette.
* * *
AND THAT lone cigarette.
* * *
WAS ALWAYS offered.
* * *
TO SMOKELESS friends.
* * *
WHO WERE all polite.
* * *
AND REFUSED to take it.
* * *
AND SOMEHOW Henry.
* * *
WAS NOT popular.
* * *
TILL ONE day by mistake.
* * *
HE PULLED the full pack.
* * *
AND EVERYONE fell on it.
* * *
WITH LOUD cries of glee.
* * *
HIS STRONG constitution.
* * *
CARRIED HENRY through.
* * *
AND DAY by day.
* * *
HE GREW more popular.
* * *
AND HENRY knew why.
* * *
FOR HE'S nobody's dummy.
* * *
AND NOWADAYS he not only.
* * *
CARRIES THE cigarettes.
* * *
THAT SATISFY.
* * *
BUT FORCES 'em on people.
* * *
GIVES AWAY packs of 'em.
* * *
AND, SHUCKS.
* * *
HENRY COULD run for Mayor.
* * *
AND GET away with it now.
* * *



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GIVE your friends the real thing—introduce them to Chesterfields! Odds are they'll find just what you've found in this wonderful Turkish-Domestic blend—a smoke that by comparison seems way out of its price class—and *is*. "They Satisfy!"

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El Aguila Nacional, Sir Edwin Arnold La Cendino, La Lita Etc.

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Factory TAMPA, FLA.

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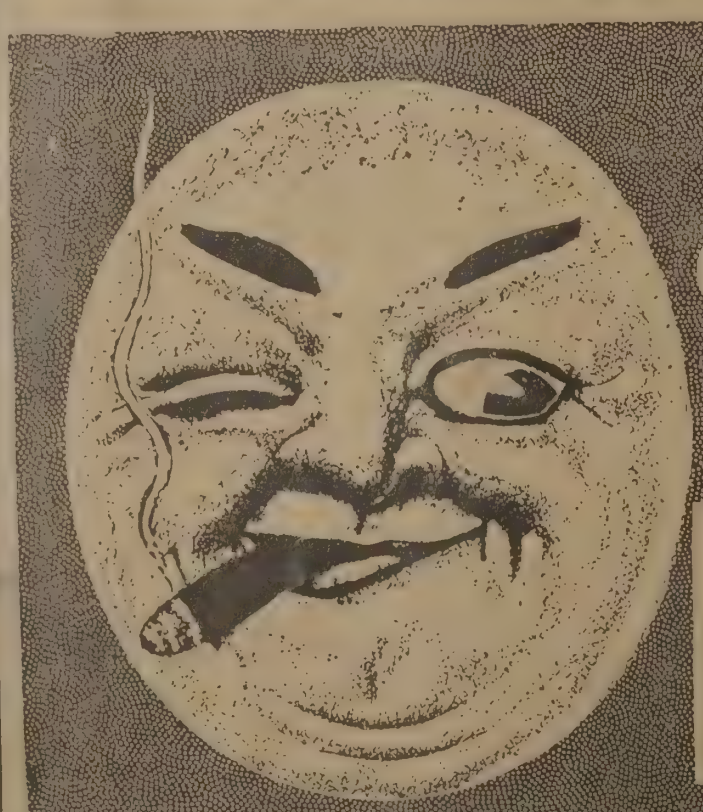

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for mine"

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